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FE MAGAZINE March 2014



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Russia's Growing Regional Debts Threaten Stability

PLATTS
McGraw Hill Financial
DUBAI OIL FORUM
March 11, 2014
Shangri-La Hotel, Dubai



Central Banks

FEM gets it rights about the Gold Titans (See Gold News inside)

NEW FIRST EDGE JOB VACANCIES



Monetary

FUEL



AU & Diamonds



FIRST EDGE MEDICAL

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NO CHILD BORN TO DIE

Oil Quiz – Test Your Knowledge



New Isaac Takawira
Ex CEO of Barclays Bank
Joins First Edge Team





FEM would like to apologise to all the people who have not been able to

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INTRODUCTION

OBJECTIVES

FE Magazine's objective is to keep all our readers updated with a month to month review of the latest in information on today's commodity world.

Our other objective is to publish past and current commodity information to buyers, sellers, broker's and traders, also review companies that are involved in today's commodity Market.

COLUMNISTS

Our Columnists will bring you an up to date review of the world of commodities.

OUR MAIN GOAL

Our main goal is to help trader's and companies build a reliable business network around the world.

Our Customer Support Team is always at your disposal in helping you against any inquiries or issues you may have in read reading FE Magazine.

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LEADING NEWS

Quick News points out what's happening in today's commodity market place and other area's.

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DUBAI OIL FORUM

March 11, 2014
Shangri-La Hotel, Dubai



Exchanging value
in the oil markets

Dear Readers,

FE Magazine is delighted to invite you to Platts Dubai Oil Forum on 11 March 2014.

The forum also provides a perfect opportunity for you to learn more about the outlook for the Iraq oil markets, latest trends in the Middle East crude methodology, developments in the Middle East spot markets and be updated on the Platts Middle East refined products assessments.

As well as sharing with you insights on key topics affecting the international oil markets in the year ahead, Dave Ernsberger, Global Editorial Director for Oil, and his colleagues, Jonty Rushforth, Editorial Director, Asia & Middle East Oil markets, Jorge Montepeque, Global Editorial Director for Platts Price Group and Dr. Faleh H.M Al-Khayat, Former Director General of Planning at the Iraq Oil Ministry, will be discussing:

- Fundamental changes in the world oil markets with the rise of America as the supply hub
- Outlook for Iraq oil markets
- Latest trends in the Middle East crude methodology Developments in the Middle East spot Markets

This complimentary event plays a central part in our commitment to further connect the oil markets, facilitating the exchange of genuine value between you, your peers and Platts.

You can [view the full agenda and register online here](#).



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New Appointment

First Edge International Banking Director and
Advisor for African Banking Affairs



Personal Profile

All our Associates and the Principles of First Edge Ltd would like to welcome Mr Takawira as our International Banking Director and Advisor for African Banking Affairs.

Mr Takawira is the first ever non-white when he was appointed the first ever African CEO of Barclays Bank subsidiary in Africa in November 2000. It all started in 1991, when he was chosen to head Barclays Zimbabwe.

When he took over Barclays Zimbabwe, the bank was making \$5.6 million in profits. When he left, Barclays profits had shot up to \$63 million. This translated to an annual average growth of 35 per cent.

Mr Takawira, 58, proceeded to South Africa subject to regulatory approvals.

Mr Takawira, stayed at the bank from September 29, 2000. He is a fellow of the Institute of Bankers and member of the Council of International Advisors to Insead Business School in France and also member Banking Group Advisory Board for IFC, he has also been credited to Bloomberg Business week.

Isaac Takawira joined the Ministry of Finance at independence in 1980 and was appointed to head the domestic and international finance department in the treasury. Mr. Takawira joined Barclays in 1983 as the General Manager's assistant and has served as the Assistant General Manager of Operation and the Deputy Managing Director of Barclays Bank of Zimbabwe before becoming Managing Director in 1991. From 2000-2002, Mr. Takawira served as Managing Director of Barclays Bank in Kenya and from 2002-2004 as Country Managing Director of Barclays Bank of South Africa. In 2004, he was appointed as Chairman and CEO of Eton Capital (Pty) Ltd South Africa.

Mr. Takawira is also a member of the International Advisory Council of INSEAD Business School in France, the World Economic Forum Task Force for Southern Africa and the NEPAD Business Group in South Africa. He has served as a Board member of the Emerging Africa Infrastructure Fund. Mr. Takawira also farms tobacco, maize and cattle in Zimbabwe.



New Appointment

First Edge International Banking Director and
Advisor for African Banking Affairs



Personal Profile

Mr. Takawira also brings to First Edge a degree of certainty and comfort with regard our Investors, also a large contribution in African government affairs and their banking policies, which can be a major factor which contributes to the erosion of confidence with some investors.

As a businessman Mr McGhie Company Director of First Edge and Mr Takawira has had personal involvement in the commodity transaction industry for many years, the both share the same vision in African affairs.

Mr. Takawira is not shy about commenting on the troubling events in his country of birth, Zimbabwe.

He describes the situation as unfortunate and disappointing.", I and others have tried very hard to influence the situation for the better.

Mr Takawira was born in 1943 in the Masvingo region of Zimbabwe.
His birthplace is a walking distance from the ruins of Great Zimbabwe, the centre of the Munhumutapa Kingdom.

He is a trained accountant, and for 17 years worked in industry after graduating with a BA in economics from the University of Southern Rhodesia in 1968.

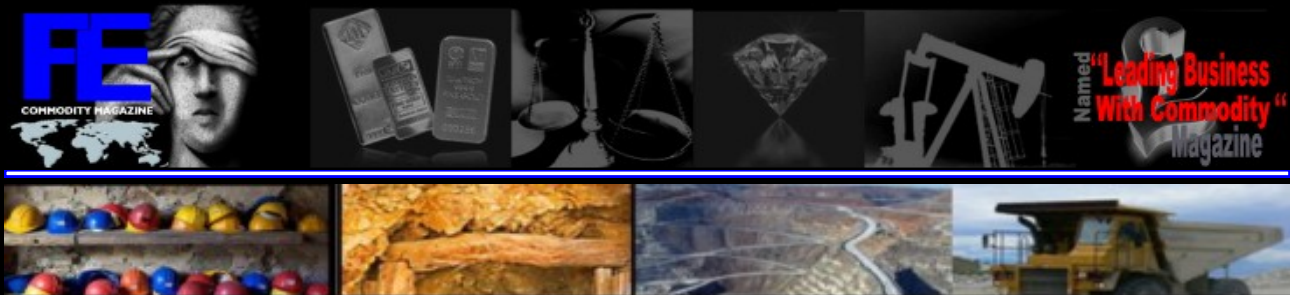
His career in banking, virtually all of it with Barclays, spans 19 years.

