Investment Insight

ZANACORP

June 2016

To the passive Australian observer, 2016 would appear to be similar to 2008. Just as during the GFC, we watched unusual, far off events on TV that disrupted the lives of many in the world, before we switched off the set and life carried on for us, as normal. Such disengaged complacency could prove costly. No longer sheltered by a resource boom, this time around, Australia appears more vulnerable. Ongoing terrorist actions have weakened people's confidence in their personal safety. The Mossack Fonseca tax scandal diluted the respect of taxpayers in the integrity of tax compliance systems. Now we have the historic Brexit decision. Negative interest rates, economic protectionism, the idealistic rise of self determination and the emergence of Donald Trump signal that all is not well. Discontent with the post GFC world is deep rooted, widespread and growing. Significant political and economic disruption appears at hand, just as global economic visibility is at its worst.

Yesterday, All Our Troubles Seemed So Far Away

All nostalgia needs to be kept in its place. Former times, maybe simpler times, maybe better times, but most certainly, times that have now passed. The world of 2016 is an awkward one for many. The last 25 years in particular have distanced the rich from the poor like no other period in history. Whether it be age, opportunity, skills, gender or upbringing, across the world many older people have not enjoyed their share of the world's riches. Trickle down economics failed them, and so in large numbers, they are now pushing back in an attempt to reclaim their piece of the economic pie.

Brexit - The Alliance That Crumbled

The contents of this June's newsletter have been re-shuffled to address the 23rd June announcement that after 43 years, the British people have voted to leave the EU. The so called Brexit.

Our ongoing editorial on Baby Boomers (Part 2) makes way for this event that needs to be discussed, despite the consequences being substantially unknown to anyone at this time, particularly those who voted for it. Now decided, the decision is unlikely to be reversed, leaving many "leave" voters re-considering whether their protest vote was the correct call.

The impact of the Brexit vote should not be underestimated. It is a people's revolt, in the vein of the American Civil Rights movement of the 1960s. For the first time in the 21st century the unified voice of mostly average, working class people over the age of 45 was able to alter the course of British and European political and economic history, in a bloodless coup. It announces the victory of seemingly disenfranchised people over big government, big institutions and big business. A win for sovereignty and xenophobia and rejection of globalisation, EU dictated immigration, persistently low wages, declining living standards and the loss of "the Britain we once new".

Examining the How Britain Voted chart, undeniable conclusions may be drawn based on voter demographic, education level and class. Contrast the 18-24 group with the 65+. Similarly, compare the AB social class with the C2/DE class. Could the divergence be more stark? The current "remain or leave" issue has divided countries, generations and families. Be aware that this divisive sentiment has no geographic borders and may be contagious.

Observe the under 44's who, generally better educated, overwhelmingly supported the "remain" camp. This **younger demographic with transferrable skills, prosper and enjoy their free movement** around the other 27 EU countries. This cohort has grown up knowing nothing other than the single market, and will now most likely be disadvantaged for the duration of their long remaining working life. Their future has just been hijacked!

To a large extent, UK baby boomers in self interest, have flexed their disproportionately large voting numbers in an effort to turn back time.

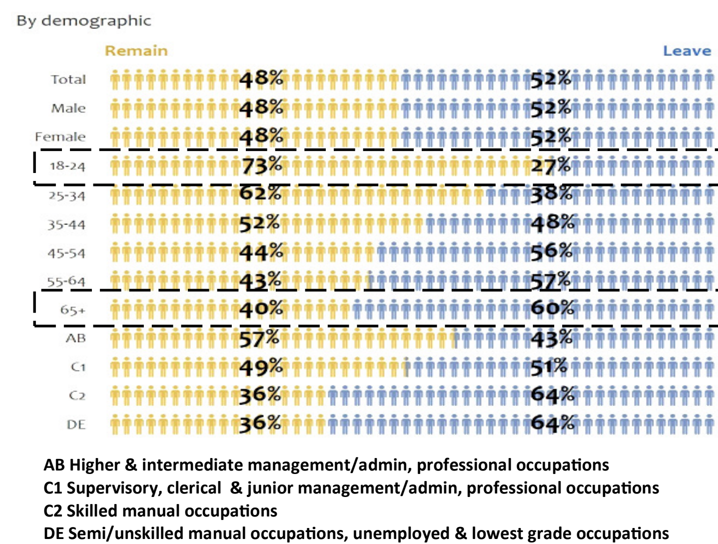
We do not wish to be over dramatic in our commentary. However, just as we monitor momentum to determine the direction of markets, we are compelled to observe the underlying sentiment expressed by this decision in both its localised and global context. **The real impact of Brexit will be felt long after it has left the headlines.** Make no mistake, it will be a drag on future growth in the UK, Europe and the world, including Australia.

