

Trader Robert Oswald works on the floor of the New York Stock Exchange, Friday, Feb. 15, 2019. (AP)



Bid to push prices higher

Saudi resumes familiar role as swing producer

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By John Kemp

Saudi Arabia has resumed its traditional role as the swing producer, sharply reducing its own output to tighten the oil market and push prices higher.

The de facto OPEC leader has demonstrated, once again, that it can always tighten the physical market, boost prices and push the calendar spread into backwardation — if it is prepared to cut its own production enough.

The familiar problem is that protecting prices comes at the expense of market share: the more the kingdom cuts its own production and tightens the market, the more it encourages increased output from other sources.

In this case, rising prices threaten to extend the oil drilling and production boom in the United States, which would ultimately force Saudi Arabia to make even deeper cuts or abandon its price-defence strategy.

Saudi Arabia has never been able to escape from this dilemma and the country's oil policy has cycled between a priority on price defence and volume defence.

The kingdom has always struggled to craft an exit strategy from periods of output restraint. Policymakers pursue production curbs for too long, tighten the market too much and drive prices to an unsustainable level.

Surplus

The result is usually a slowdown in consumption growth and an acceleration of non-Saudi sources of production that pushes the market back towards surplus and necessitates a new round of output cuts.

The kingdom made the same mistake in 2008, 2014 and 2018, failing to raise production early enough, creating the conditions for unsustainable price inflation and sowing the seeds of the subsequent downturns.

Like any oil exporter Saudi Arabia will always benefit from an increase in prices in the short term, but it can then prove difficult to put a lid on the market.

Saudi Arabia's informal price targets tend to ratchet up as realised prices rise, with its targets tending to be somewhat elastic.

In the first nine months of 2018 Saudi Arabia allowed the market to tighten too much, pushing prices above \$80. That proved unsustainable and triggered a slowdown in consumption growth and a surge in US shale.

The kingdom's market management was not helped by a mercurial White House, which threatened to push Iran's oil exports to

zero and then granted generous sanctions waivers.

The question is whether the Saudis will make the same mistake again in 2019. Experience suggests it will.

Senior Saudi officials have often sought to downplay the swing-producer tag since the mid-1980s, when the kingdom cut production even as other countries raised theirs. They have been keen to emphasise the importance of spreading cuts across Organization of the Petroleum Exporting Countries (OPEC) and more recently an enlarged group including Russia and Oman (OPEC+).

Swing

But the historical record shows that cuts by Saudi Arabia have been decisive in influencing spot prices and calendar spreads, and that Saudi Arabia, rather than OPEC or OPEC+, is the true swing producer.

By cutting its own production, Saudi Arabia has always been able to engineer a rise in Brent spot prices and push the calendar spread into backwardation, as the attached charts illustrate.

The kingdom's influence is enhanced when the global oil economy and oil consumption are growing strongly and when the output of rival producers is disrupted by war, sanctions or civil unrest.

Saudi Arabia has preferred to assemble coalitions of other producers to maximise its price leverage and for diplomatic reasons (OPEC and OPEC+ provide a useful shield against international criticism).

But Saudi output policy has been the primary driver of market prices and spreads as the kingdom has been the only exporter with the scale and flexibility to shift the global production-consumption balance.

The recent round of production cuts, agreed by OPEC+ at the start of December, has conformed to this pattern ("The 5th OPEC and non-OPEC ministerial meeting concludes", OPEC, Dec 7).

The enlarged group agreed to cut by a total of 1.2 million barrels per day (bpd) in the first six months of 2019, with reductions to be shared between OPEC (0.8 million bpd) and its Russia-led allies (0.4 million bpd).

In the event, Saudi Arabia cut its own output by 380,000 million bpd in January, exceeding its pledged share of 320,000 bpd and accounting for more than half of the total cuts achieved by OPEC in the first month.