He joined Barclays Zimbabwe in 1983 after a three-year stint with the government immediately after independence.

He had headed a section of the Treasury dealing with domestic and international finance.

Mr Takawira is married with six children - three sons and three daughters."It's an even number, in line with African tradition.

Two of the children are in high school in Kenya, another is attending university in the US, while the two youngest are at home in Nairobi.



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African Lion Investment Holdings was formed with the sole purpose of developing and marketing technology solutions for the African Continent at large covering the **Mining and Exploration** sectors as well as to facilitating structured finance for companies in and around Africa.

Due to the numerous years of dealing with the Top 30 Mining companies in Africa, African Lion has an in depth perceptive of the political climates as well as commercial trends within the African continent and as such consults to international Clients.



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Head Office New Zealand, Level 4, 17 Albert Street, Auckland 1010, New Zealand.
Swift Code : GEBSNZ2A or GEBSNZ2

The bank has over \$6 billion in assets and corresponds with many Top Tier World Banks, such as Societe Generale and Standard Bank SA.

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Finance News

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Russia's Growing Regional Debts Threaten Stability

Summary

Since the 2009 financial crisis, the Kremlin has allowed Russia's regions to take the brunt of the country's economic decline in order to keep the federal government seemingly healthy, with a nominally small budget deficit and large currency reserves. But now most of Russia's regional governments' debt is so high, it is becoming dangerous for the federal government and big banks and could soon become unmanageable.

Analysis

Russia is so large that the Kremlin lacks the resources to run each region of the country directly. Currently Russia is split into 83 regions of all shapes and sizes, which fall into categories of oblasts, republics, krais, federal cities and autonomous okrugs. Historically, the Kremlin has given regional leaders (mayors, governors, heads or republic presidents) the power to run their own regions and ensure loyalty to the Kremlin and stability for the country.

However, the Kremlin is constantly concerned with its control over the regions. The federal government's ability to maintain the loyalty of each region has been tested often throughout history. For instance, dozens of regions attempted to break away after the fall of the Soviet Union, occasionally leading to wars such as those in Chechnya.

The central government's control over the regions was demolished during the devastating financial crisis in 1998. Many of the regional heads defied the federal government in order to look out for their own regions' survival. It was the second-worst regional breakdown in Russia following the collapse of the Soviet Union, and it was related directly to the chaos caused by that collapse. This is why the currently growing economic strains in the regions will be of great concern for the Kremlin.

The Regions' Mounting Debts

Most of Russia's regional governments have always had some level of debt, but resource-based export revenues have kept it mostly manageable since the 1998 crisis. However, since the 2008-2009 financial crisis, most of the regions' debt has risen by more than 100 percent -- from \$35 billion in 2010 to an estimated \$78 billion in 2014, and Standard & Poor's has estimated that this will rise to \$103 billion in 2015. Russia's overall government debt -- the federal and regional governments combined -- is around \$300 billion, or 14 percent of gross domestic product. This is small for a country as large as Russia, but the problem is that so much of the debt is concentrated in the regions, which do not have as many debt reduction tools as the federal government does.



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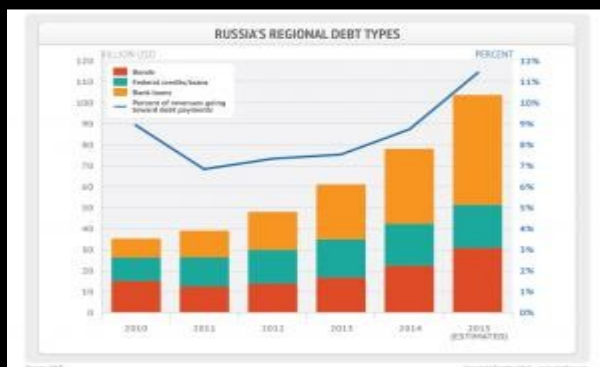


Russia's Growing Regional Debts Threaten Stability

Of the 83 regional subjects in Russia, only 20 will be able to keep a budget surplus or a moderate level of debt by 2015, according to Standard & Poor's calculations. This leaves the other 63 regions at risk of needing a federal bailout or defaulting on their debt.



Currently, the Russian regions are financing their debt via bank loans, bonds and budget credits (federal loans, for example). Each region has to get federal approval to issue bonds, because regional bonds create more market competition for the federal and business bonds. Most of the banking loans to the regions carry high interest rates and are short term (mostly between two and five years). The federal loans come with much lower rates and longer repayment schedules (mostly between five and 20 years), so naturally federal credits and loans are more attractive for the local governments, though unprofitable for the federal government. The issuance of federal credits or loans to the regions in 2013 was limited; initially, Moscow said it would issue \$4.8 billion in new credits to the regions in 2013, but only issued \$2.4 billion due to its own budgetary restrictions. This is one contributing factor to the dramatic local-government debt increases.





Finance News

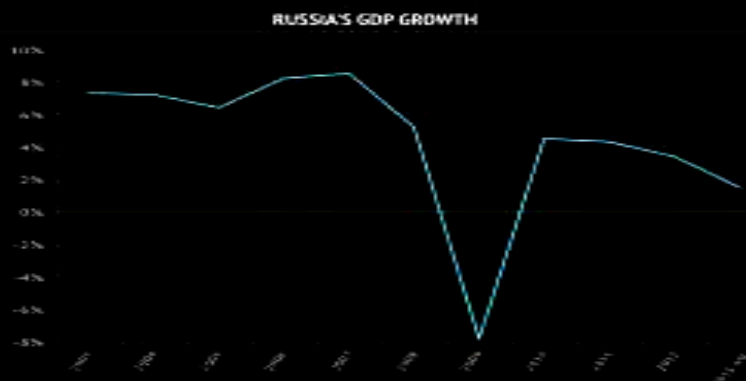
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Russia's Growing Regional Debts Threaten Stability

Economic Stagnation

The next contributing factor to the rise in regional debt is the overall economic stagnation that has plagued Russia since the 2009 financial crisis and subsequent stimulus aimed at pulling Russia out of the crisis. Despite high energy prices all year, Russia's gross domestic product growth slowed dramatically in 2013 to 1.5 percent growth after an initial 3-4 percent growth target by the Kremlin at the start of that year. This is low compared to the 7-8 percent growth seen yearly in Russia in the mid-2000s. Most analysts believe the only way Russia's growth remained positive was through its large energy revenues, which make up half of the federal government's budget and 20-25 percent of the country's gross domestic product.