In December 2010, our newsletter said ***"one by one, European countries… will be met by public protest and social unrest…(as) the people of Europe are not yet prepared to bear the pain of indulgence".*** Britain still isn't and (optimistically) believes self-determination will make the pain go away.

Since 2010, we have repeatedly stated that neither governments nor citizens are too interested in adopting the difficult structural reforms necessary to repair economic imbalance. The Brexit result may embolden long disgruntled people of other nations who pang for the somewhat illusory economic benefits of self government, to follow a similar probably ill-fated course.

In coming months, look for Scotland and the Republic of Northern Ireland, who voted for "remain", to puncture holes in the new (once Great) Britain. Oh, and don't be shocked if Germany and France seek a little diplomatic retribution on their old foe, for the back slap that their decision represents. Germany sought no assistance when she suffered years of pain absorbing East Germany in the early 1990s, yet she provided financial assistance to the UK during the GFC. Continental Europeans have very long memories.

How Britain voted



Ending a very bad week for the Brits, the Euro2016 Championship saw their soccer team historically humbled by minnow Iceland (population 330,000)!

Is This A Buying Opportunity?

The immediate aftermath of the Brexit vote has seen the collapse of the British pound, downgrading of the UK's S&P AAA rating, volatility in share markets and a rise in safe haven assets like the US$, the Yen and gold. Markets did not seriously contemplate a "leave" win and have been caught off guard, inducing a relatively short lived panic.

With falls in the price of shares around the world, many clients who know our "buy low, sell high" mantra may be asking themselves is this dip a buying opportunity? It is a very good and serious question to ask.

We are hesitant to recommend clients get too excited by the current blip. With the fallout from Brexit not yet understood, there are very sound reasons for markets to discount prices. The timing, terms and implementation of Brexit are still far from even the most basic resolution. Held hostage by a new uncertainty, markets now await some clarity on the Brexit impact on many fronts, including amongst others:- corporate profits/costs, domicile/relocation of businesses, disruption to existing employment arrangements, and the likelihood of new border based taxes, tariffs, and subsidies. Even the multi-nation filming, production & financing of GoT is likely to be impacted.

As each of these matters will take considerable time to resolve, we find no justifiable reason for markets to rebound with conviction. Ultimately, ***rising profits drive rising share prices***. Since the future profits of both European and global businesses are now even more uncertain than before, any short term rise in share prices must be viewed with a healthy scepticism.

The trend of most markets over the last 12 months has been down, and we see no reason for that to alter. Stepping back from the action for a moment, readers should be aware that most equity markets were lower PRIOR TO the Brexit than they were a year ago. Markets are following an identifiable trading pattern of "lower highs and lower lows". Knowledgeable investors will recognise this pattern as typical of a bear market cycle. In this environment, opportunistically buying the dips is rarely profitable unless it forms part of a deliberate and process driven dollar cost averaging (DCA) strategy to profit from subsequent lower lows.

DCA strategies almost invariably lead to medium to long term wealth creation. Narrow visioned investment opportunism, more often than not fails.

Zanacorp clients will be quite familiar with our monthly DCA (get rich slow) strategies employing a range of targeted purpose driven managed funds to invest through the business cycle. In the currently fragile investment climate, we continue to believe this to be the best way to maximise investment market returns, whilst minimising investment market risks.