Saudi Arabia's aggressive reductions have compensated for poor compliance with the agreement by some other OPEC and OPEC+ members ("OPEC oil output falls by 890,000 bpd in January", Reuters, Jan 31). (RTRS)

Global equities retain gains, Aussie felled by rates and coal import ban

Oil hovers near 2019 highs amid OPEC cuts

LONDON, Feb 21, (RTRS): Signs the United States and China were tackling some of the stickiest issues in their trade war kept world shares near a four-month high on Thursday, though it could not prevent a favourite Chinese proxy, the Aussie dollar, hitting the skids.

A mixed bag of economic data ranging from disappointing US durable goods orders to slightly brighter French PMI data meant Wall Street was set for a more choppy start than had initially been expected.

Some poor company earnings and ongoing Brexit confusion had sapped the main FTSE, DAX and CAC 40 bourses in Europe following a somewhat more eventful session in Asia.

MSCI's main Asia-Pacific index had struck a new a 4-1/2 month high after sources told Reuters overnight that US and Chinese negotiators were drawing up six "memorandums of understanding" to help ease their trade feud.

They include forced technology transfer and cyber theft, intellectual property rights, services, currency, agriculture and non-tariff barriers to trade, the sources said, adding the two sides were pushing for an agreement by a March 1 deadline, after which US tariffs on Chinese imports will ratchet up.

The day's biggest mover though was the Aussie dollar.

It had slumped more than 1 percent after one of the country's big banks, Westpac, called for two RBA rate cuts this year and Reuters reported that the Chinese port of Dalian had banned imports of Australian coal. Coal is Australia's biggest export earner.

The Aussie was last trading at \$0.7105, down 0.8 percent on the day and it was not the only one struggling. The Kiwi dollar got bundled down 0.5 percent in the fallout and the US dollar went back in the red after the durable goods miss.

The euro too spent its day dithering between \$1.1318 and \$1.1366. French PMIs had been reassuring but were then followed by news that eurozone factory output had unexpectedly slammed into reverse last month as activity in Europe's manufacturing powerhouse Germany declined again.

The slide in the Aussie dollar had helped its share market close at a six-month high. Japan's Nikkei had ended 0.1 percent stronger too and though Chinese shares sagged, the yuan firmed to its strongest level since July in the "offshore" market on the trade hopes.

Sterling shrugged off Fitch putting its UK credit rating on a formal down-

grade warning amid uncertainty about whether the country's parliament will be able to agree a transition deal before next month's planned Brexit date.

Wall Street stock futures were 0.2 percent lower after the early US data flurry and as traders continued to digest the Federal Reserve's affirmation on Wednesday that it will be "patient" on further interest rate rises.

The central bank had also signalled it would soon lay out a plan to stop letting go of \$4 trillion in bonds and other assets, though policymakers are still debating how long their newly adopted "patient" stance on US rates will last.

In the commodity market, crude prices pulled back having risen more than 1 percent on Wednesday to their highest in 2019 on hopes that oil market supply will balance later this year.

US crude was last down 0.2 percent, or 10 cents, at \$57.08 per barrel. Brent was 0.4 percent, or 23 cents, weaker at \$66.85 and Gold was down a touch at \$1,333 having scaled a 10-month peak of \$1,346.70 on Wednesday.

US

US stocks fell on Thursday, pressured by weak economic data and a drop in healthcare shares led by Johnson & Johnson, with investors keeping a close watch on US-China trade talks.

New orders for key US-made capital goods unexpectedly fell in December amid declining demand for machinery and primary metals, pointing to a further slowdown in business spending on equipment that could crimp economic growth.

Another set showed the number of Americans filing applications for unemployment benefits fell last week, but the four-week moving average rose to a more than one-year high, suggesting the labor market was slowing down.

The Philadelphia Fed's gauge on US Mid-Atlantic business activity also showed a decline in February to its weakest level since May 2016.

The United States and China have started to outline commitments in principle on the stickiest issues in their trade dispute, marking the most significant progress yet toward ending a seven-month trade war, sources told Reuters on Thursday.

"The market's crept up waiting for an actual agreement (with China), anything short of that is a disappointment," said Rick Meckler, partner at Cherry Lane Investments in New Vernon, New Jersey.