There are a handful of reasons for Russia's economic stagnation. First, investment in Russia was lower than expected in 2013. Fixed investment was down 1.8 percent year-on-year in the first 10 months of 2013, compared with a 9.1 percent year-on-year growth in the same period in 2012. Private sector outflows of capital were high in 2013, with a net outflow of \$48 billion leaving Russia in the first nine months of 2013, compared with \$46 billion for the same period in 2012. Moreover, the investment sentiment in Russia is poor at the moment, as the Central Bank of Russia has begun closing some 800 smaller banks in a consolidation. Many of those banks were regionally based, and their closure is making investment in the regions less attractive.



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Russia's Growing Regional Debts Threaten Stability

Lower investment, coupled with less corporate borrowing and a decline in demand in many sectors, such as metals, led to lower industrial production. In the first 10 months of 2013, industrial production was flat compared with 2.8 percent growth in the same period in 2012. Industrial production is region-specific in Russia; industry provides nearly the entire economy in some regions. Thirty-one Russian regions, including Komi and Barents, had negative industrial production indexes for 2013. This could get worse in 2014, as many of the metals giants are planning to continue shutting down plants due to a lack of demand and low prices. For example, the world's largest aluminum producer, Rusal, is shutting down five aluminum plants in the Volgograd, Karelia, Leningrad and Urals regions and laying off tens of thousands of workers.

Russia's Geographic Challenge

Federal Obligations

Another factor contributing to the regions' rising debts is increasingly burdensome obligations to the federal government. Of the income generated in a particular region, only 37 percent of the income stays in that region and the rest goes to the federal budget. The federal government does return some of the funds to the region in the form of subsidies and inter-governmental transfers, but not more than 20 percent. The amount of income that the Kremlin has taken from the regions has increased 12 percent in the past three years (via increases in taxes and decreases in subsidizations), leaving less and less for the regions to work with.

There has also been a large outcry from the regional governments in response to a series of presidential edicts that Vladimir Putin declared when he was re-elected to his third term in late 2011. Putin ordered the regional governments to do a series of tasks, such as replace all dilapidated housing by 2014, and to raise regional and municipal salaries by 7-10 percent in 2014 and another 10 percent in 2015. The regions are calling these "unfunded mandates," as the federal government is not helping the regions pay for these projects. Already, the Kremlin has had to postpone the housing replacement edict to 2016 due to lack of funding in the regions, but the salary edict remains in place and is estimated to cost the regions \$56.6 billion over the next two years.



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The new Basel III international banking laws

Started on Sep. 10th, 2013,

The Basics

The seller must provide POP BEFORE THE BUYER'S BANK CAN DELIVER POB

Please note then that no bank is allowed to open any bank instrument (BG, LC, SBLC, RDLC etc.) unless the full POP package is sent to the bank with a signed contract.

Also, please note that seller's banks cannot confirm POP.

They can only confirm that they hold documents which they believe are proof of product.

It will remain the duty of the buyer to verify the validity of any such POP in conjunction with their own bank.

- 1) All offers NOW received by a buyer, its Directors/Mandates/Operational staff shall and will be REJECTED, that does not have fully verifiable POP in the form of Tank Receipts/ FULL SGS report and not just the back page. This will also include in the buying procedure the ability to perform a FULL DIP TEST on the product for bank verification.
- 2) Any offer received or presented that requires a NCNDA/IMFPA ahead of any POP shall and will be REJECTED
- 3) It is the responsibility of the receiver on behalf of a buyer to make sure that the offer fits the operating procedures of the buyer, THERE WILL BE NO EXCEPTIONS TO THIS PROCEDURE



Diamond and Gold



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Director of Gold & Diamonds: Miss Anne Huttenga

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Gold & Diamond

FE Gold News

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FEM gets it rights about the Gold Titans



Gold price rigging fears put investors on alert

Global gold prices may have been manipulated on 50 per cent of occasions between January 2010 and December 2013, according to analysis by Fideres, a consultancy.

The findings come amid a probe by German and UK regulators into alleged manipulation of the gold price, which is set twice a day by Deutsche Bank, HSBC, Barclays, Bank of Nova Scotia and Société Générale in a process known as the "London gold fixing".

Fideres' research found the gold price frequently climbs (or falls) once a twice-daily conference call between the five banks begins, peaks (or troughs) almost exactly as the call ends and then experiences a sharp reversal, a pattern it alleged may be evidence of "collusive behaviour".

"[This] is indicative of panel banks pushing the gold price upwards on the basis of a strategy that was likely predetermined before the start of the call in order to benefit their existing positions or pending orders," Fideres concluded.

"The behaviour of the gold price is very suspicious in 50 per cent of cases. This is not something you would expect to see if you take into account normal market factors," said Alberto Thomas, a partner at Fideres.

Alasdair Macleod, head of research at GoldMoney, a dealer in physical gold, added: "When the banks fix the price, the advantage they have is that they know what orders they have in the pocket. There is a possibility that they are gaming the system."

Pension funds, hedge funds, commodity trading advisers and futures traders are most likely to have suffered losses as a result, according to Mr Thomas, who said that many of these groups were "definitely ready" to file lawsuits.

Daniel Brockett, a partner at law firm Quinn Emanuel, also said he had spoken to several investors concerned about potential losses.



FE Gold News

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FEM gets it rights about the Gold Titans



Gold price rigging fears put investors on alert

"It is fair to say that economic work suggests there are certain days when [the five banks] are not only tipping their clients off, but also colluding with one another," he said. Matt Johnson, head of distribution at ETF Securities, one of the largest providers of exchange traded products, said that if gold price collusion is proven, "investors in products with an expiry price based around the fixing could have been badly impacted". Gregory Asciolla, a partner at Labaton Sucharow, a US law firm, added:

"There are certainly good reasons for investors to be concerned. They are paying close attention to this and if the investigations go somewhere, it would not surprise me if there were lawsuits filed around the world."

All five banks declined to comment on the findings, which come amid growing regulatory scrutiny of gold and precious metal benchmarks.

BaFin, the German regulator, has launched an investigation into gold-price manipulation and demanded documents from Deutsche Bank.