Without eliminating the possibility that markets may have over reacted to the downside, with better times ahead, we do not consider it particularly prudent to speculate on markets rebounding. Before investing too much of your "hard earned" too soon, take a look at the picture of the guy below.

With another, more important election to take place in November 2016 we much ***prefer protecting capital ahead of pursuing risk.***

A Glimpse Into The Future?

To most people in the developed world outside of the US, it seems almost inconceivable that Donald Trump could have succeeded in becoming the Republican nominee for the US presidential election.

The straight talking, flamboyant, self-opinionated New York property tycoon demonstrates very few of the statesmen-like qualities expected of a President.

Adopting a strategy not unlike the Brexit "leave" campaigners, his protectionist, politically incorrect, anti-immigration and populist policies appeal to a large voting demographic. Although we expect his rhetoric to moderate during the Presidential campaign, his personal right wing views are now on the public record and cannot be disguised or ignored.

There he stands. An apparent beacon of hope appealing to the same ordinary, working class over 45 year old US baby boomers with the seductive slogan of "Make America Great Again!" Can you see a pattern unfolding?

Behavioural Finance 104 - Irrational Value Assessment

In this issue, we deal with an inexplicably common behaviour we nearly all engage in known as ***Irrational Value Assessment***. Earlier issues have described the principles of anchoring, herding and prospect theory (loss aversion and the tendency to dislike losses more than the satisfaction of an equivalent gain). Each of these behaviours unconsciously impairs our ability to make rational decisions, even on the most seemingly simple things.

Having recently received a very generous gesture of thanks from 2 appreciative clients (a vintage 2010 Grange no less), your writer was reminded of some interesting experiments, used by marketers to their advantage.

Would you be more likely to appreciate a $8 bottle of wine, if you were told that it costs $65? Research suggests you would. Members of the Stanford Wine Club were invited to taste 5 bottles of wine and rate them based on their liking. In reality, there were only 3 different wines in the bottles – 2 wines had 2 bottles each. The bottles were clean skins, identified only by a price tag. Of course some of the same wines were marked with different price tags (eg one of the identical wines was labelled as $8 and $65 in different bottles). The results of the experiment showed a statistically clear correlation between the rating of the wine and its price tag. Members discerned the $65 wine consistently more to their taste than the perceived "inferior" $8 wine, although they were the very same wine.

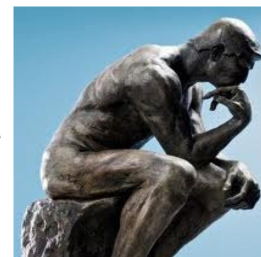
In another experiment, the same group was invited to rate the same wines again, except on this occasion, all price tags were removed. The result? The cheaper wines were rated highest!

Before condemning the skills of the wine group, consider a totally unrelated but consistent experiment. Students were given a caffeine and sugar rich drink purported to enhance their short term alertness and focus. Their task was to solve as many puzzles as possible in a designated time. Now, half of the group was required to pay the full price of the drink, whilst the other half was given a significant discount being told the product was close to its use by date. The group that got the discounted drink, solved 30% fewer puzzles! Talk about mind over matter!

Many other studies have been conducted consistently reinforcing irrational value assessment. Generally, we are all susceptible to making seemingly illogical and poor choices based on unrelated additional information. The best way to manage this behaviour is to be aware of it.

As consumers, we all make decisions every day that lighten our hip pockets (or bloat our credit cards, as the case may be). Let's aim to make as many smart choices as we can with our day to day finances, as we do with our investment decisions. Drawing on this issue's British theme some readers may be familiar with the old adage "take care of the pennies and the pounds will take care of themselves." ***In retirement, we find clients who can balance their value spend, tend to be amongst the happiest because it is natural.*** Learning this discipline, is best done when you don't have too.

Unconventional Wisdom



In "the lucky country" many live believing our economy is unlike any other. That despite our politicians and their inept management, our multi-cultural nation and plentiful resources inherently make us immune from the rest of the world's economic catastrophes. Don't get too comfortable with this urban myth. And don't be too comfortable about our financial future.