At 9:59 am ET the Dow Jones Industrial Average was down 77.76 points, or 0.30 percent, at 25,876.68. The S&P 500 was down 10.51 points, or 0.38 percent, at 2,774.19 and the Nasdaq Composite was down 40.95 points, or 0.55 percent, at 7,448.12.

Johnson & Johnson shares fell 1.3 percent and weighed on both the S&P 500 and the Dow Jones Industrial

Average.

The drugmaker said it received subpoenas from US regulators related to litigation involving alleged asbestos contamination in its signature Baby Powder product line. The S&P healthcare sector fell 0.65 percent.

Nike Inc shares dropped 1.0 percent, weighing the most on the consumer discretionary sector, which slipped 0.35 percent.

UK

British blue-chip shares fell on Thursday after downbeat reports from energy supplier Centrica and defence company BAE Systems, while a stronger pound weighed on multinational healthcare and consumer-goods companies.

Purplebricks was a major loser. The online estate agent shed a quarter of its value after cutting its revenue target.

The FTSE 100 was down 0.7 percent, lagging its European peers by 0.937 GMT. The FTSE 250 was little changed.

Centrica dropped 11 percent after warning that a national price cap on energy bills would hit its 2019 results.

BAE Systems fell 6.6 percent. The company said German moves to block exports to Saudi Arabia could hurt its deals with Riyadh and weigh on its financial performance and relationships.

Barclays outperformed the index and rose 3.5 percent as full-year profit rose at its investment bank.

Tobacco company Imperial Brands shed 4 percent as the stock traded ex-dividend. In addition, CMC Markets analyst David Madden said a risk-on attitude among investors was leading them to dump defensive stocks such as tobacco.

AIM-listed Purplebricks plummeted nearly 26 percent, on course for its worst day ever, after it cut its full-year revenue forecast and said the chief executives of its British and US units would leave the company.

Sterling rose after British finance minister Philip Hammond said talks with Brussels had been constructive and parliament might vote on a revised Brexit deal as early as next week. The stronger pound helped keep mid-caps afloat; they are considered a better gauge of the British economy than the FTSE 100.

However, recruiter Hays skidded 7 percent to the bottom of the mid-cap index. The company warned its growth would be curbed by lower contractor extensions in Germany, its biggest market.

Asia

Asian stock markets rose Thursday following a listless day on Wall Street ahead of US-Chinese negotiations aimed at ending a tariffs battle.

Tokyo's Nikkei 225 index gained 0.4 percent to 21,528.25 after a gauge of manufacturing activity fell to a three-year low, suggesting Japanese economic growth is slowing. The

Shanghai Composite Index advanced 0.4 percent to 2,771.28.

Sydney's S&P-ASX 200 added 0.6 percent to 6,136.10 while Hong Kong's Hang Seng gained 0.5 percent to 28,664.11. Benchmarks in New Zealand, Taiwan and Southeast Asia also advanced. India's Sensex shed 0.1 percent to 35,721.75.

Oil

Oil prices hovered around 2019 highs on Thursday, bolstered by OPEC-led supply cuts and US sanctions on Venezuela and Iran, but were capped by slowing growth in the global economy.

US West Texas Intermediate (WTI) crude oil futures were at \$57.17 a barrel at 1320 GMT, 1 cent above their last settlement, and close to a 2019 high of \$57.55 reached the previous day.

Brent crude futures were down 4 cents at \$67.04 after touching a 2019 peak on Wednesday at \$67.38.

Oil prices have been driven up this year by supply cuts led by the Organization of the Petroleum Exporting Countries (OPEC).

OPEC and its de facto leader Saudi Arabia agreed late last year, along with producer allies such as Russia, to cut output by 1.2 million barrels per day (bpd) to prevent a supply overhang from growing.

OPEC member Nigeria signalled on Wednesday that it would limit output after its production climbed in January.

Talks between the United States and China to resolve a trade dispute which has helped to dent global growth may be progressing, though. The two sides have started to outline commitments in principle on key points of contention, sources familiar with the negotiations told Reuters.