The bank last month decided to end its role in gold and silver pricing. The UK's Financial Conduct Authority is also examining how the price of gold and other precious metals is set as part of a wider probe into benchmark manipulation following findings of wrongdoing with respect to Libor and similar allegations with respect to the foreign exchange market.

The US Commodity Futures Trading Commission has reportedly held private meetings to discuss gold manipulation, but declined to confirm or deny that an investigation was ongoing.



Gold & Diamond

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FE Diamond News



GIA Reports - New Format

About The New Format

Beginning January 2014, GIA's benchmark laboratory reports will have a new look. They'll contain the same trusted grading and identification data in an easier-to-read format. The reports will also contain enhanced security features and unique QR codes providing direct access to Report Check for quick report verification. The new reports consume less paper and other materials to help clients reduce their storage and postage costs.

Exchanging Reports for the Revised Format

The introduction of the revised format will not affect the validity of previously issued reports. If you'd still like to exchange your current report for one in the new format, GIA's Reissue Program offers a cost-effective way to do so.

Reports Qualifying for Reissue: Any prior version report dated on or after January 1, 2013. Reports dated prior to January 1, 2013 are subject to the standard update service and fees,

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Reports dated January 1, 2013 to June 30, 2013: \$10 USD for Dossier; \$15 USD for all other reports, Reports dated July 1, 2013 to December 31, 2013: No Charge

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The Future of Wealth Management: Thinking about the Next 20 Years



By Sebastian Dovey *Managing Partner Scorpio Partnership London*

The private wealth industry currently has about \$16 trillion in assets under management (AUM) in private banking institutions worldwide. **Table 1** lists the top 20 global institutions in terms of AUM out of the 200 that we track at Scorpio. The top 20 institutions control nearly 80% of the \$16 trillion in the market, but the top 5 firms control nearly 50%.

The market is actually quite congested. In 2011, traditional inflows were relatively flat at about \$2.9 billion. In terms of net new money, which is the best measure of whether private banking is attracting new wealth clients, the five-year period ending in 2011 was rather poor. Today, there is an average inflow of around \$2 billion a year in net new money. Although that figure is larger than the asset base of some institutions, as an industry average, it is quite low. Many private banking firms with AUM of less than \$25 billion—\$30 billion have been struggling or even losing money.

Fundamentally, new money inflows are fairly patchy in this market and have been for some time. This lack of growth is incredible given the amount of assets that are being generated by wealthy individuals across the globe. A question the industry needs to ask itself is, Where are the wealthy going for wealth management?

Before discussing that issue, I want to talk about the efficiency of wealth management in the private banking model. Private banking is a very tough business. The cost of regulation has led to margins that are thinner than ever. Cost-to-income ratios are declining and could return to levels not seen since 1985. Declining cost-to-income ratios put pressure on firms in the industry to generate new solutions when managing or engaging with their clients because the most expensive component of the wealth management model is the relationship model, which consumes about 60% of total costs.

Regulation is also costly. The industry has gone through—and is still going through—a radical change in its understanding about what constitutes compliance and non-compliance. This bleak outlook for wealth management is half of the equation; the other half is the wealth itself. **Table 2** shows global wealth by region in 2012. Although the growth of assets in all of these regions was relatively flat during 2012, there were significant pockets of growth in specific segments in each of these markets. To access these pockets of growth, private wealth advisers need to understand the hearts and minds of high-net-worth clients, a concept the industry is only beginning to grasp. Globally, overall wealth is \$42 trillion, but only \$16 trillion is currently managed by the private wealth industry, which means \$26 trillion is being managed outside the realm of private banking.



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Table 1. Top 20 Private Banking Institutions in AUM in 2012

Institution	AUM (USD billions)	Growth in 2011	Reporting Currency	Ranking Move
Bank of America	1,671.00	-2.17%	USD	-
UBS	1,554.53	-0.34	CHF	+1
Wells Fargo	1,300.00	-7.01	USD	+1
Morgan Stanley	1,219.00	-0.81	USD	-2
Credit Suisse	843.32	-2.51	CHF	-
Royal Bank of Canada	573.32	-0.68	CAD	-
HSBC	377.00	-3.33	USD	-
Deutsche Bank	348.60	-5.41	EUR	-
BNP Paribas	316.20	-7.11	EUR	-
J.P. Morgan	291.00	2.46	USD	-
Pictet & Cie	262.11	-5.48	CHF	-
Goldman Sachs	227.00	-0.87	USD	-
Citigroup	208.00	47.83	USD	+7
ABN AMRO	189.98	-13.67	EUR	-1
Barclays	182.71	-1.72	GBP	-1
Julius Bär	178.79	0.12	CHF	-1
Northern Trust	173.70	12.50	USD	+1
BNY Mellon	168.00	1.20	USD	-1
Crédit Agricole	163.67	-4.74	EUR	-3
Lombard Odier Darier Hentsch	151.30	-1.18	CHF	-1

Notes: This list is determined based on the key performance indicators of 200 private banking institutions tracked by Scorpio. USD are U.S. dollars, CHF are Swiss francs, CAD are Canadian dollars, EUR are euros, and GBP are British pounds.

Table 2. Global Wealth by Region, 2012

Region	Overall Wealth (USD trillions)	Change	Number of High-Net-Worth Individuals (millions)	Change
North America	11.4	-2.3%	3.35	-1.1%
Latin America	7.1	-2.9	0.5	5.4
Europe	10.1	-1.1	3.2	1.1
Middle East	2.8	0.7	0.5	2.7
Africa	1.1	-2.0	0.1	3.9
Asia Pacific	10.7	-1.1	3.37	1.6

Source: Based on data from the World Wealth Report, Capgemini, and RBC Wealth Management (2012): By Sebastian Dovey Managing Partner Scorpio Partnership London



The Future of Wealth Management: Thinking about the Next 20 Years



The Future

The future of wealth management will be about how clients engage with their money. First, private wealth advisers must reconnect with their clients. On the *Forbes* billionaires list, 89 of the 500 billionaires—nearly 20%—are from the technology industry.

One can expect that a similar percentage of millionaires have a technology background. When these high-net-worth individuals require financial services, they will wonder why they cannot connect with their advisers in the same way that they connect in other areas of their lives. If advisers cannot meet their clients' needs, those clients will either go to another private wealth adviser or manage their own wealth.