What we are about to speak about, will not affect us this year or even next, but it is likely to be upon us within the next 5-8 years in the absence of some fiscal "tough love" and/or fundamental changes in our attitude towards debt.

The Japanese were blindsided by their 1970 and 1980's manufacturing might and the Europeans by their Euro. ***In times of euphoria***, both borrowed heavily, and today both find themselves dealing with structural stagnation, chronic low growth and declining standards of living, with no apparent solution. How is it even possible that neither of them saw it coming? Answer? They did not ***plan or prepare far enough ahead to consider less favourable conditions***.

Since 2008, the economic geniuses who had a hand in causing the GFC have now created a new form of economics, overtaking one country after another. It is unproven, it is experimental and no one knows where it leads. It is built into wages, welfare payments and everything we buy and sell everyday. Yet we are mostly oblivious to it. It has no name, but many will recognise it by some of its tags "zero interest rate policy", "quantitative easing" and "negative interest rates" (which until 2014 was only a theoretical concept).

There is no guide book as to how to apply these measures or more importantly, how to remove them. No "tips and tricks", no previous experience, nothing. We are moving into an economic world of trial and error, where success means we avert disaster and error means financial hardship. Japan is there, Europe is getting there and the US and Australia have tickets booked.

Those living during the depression years may recall the feeling, where the masses had no way of improving their individual circumstances and the leaders really had no idea of how to fix their country's even bigger woes. Somehow, we inadvertently appear to be heading to the same place again.

Although we are unable to provide answers, we aim to impart knowledge. With knowledge, we hope clients will better understand some of the media speak they commonly hear, in order to assess their individual financial position and relative risk exposure in the context of the world around it.

Conventional Economic Theory

In centuries gone by, governments used to control interest rates and money supply using fiscal and monetary policy. By the stroke of a pen, interest rates (monetary policy) could be moved to either stimulate economic activity (by

lowering rates) or dampen excess activity/inflation (by raising rates). Government taxes and spending operated the same way, this is fiscal policy.

In response to persistent policy failures following the Great Depression, **John Maynard Keynes** developed his Keynesian demand based economic theory in the 1930s. In a similar manner, **Milton Friedman** identified the monetary supply economic theory in response to stagflation in the 1970s, which had defied the Keynesian solution. Friedman's new approach focused on the mobility and velocity of money circulating in an economy. Increase the supply of money and you increase economic activity and inflation and vice versa. These models have become known as conventional or classical economic theory and were economic game changers of their day.

In the post GFC world, cowardly politicians avoided taking the tough, vote killing structural changes needed. In their absence, central bankers were left to save the world. The bankers sought to "jump start" a debt laden world by massively lowering interest rates and boosting credit, liquidity and money supply. This response incorporated both the Keynesian and monetarist theories in a "double barrel" assault on the problem. "Zero interest rate policy" was thus created. The economic napalm of the naughties.

Zero Interest Rate Policy (ZIRP)

Engaging ZIRP, bankers anticipated that this novel economic approach would defeat deflation, the ultimate enemy of debt, as well as debasing currencies to stimulate domestic industry and restore lop sided trading imbalances.

Like a narcotic and as desired, the measures averted a 1930s style depression. However, an unintended side effect was that the world governments became addicted to and dependant upon cheap and limitless money, as did the people. Nothing was fixed but, ***the day of reckoning was deferred for all***.

With a degree of inevitability, conventional economics became less and less potent in boosting growth. So the problem of the 21st century has become how do you boost growth when interest rates are at zero, governments are insolvent and money supply is now created and rationed by the global bond markets, not domestic policy makers? WOW! Now this is a problem only our planets' smartest bankers could solve. Enter QE.

Quantitative Easing (QE)

Like adrenalin pumped directly into the heart, QE is the process where a central bank buys assets (usually government bonds ie a government IOU written on a piece of paper) with money it has created electronically. It then uses this electronic money to buy more bonds from investors (usually banks) thereby increasing the overall amount of funds in the financial system. With more funds, banks can then increase lending to businesses and individuals to (hopefully) create jobs, income, spending and economic growth. This new "unconventional" approach **unsuccessfully pioneered by Japan** in the 1990s via their Keiretsu system, has become a Western economic staple since 2008. Unfortunately, it has not been the economic silver bullet that was hoped for.