Wealth managers must be wary of the latter because online wealth management firms are being established to target these clients. For example, one of the principals of LinkedIn has launched an online business targeting the private wealth management client at substantially lower fees than the private banking industry charges. This company leverages the technological knowledge and sophistication gained from the LinkedIn experience to connect with its wealth customers.

Another example is a Silicon Valley-based free web application featuring online bankers who target specific types of wealth clients according to the bankers' very different demographic profiles. These firms are targeting private wealth clients—the high-net-worth customers. Technology allows their efforts to be scalable; clients could have \$10 million or \$100 million. I know of one particular family who is beginning to use these types of services on a trial basis. This family is worth \$150 million. Advisers must consider what they are doing to be competitive in the online wealth management industry because clients consider this online interaction valuable. Digitally connecting does not discount the value of offering clients investment solutions; rather, it enhances the client service experience. Spending alone, whether on relationships or products, may no longer be able to achieve growth. Industry financials are grim. Cost-to-income ratios are poor, and revenues are declining. The declining cost-to-income ratios demonstrate that simply adding more managers is not very efficient. There is little value in continuing to manage wealth as it has been managed in the past. The relationship model has to change because customers are demanding it.

For more indebt information about wealth management please go to www.femagazine.co.uk



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Table 3. High-Net-Worth Individuals' Views of Admired Brands

Brand	Brand Love Index Score	Passion Dominates	Intimacy Dominates	Commitment Dominates
Apple	67.1	*		
Porsche	65.9	*		
BMW	62.9	*		
Ferrari	62.9	*		
Rolex	62.4		*	
Audi	62.4	*		
Mercedes Benz	62.2		*	
Bose	60.8		*	
Patek Philippe	59.3		*	
De Beers	58.7	*		
Cartier	57.0		*	
Singapore Airlines	56.6		*	
Jaguar	56.2	*		
OMEGA	55.8		*	
Chanel	55.7		*	
Gucci	54.7	*		
Sony	54.7		*	
Emirates	54.5		*	
Bang & Olufsen	53.6	*		
Four Seasons	52.1		*	
NetJets	50.2			*
Mandarin Oriental	49.7		*	
Louis Vuitton	49.5		*	
Tiffany & Co.	47.3		*	
Swarovski	46.4		*	
Marriott	45.2		*	
Standard Chartered	42.6		*	
Burberry	42.0		*	
Virgin	41.9		*	
Hilton	41.5		*	
Aston Martin	41.1		*	
American Express	36.0	*		
HSBC	31.8		*	
UBS	30.0		*	
Citibank	26.4		*	

Notes: The Brand Love Index was created by Scorpio with data from the Futurewealth Project. The average Brand Love Index score is 49.7.



The Future of Wealth Management: Thinking about the Next 20 Years



Transition in the Private Wealth Industry

Research into development work indicates that the wealth industry is on the cusp of a completely new order and is poised for transition. A digital or online connection is unavoidable. Firms that connect with clients digitally can be much more successful than firms that do not. The use of social media and digital connections might sound like a retail approach, but wealthy people are plugged in and online. Some private banking firms recognize this change and are orchestrating aggressive campaigns to move into the digital world. We are experiencing the second round of the digital revolution. The first round of the digital revolution during the dot-com era did not go well because it was poorly orchestrated and filled with misinformation. Banks that tried to join the revolution then wasted a lot of money because they did not understand their customers or know how to reach them. They simply built things and expected everyone to want those things.

The current digital transformation is different. Financial institutions need to understand that, in a sense, they are content managers. They have to think like publishers. Success depends on more than great financial instruments or great performance; it also depends on how content is delivered to clients. It must be delivered via any channel a client wants, at any time, and in a way that is customizable to the client. This flexibility is crucial. Technology is critical to a comprehensive delivery strategy; firms must have the capability to reach their customers. In the future, banks will recognize that they are technology firms first, content managers second, and financiers third. This shakeup in sequence is going to be hard for the industry to understand because many of its participants are focused on new product innovation. But to sell those new products, technology and content must come first.

Globally, the wealthy are already connected. High-net-worth clients of all ages are becoming increasingly involved in the digital revolution. The increase in social media engagement among highnet-worth individuals is demonstrated in our 2012 Futurepriority Report and our 2012 Futureadvisor Asia Report.² Of all high-net-worth individuals we surveyed, 83% are on Facebook, 42% use Twitter, and 24% use LinkedIn. Of the entire internet population considered to be 901 million people worldwide 45% are on Facebook. As an example of how important it is to be aware of social media, consider this anecdote from a U.K. bank that was replacing a client's relationship manager with a new manager. The bank sent a letter to the client announcing the change and praising the quality of the new relationship manager. He had seen the new manager's profile on LinkedIn and considered him too inexperienced to manage his account. The client also directed the bank to the manager's Facebook page, the content of which he found to be a bit alarming.



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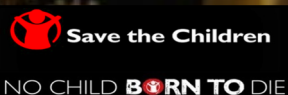
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Commodity Trivia

Oil Quiz – Test Your Knowledge



(A) What's the best speed to drive on a highway for optimum fuel efficiency?

- ☐ 55
- ☐ 65
- ☐ 60
- ☐ 70

(B) Which is NOT a website that provides information on gas prices?

- ☐ GasBuddy.com
- ☐ GasPriceWatch.com
- ☐ AltFuelPrices.com
- ☐ They all provide information on gas prices

(C) Accelerating and braking quickly can reduce fuel efficiency by how many miles per gallon?

- ☐ 1 mile
- ☐ 2 miles
- ☐ 3 miles
- ☐ 4 miles

(D) Which is a gas-saving myth?

- ☐ Buying gas in the morning when temperatures are cooler gets you a denser, better quality of fuel.
- ☐ Properly inflated tires can help your gas mileage.
- ☐ Not following your car's maintenance guidelines can decrease your gas mileage.
- ☐ Using an incorrect weight of motor oil can affect your gas mileage.

(E) For every 100 extra pounds it carries, your car:

- ☐ Can lose 1 to 2 percent of fuel efficiency.
- ☐ Will pay more in tolls.
- ☐ Will have uneven tire wear.
- ☐ None of the above. Check Answer

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Commodity Trivia

Oil Quiz – Test Your Knowledge



(F) In the USA what are some the perks that owners of hybrid or electric cars can receive?

- ☐ A state income tax credit.
- ☐ Access to carpool lanes on certain state roads and highways.
- ☐ Free parking in some cities.
- ☐ All of the above

(G) Some websites can help estimate the fuel costs of your trip if you enter in:

- ☐ Your starting point and destination plus the make, model and year of your car.
- ☐ How much money you can afford to spend on gas.
- ☐ How long you will be driving.
- ☐ The average speed you will be driving during your trip.

(H) If you let your car idle for two minutes:

- ☐ You will overheat your engine.
- ☐ You will use as much fuel as you would as if you drove one mile.
- ☐ You will use gas in your reserve tank.
- ☐ You will damage your clutch if you have a manual transmission.

(I) In 2009, which age group was the largest purchaser of hybrid vehicles?

- ☐ Ages 16 to 17
- ☐ Ages 18 to 44
- ☐ Ages 55 to 74
- ☐ Age 75 and older

(J) Which car maintenance checks or features can help with your gas mileage?

- ☐ Keeping gas cap tightened
- ☐ Cruise control
- ☐ Manual transmissions (stick shifts)
- ☐ All of the above

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Worst Fuel Oil Loss Since 2011 Seen Easing on Import Cut: Energy



Refining losses from producing **fuel oil** in **Asia** are poised to narrow as imports from western countries and **Iran** decline while global economic growth boosts demand for transportation fuels.

Cargoes of the ship and power-station fuel cost an average \$10.20 a barrel below Dubai crude this month, the largest monthly discount since April 2011, according to data compiled by Bloomberg. That **gap**, known as the crack spread, will narrow to minus \$8 a barrel in the first quarter of 2014, according to the median estimate in a survey of five analysts and traders.

A recovery in fuel oil, which refiners typically produce at a loss after making gasoline and diesel, will help boost margins at companies including South Korea's **S-Oil Corp. (010950)** and **Royal Dutch Shell Plc. (RDSA)** Iran, once the second-biggest supplier to **China**, has cut exports by 67 percent compared with earlier this year. At the same time, global demand for shipping fuel is forecast to rebound amid economic growth from the U.S. to China.

"We will see more recovery in 2014," said Ehsan Ul-Haq, a senior market consultant at KBC Energy in Walton-on-Thames, **England**, who forecasts a crack of minus \$7.50 in the first quarter. "Demand will recover if the Chinese and western economy recovers. Iran is going to use fuel oil domestically because they always have a gas shortage in winter."

Front-month high-sulfur fuel oil swaps were at \$623.05 a metric ton as of 3:39 p.m. **New York** time, up 0.4 percent this year. **Dubai crude**, the benchmark grade for Asia, was at \$108.63 a barrel today, gaining 2.2 percent in 2013.



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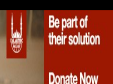
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Total Sulfur (ADB)	% wt	0.55
Gross Calorific Value (AADB)	Kcal/Kg	6,593
Net Calorific Value (ARRB)	Kcal/Kg	5,756



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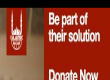
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Product: Properties



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Our unique position in the property industry enables us to operate on many levels and allows us to use the cachet associated with our prime contacts around the world to gain unparalleled access to the world's most affluent clients. Furthermore, it allows us to draw upon the vast resources available across the group, enabling us to tailor the comprehensive range of services we provide.

Tel: +44 20 8769 0060

Fax: +44 20 8769 0070

Web: www.pl2l.net

E-mail: dm@pl2l.net

Product: Gold

Amsterdam Gold



Specialists in Private Customer Services

Our services are designed to set a new benchmark in the provision of bespoke services to overseas businesses.

Clients will receive a first class and exclusive service in which Amsterdam Gold will help provide clients with products and services not easily accessible in some countries.

Become a client of Amsterdam Gold and you will automatically be provided with your own dedicated personal account who will offer you full support on all our services.

All your overall costs will be significantly lower than having to pay for numerous services individually.

Product:: BICO

ENERGY BRASIL



Energy-Brasil
P.O. Box 408
4940AK Raamsdonksveer

Product:: Gold



AngloGold Ashanti, one of the world's foremost gold exploration, mining and marketing companies, holds a portfolio of operations and projects on four continents, and has a worldwide exploration programme. We work across the full spectrum of the mining value chain, and are concerned with the impact of our activities on the diverse communities and environments in which we operate.

E-mail: media@anglogoldashanti.com



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First-Edge Notice Board

Joint Partnership



China Resource Trading

First-Edge Commodities has signed a long term contract to supply with CRT a Chinese company to supply diamonds and Gold from most African Countries,

This consists of a variable of choices to help the seller in getting the Gold and Diamonds with a capacity to collect by freight flight or private Jet

Tel: +44 20 8769 0060
Fax: +44 20 8769 0070
Mob.: +44 7800744523
Skype first.edge1
Web: first-edge.co.uk

Product: Most Commodities



MAZUT	Available	Uncut Diamonds
BITUMEN	Available	Polish Diamonds
JP54	Available	(AU) Gold Dust
D2	Available	(AU) Dore Bars
Diamonds	Available	Rough/ Uncut
GOLD	Available	Bars/Dust

JJT Trader Headquarters

All info and Enquiries are directed through First Edge Ltd.

Product: Most Commodities



Specialists in Diamonds

Locator and Seller of Diamonds in most African States

Product:: BLCO

Nigerian National Petroleum Corporation (NNPC)



Corporate Headquarters

NNPC Towers, Central Business District,
Herbert Macaulay Way,
P.M.B. 190, Garki, Abuja.

Website: www.nnpcgroup.com
Email: contactus@nnpcgroup.com

 **Save the Children**
NO CHILD BORN TO DIE

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www.femagazine.co.uk





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Product: Most Commodities

Avocado Gold



AVOCADO GOLD

ADVACADO GOLD Associates SA

1st Floor, Rivonia Centre, Rivonia Blvd 2181
Sandton, Johannesburg, South Africa

GSM: +27 (0) 766088465
Office: +27 (0) 11807 8525
Office Fax: +27 (0) 76 608 8465

ABOUT US

We are Brokers, Negotiators, Advisors and Consultants. We strategize, we analyses, We implement, we deliver, We provide to African Governments and also to first world companies seeking to grow into the African marketplace. We are Business Development and PR practitioner, bringing over 15 years of Global world-class experience to bear.

Product: Most Commodities

Global Commodities



Global Commodities

Specialists in Diamonds and Precious Metals

GC has direct, free and clear disposal of Diamonds from most country of origin being Genuine.