Negative Interest Rate Policy (NIRP)

The US, UK, Europe and Japan are on QE, and except for the US, sustained growth has failed to materialise. This is the economic black death of our time.

If QE no longer works, would negative interest rates? So as to be crystal clear, negative interest rates mean charging a depositor to deposit their money! What depositor in their right mind will do such a thing? Many in fact. The current pool is **A$7.8 trillion**. Now let's see why.

Conventional economics, ZIRP and then QE placed emphasis on boosting aggregate demand by lowering the costs of borrowing money, eventually even to zero. Unfortunately, the problem is not one of capital, cost or liquidity it is a chronic lack of profitability. Most businesses, big and small, being subject to real world competition and risks, have wanted to reduce debt rather than borrow and grow. They have cut costs and hoarded cash, fearful of the next financial crisis. Shareholders and owners, also now risk averse and reliant on dividends, are demanding cash to be returned rather than reinvested, exacerbating the low growth problem and capping future earnings.

Instead of creating growth, the additional funds have been used by banks to invest in other banks and governments all around the world, including Australia. So not only failing to create jobs, the money has created asset bubbles in different asset classes all over the world. (We have previously spoken of this and warned clients to be wary). The bubble now also includes government bonds, in theory the safest of all assets.

In a desperate response, negative interest rates impose penalties on excess reserves left on deposit with central banks and drive stimulus through the supply side of the economy. Put simply, it encourages banks to lend regardless of the demand for such funds or quality of the borrower. It is a punishment for not lending the QE cash created to be lent.

Forcing banking institutions to lend is asking them to take risks they prefer not to take. Paying to deposit funds "risk-free" with Central Banks is therefore an acceptable alternative to avoid loss. If this all sounds crazy, then you are sane. If you are sane, be worried because this is the state of your world.

Australian Treasury Secretary John Fraser when asked about negative interest rates said it was "very confronting", whilst Ian Hornett of Absolute Strategy Research, described them as a "mortal threat to the current banking model".

The wheels have not fallen off the global economy yet, but one by one, the nuts that hold them in place are falling to the ground.

Australia still ranks as one of the better economies of the developed world, but that title seems somewhat tenuous. Our continued prosperity is dependant on China, who itself is facing staggering debt problems, inefficient resource allocation and ever an diminishing growth rate.

As a nation that imports nearly all our manufactured goods from cars to computers and from furniture to footballs, we rely heavily on the stability of the world. That ***our personal debt is the highest in the world per capita and our property is the 2nd most expensive on earth makes us vulnerable to overseas traumas like never before.*** Although we fail to see any immediate cause for alarm, the world may change very quickly. Brace for heightened market volatility before the US election in November, 2016. It is not that far away.

Approaching uncertainty, retirees should remain cautious and resist chasing yield in risky assets. Cash, TDs and short dated debt securities may currently earn an underwhelming sub 2.75%, but they will protect your capital when you need it protected. Investment accumulators should avoid excess debt and above all ***AVOID*** illiquid investments unless you plan to keep them.

Your take away from this article should be to **PROTECT YOUR WEALTH,** winter is coming. Do not expect high returns over the next year or two, as they are not likely. We are chuffed that all Zanacorp clients took profits at market highs in 2015 side stepping the mostly poor returns of the last 12 months. Be patient, the day will come to buy back in, but that day has not yet arrived.

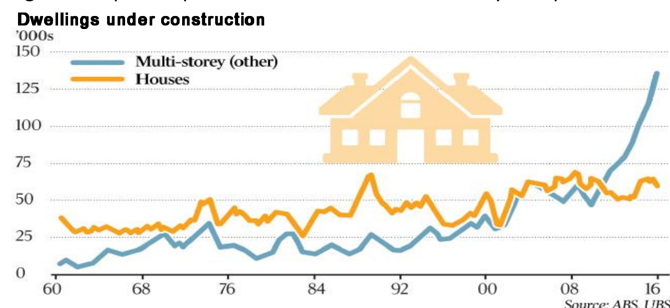
A Word or Two About Apartments - Boom and Bust

In 2012, the mining boom was in full swing and looked like going on forever. We even dreamed up the ill-fated Minerals Resource Rent Tax that our then PM proposed would "share the country's wealth with ordinary Australian's". It seemed a reasonable idea, at the time. Within 3 years, the boom became a bust and many mining companies expected to pay our tax bounty, now struggle to exist. Their revenues, profits and share prices have been decimated.

Building and construction was seen to pick up the void in the Australian economy. And has it what. For the last 3 years apartment building projects, particularly in Melbourne, Sydney and Brisbane have mushroomed everywhere and buyers are stumping up big bucks to buy them in well located areas. So even more get built because we need them, right? To make up for the acute housing shortage and ease the pressure on rents and on house prices?

CoreLogic-RP Data reported this month that one in every five apartments sold in the March 2016 quarter, was sold below its purchase price. With construction still ramping up and apartment completions still rising each quarter, this bodes poorly for investors locked into contracts. Over the decades, the lure of glossy brochures, big tax deductions and stamp duty savings has consistently proved to be a magic formula to sell poor investments. In 2016 it still is.

In the briefest assessment possible, peruse the chart below. ***Can you spot the next boom that will end in tears?*** Clients old enough or well researched will recognise the painful post boom 1979-1983 that destroyed capital and a PM.



Age Pension Changes - 1st January, 2017

We rarely discuss specific Centrelink matters as they are not overly crucial to our clients' financial well being. However, there are sweeping changes effective from 1st January, 2017 that breach that rule and warrant particular reference.

From 1st January, 2017 stricter rules will apply to all the Age Pension entitlements. The Federal Government predicts that over 300,000 Australians will be worse off under the new measures. It expects **nearly 100,000 Australians will lose their benefits entirely***. Offsetting these cuts, 170,000 Australians will be better off as a result of a rise in the base rates of pension. For those citizens below the minimum income and assets thresholds, the base rate of pension will be increased by $132 per fortnight for couples ($72 for singles) to provide much needed respite from rising rental, energy and healthcare costs.

These measures received bi-partisan support from the major political parties, recognising that taxpayers can no longer afford to support, reasonably affluent self funded retirees, early in their retirement. It was a return to common sense. Even with the changes, which are designed to save billions of dollars over time, the 2016 Budget papers forecast deficits in excess of $30b as far as the eye can see. The deficits payable by our grand children, would only have been bigger if changes were not made.

	Assets test threshold for full age pension		Assets test cut off threshold	
	Current	From 1 January 2017	Current	From 1 January 2017
Single Homeowner	$202,500	$250,000	$788,250	$547,000
Couple Homeowner	$291,250	$375,000	$1,170,000	$823,000
Single Non-homeowner	$354,500	$450,000	$937,250	$747,000
Couple Non-homeowner	$440,500	$575,000	$1,319,000	$1,023,000

We have posted the Asset Test table above, to assist clients to evaluate their position. From the table we note that under the existing assets test, homeowner couples with assets below $1,170,000 (excluding the family home) are entitled to a part pension and all associated benefits. (For homeowner singles, the upper threshold is $788,250). The new thresholds will reduce these amounts to $823,000 and $547,000 respectively.

By any measure, most Australians would agree that our Age Pension safety net should not be supporting millionaire couples. It exists to provide the financial safety net for less well off Australians, to live out their twilight years with dignity in a 1st world country that has sufficient resources to do so.

The so called **Age of Entitlement** has evolved so that, many baby boomers fortunate enough to have reasonable jobs during their life, who worked hard, paid taxes and saved, also expect taxpayer funded benefits. (Not unlike our Brexit friends). It is not for us to judge such views however, our response is they should enjoy their self funded retirement as they wish. As a reward for their efforts, their lifestyle may include many luxuries that most pensioners will have had to forego. This is only fair and appropriate. However, later in retirement, should the self funded retirees assets be depleted, the safety net will be extended to include them, as it should.