A South African Company

Product: Most Commodities

Imperial Oil



Fuel Specialists

Imperial Oil Trading Limited
Registered Office: 62 lanbourne Place. Docklands
Director: Dr Husam Darweesh
Tel: +44-207- 5380891



Save the Children

NO CHILD **BORN TO DIE**

SEE OUR WEBSITE :
www.femagazine.co.uk



First-Edge Notice Board

Product: Most Commodities

Globex Mineral co Ltd

Who is Globex



Globex Mineral Ltd is a strong family run business which has a long track record of selling Gold & Copper Cathode also a strong consistency in supplying other buyers around the world.

Globex also has other small sellers who uses the companies facilities to sell their products such as Copper Cathode, Gold, Cooking Oil, Fish.

Product: Most Commodities

Specialists in Private Customer Services

Embassy First



Our services are designed to set a new benchmark in the provision of bespoke services to overseas businesses. Clients will receive a first class and exclusive service, in which Embassy First will help provide clients with products and services not easily accessible in some countries.

Become a client of Embassy First and you will automatically be provided with your own dedicated personal assistant, who will offer you full support on all services. All your overall costs will be significantly lower than having to pay for numerous services individually.

Contact Customer Services: +44 20 8769 0070

Product:: First Edge Ltd

African Lion Africa



Consultancy and Advisory Service

African Lion has extensive longstanding and personal relationships with in the Gold community throughout Africa, Europe and Middle East.

We work and are operational in Zimbabwe, Zambia, Tanzania, Kenya, Uganda and Ghana.



First-Edge Notice Board

Product: Most Commodities



Specialists in Precious Metals Refining

Aurora Precious Metals Group FZC is a leading Dubai based trader of gold, silver and other precious metals and has established trading relationships to international suppliers, mines, major trading houses, refineries

Product: Most Commodities



Specialists in Energy and Mineral Resources

We are one of Indonesia's independent Oil Trading companies which have the license to import the oil products issued by The Government of Indonesia (Department of Energy and Mineral Resources The Republic of Indonesia).

Contact Customer Services: +44 20 8769 0070

Product:: First Edge Ltd



Kronkron Lands

Who is Kronkron Lands

Precious Real Estates Company Ltd. is an organ of Precious Group of Companies specializing in land and real-estate brokering and management. Currently, Precious GOC has a prime real-estate covering several plots of lands labelled "Precious Lands" located near Accra – the capital of Ghana.

Deciding to buy a land is a big decision that requires careful consideration. Buying any property has long-term financial implications and you need to make sure that if you are also buying with a mortgage, you set yourself a realistic purchasing budget which would be comfortable to meet every month taking your other financial outgoings.



SEE OUR WEBSITE :
www.femagazine.co.uk





URGENT **WARNING** FOR ALL BUYER AND SELLER/BROKERS

This should be the most important information released in the commodity industry, where the severity of this warning should make everyone realize the most serious impact that pertains in Oil and other commodities transactions.

FEM is happy to release this very important message to anyone involved in the commodities industry concerning the new measures with respect to all Buyers and Sellers conducting business' transactions around the globe.

From now on, if an **ICPO**, **LOI**, **RWA**, or **BCL** is issued and the document is not real, true and/or actually verifiably factual, the Buyer will be able to inform the **FBI**, **ICC**, and **INTERPOL**. In addition, after an **FCO** is sent to the Buyer, there should be a formal answer to Seller from Buyer in a timely manner in accordance with the agreement between parties.

If there is no response from the Buyer in a timely manner, the buying company will be reported to the **FBI**, **ICC** and **INTERPOL**. If this action is repeated by sellers, they too will also be reported for abuse of the **NCND**, **LOI**, **ICPO**, **AND RWA OR BCL**, **FOR THIS IS NOW A FEDERAL OFFENSE**.

It is important to transmit this to all clients that work with providers that are members of the **ICC**, **FBI**, and other international organizations. From this point forward, the international codes will be strictly enforced to exclude all intruders that send or transmit false information. Those who submit a false **NCND/IMFPA**, **LOI**, **ICPO**, **RWA** or **BCL**, or **FCO**, as well as **FALSE PROOF OF PRODUCT (POP)**, **FALSE PROOF OF FUNDS (POF)** **WILL BE CHARGED WITH A CRIME**.

This offense went into effect on November 15, 2008 and re-effected in June 2013 after a meeting was held between the Federal Reserve, European Central Bank, Interpol, Federal Bureau of Investigation and Central Intelligence Agency.

The reason for this measurement is to protect the commodities industry which is a fundamental part of the world's economy.

The Non-Circumvention, Non-Disclosure & Working Agreement (**NCNDA&IMFPA**) we signed and it stated: **WARNING**:

This should be the most important information released in the commodity industry for years where the severity of this warning should make everyone realize the serious impact that pertains in all oil and other commodities transactions.



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J. Edgar Hoover Building
935 Pennsylvania Avenue, NW
Washington, D.C. 20535-0001
Investigations@fbi.gov



INTERPOL IP Crime
Unit INTERPOL General Secretariat
200, quai Charles de Gaulle
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Fax: +33 (0) 4 72 44 72 21
Website: www.INTERPOL.int



Financial Investigation Bureau
ICC Commercial Crime Services
Cinnabar Wharf
26, Wapping High Street
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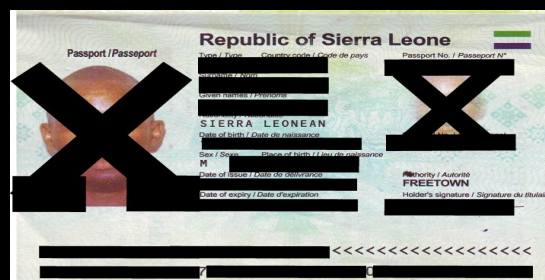
Scammer of the Month

No 1 **WANTED** PATRIZIO PILATI

WANTED and Captured by FE Magazine

First Edge has a full book on him for:
Fraud, using other companies to obtain credit.
(this man is a very good liar be very careful)

FE Magazine cannot reveal This Scammer
Full ID due to Legal Reason's
If found Guilty we will Publish his full Details)



Subject: Patrizio Pilati
To: asrtech1981@gmail.com

He is now operating under a company from Dubai, and Australia with A Partner by name Of Alan the Company goes by the call letter NTR Nexus Technologies & Resources

Good Day Sir,

I have just come across your website and I wish I had known about it 3 weeks ago. The snake that that man is, is unbelievable.

He has cost me just over \$12 000 in flights, accommodation, food and sorts.



First-Edge is a Member of
GOLD PROTECTION COUNCIL

Nigerian National Petroleum Corporation (NPC)





Ukraine's ousted President Viktor Yanukovich

Viktor Yanukovich has the rare distinction of having been ousted twice from Ukraine's presidency after giant street protests. Opponents accuse him of having enriched himself, his family and cronies while in power.

A protest against his decision to abandon a far-reaching EU partnership deal in November 2013 morphed into a huge - and violent - campaign to push him from power.



Syria crisis: A Palestinian plea from Yarmouk refugee camp

"Please, please take us out, we are dying here," 60-year-old Wafiqah pleads, sobbing uncontrollably as she cradles her lined face in rough gnarled hands.

She stumbles toward us in her grief, toward anyone she thinks can rescue her from the punishing eight-month siege of Yarmouk, a devastated Palestinian refugee camp south of Damascus.



Trans-Pacific Partnership: No deal at Singapore meeting

An ambitious 12-nation free trade plan, the Trans-Pacific Partnership (TPP), has hit a new roadblock after four days of negotiations in Singapore.

Sticking points over market access and differences over tariffs on imported goods were the main reasons cited.



Samsung adds biometrics to latest Galaxy smartphone

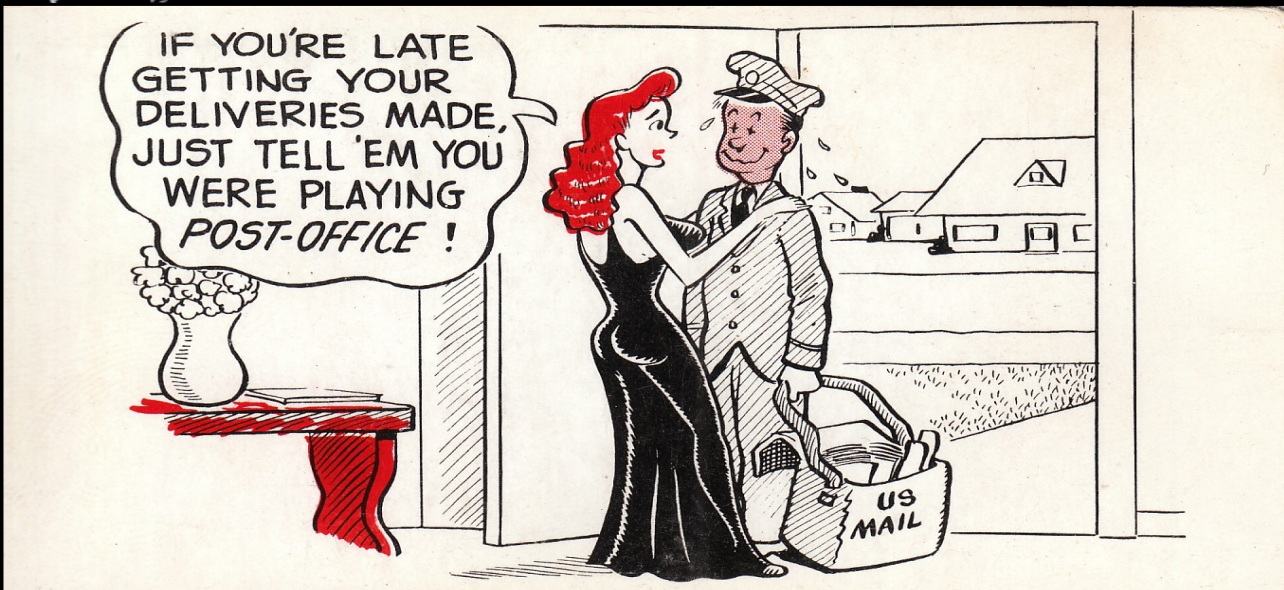
The Galaxy S5 uses a fingerprint scanner to authorise online payments to the next iteration of Samsung's Galaxy smartphone range will feature biometric security, the company has announced.

In a similar way to Apple's iPhone 5, the main button on the front of the device doubles as a fingerprint scanner used to unlock the device.



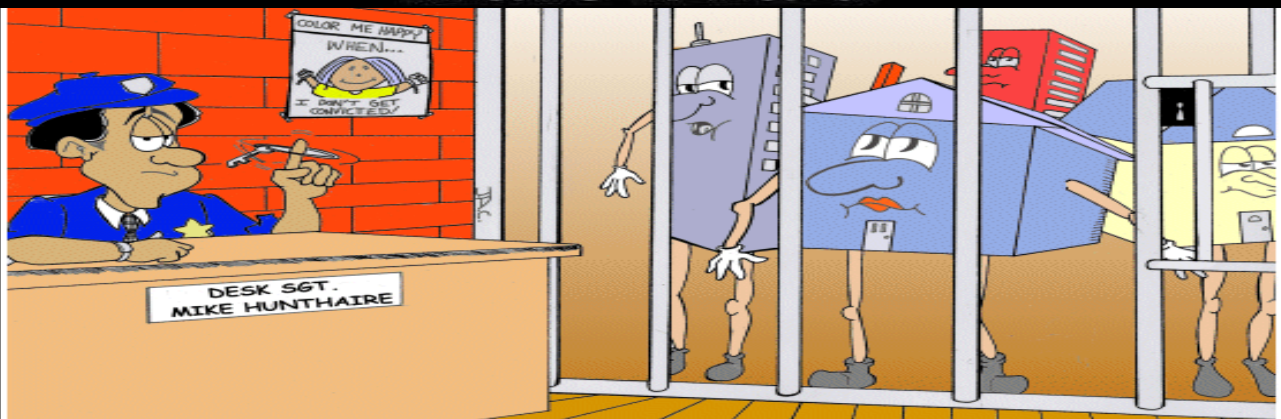
Floyd Mayweather to fight Marcos Maidana in May

WBC welterweight world champion Floyd Mayweather will fight WBA champion Marcos Maidana in a title unification bout on 3 May., the Unbeaten American Mayweather, 37, **asked fans via Twitter** to choose between Amir Khan and Maidana as his next opponent. He will face 30-year-old Argentine Maidana at a venue to be decided.



Life is like a penis, simple,
soft, straight, relaxed, and
hanging freely.

Then women
make it hard



AND THEY WERE
ALL UNDER HOUSE ARREST



MANAGING DIRECTOR OF THE IMF CHARGED WITH RAPE