*** All current pensioners losing their Age Pension will automatically receive a Comm Seniors Health Care Card**

How Much Is Enough?

So that all clients, young and old are not misled as to the perceived generosity of the Age Pension, the following table summarises the actual rate payable against the Association of Super Funds of Australia (ASFA) Retirement Standard March, 2016 assessed as the income required for a comfortable lifestyle.

	Single ($ pa)	Couple (Combined $ pa)
Full Age Pension	$22,721	$34,252
ASFA Comfortable Lifestyle Cost	$42,893	$58,922
ASFA Assets Needed to Achieve Goal *	$545,000	$645,000

*** Assets amounts quoted will increase after 1/1/17 to reflect harsher age pension taper rates of $3 per $1,000**

Our table quotes the income amount for a comfortable lifestyle since our long experience in retirement planning would indicate very few retirees would regard the Spartan "modest" retirement lifestyle cost as even living.

Based on ASFA Media Release (June 2016), ***less than 20% of singles and 30% of couples are able to reach this standard of living,*** so they deplete their capital.

The Age Pension alone, falls very significantly short of a comfortable retirement. Any person receiving a full pension, by definition, will have significantly less assets than the level required. They know how to manage money because they need to, and are doing it tough. Aim to be a self funded retiree, you'll love it!

"Don't tell me what you value. Show me your budget, and I will tell you what you value" - Joe Biden

Market Round Up

Shares, Bonds and Cash

The year ended 30th June, 2016 delivered below average returns from most major asset classes. Multi sector balanced funds returned less than 3% for the year with gains from overseas equities, bonds and REITS weighed down by modest negative returns from Australian shares and sub 2% cash returns. Late to the party Australian investors, who paid top prices for high yielding banking and retail stocks have been hammered by price falls in these sectors of over 20%.

Residential Real Estate

Based on our extended discussion on interest rates and debt, it will come as no surprise to readers that there continues to be only one game in town - residential real estate. More particularly, Melbourne and Sydney house prices that continue to spiral upwards with year on year capital growth rates in excess of 10%, accompanying net yields 2%-3%.With Australian average incomes rising by less than 2% over the last year, ***median house prices in our two biggest cities now exceed an eye-watering 11 times median household income!***

Confronted by the lowest interest rates in 50 years and ever increasing prices, home buyers (and investors) are voting with their feet and getting onto the property ladder. It almost makes sense to buy instead of rent when the cost of debt is almost equivalent to the rent, particularly in outer suburbs. The fact that people are knowingly forced to borrow and pay the highest prices in history to attain their dream, is almost irrelevant. Such is the dilemma they face.

Interest Rates

Over the last 12 months, having observed the willingness of borrowers to take on debt even in a slowing economy, we have reframed our views on the direction of interest rates. Since this is an important issue to us all, we aim to discuss it further in future Insight issues. However, at this time it is sufficient to say that we believe Australia will follow the path of the rest of the world and reduce interest rates. That we are a nation dependant on attracting capital inflows will not matter. Our nation's addiction to debt is unlikely to diminish and neither will be our need to avert a catastrophe. Expect rates to stay ***lower for longer***.

MARKET FACTS	June 2016	June 2015	June 2014	June 2013	5 Years Ago 2011	7 Years Ago 2009	10 Years Ago 2006	15 Years Ago 2001
Australian All Ordinaries	5,310	5,451	5,382	4,775	4,660	3,948	5,034	3,425
Dow Jones (US)	17,930	17,619	16,826	14,909	12,414	8,447	11,150	10,502
FTSE 100 (UK)	6,504	6,521	6,743	6,215	5,945	4,249	5,833	5,642
Nikkei (Japan)	15,576	20,235	15,162	13,3677	9,816	9,958	15,505	12,969
Hang Seng (Hong Kong)	20,727	26,250	23,191	20,803	22,398	18,378	16,627	13,043
Dax (Germany)	9,680	10,945	9,833	7,959	7,376	4,809	5,683	6,058

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