The main factor keeping oil prices from rising even further is soaring US output, which rose by more than 2 million bpd last year to a record 11.9 million bpd.

Currencies

The US dollar fell against most major currencies on Thursday, hurt by weaker-than-expected US economic data that affirmed expectations the Federal Reserve will hold interest rates this year.

The greenback so far this week has fallen 0.4 percent, after gaining more than 1 percent the previous week, highlighting an uneven performance amid a mixed batch of US economic reports. In mid-morning trading, the dollar fell 0.2 percent against the yen to 110.63 yen, sliding for the first time in five days.

The euro also inched higher versus the dollar, up 0.1 percent at \$1.1343. The single European currency benefited from surveys that showed business activity was surprisingly firm in February, particularly in France.

exchange rates — Feb 21

	US dollar			Sterling pound			Euro			Japanese yen			Swiss franc			Canadian dollar			Swedish krona			Saudi riyal			UAE dirham			Bahraini dinar			Omani riyal		
	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer	Cash	Drift	Transfer			
BEK	Buy	300200	301950	301950	389425	388924	388924	337465	339454	339454	0.02661	0.02660	0.02660	297297	298296	298296	225131	222313	222313	0.28602	0.28602	0.28602	0.80606	0.80560	0.80560	0.81425	0.81379	0.81379	7.82581	7.82581	7.82581		
	Sell	305500	304300	304300	403325	399924	399924	351165	348464	348464	0.02841	0.02840	0.02840	308297	305296	305296	234131	231310	231310	0.33602	0.33602	0.33602	0.81360	0.81200	0.81200	0.83125	0.82875	0.82875	8.00901	8.00591	8.00591		
Muzaini	Buy	—	304300	304300	—	—	—	—	346900	346900	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
	Sell	—	—	—	398480	398480	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
Commercial Bank	Buy	299000	302900	302900	394000	396102	396102	343000	343822	343822	—	0.02734	0.02734	302000	302688	302688	229000	229539	229539	—	0.32388	0.32388	0.78000	0.80791	0.80791	0.82217	0.82494	0.82494	8.01015	8.03917	8.03917		
	Sell	305250	305000	305000	401000	398849	398849	350000	346206	346206	—	0.02753	0.02753	311000	304787	304787	236000	231131	231131	—	0.32613	0.32613	0.82000	0.81351	0.81351	0.83043	0.83066	0.83066	8.09065	8.09491	8.09491		
Gulf Bank	Buy	—	302900	302900	—	392943	392943	—	341849	341849	—	0.02723	0.02723	—	300881	300881	—	228769	228769	—	0.32486	0.32486	—	0.80627	0.80627	—	0.82274	0.82274	—	7.99668	7.99668		
	Sell	—	305000	305000	—	400855	400855	—	348862	348862	—	0.02764	0.02764	—	307227	307227	—	233376	233376	—	0.32853	0.32853	—	0.81735	0.81735	—	0.83296	0.83296	—	8.11083	8.11083		
NBK	Buy	—	302900	302900	—	394920	394920	—	343610	343610	—	0.02730	0.02730	—	302390	302390	—	229780	229780	—	0.32510	0.32510	—	0.80700	0.80700	—	0.82410	0.82410	—	8.02280	8.02280		
	Sell	—	305000	305000	—	399340	399340	—	347670	347670	—	0.02763	0.02763	—	306160	306160	—	232350	232350	—	0.32840	0.32840	—	0.81460	0.81460	—	0.83170	0.83170	—	8.10310	8.10310		
Burgan Bank	Buy	—	303100	303100	—	385316	385316	—	345809	345809	—	0.02866	0.02866	—	302978	302978	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	Sell	—	305200	305200	—	392166	392166	—	341280	341280	—	0.02706	0.02706	—	305230	305230	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
ABK	Buy	300400	302900	302900	390380	393910	393910	339530	342590	342590	—	0.02720	0.02720	—	301150	301150	—	229250	229250	—	—	—	—	0.80050	0.80050	—	0.82000	0.82000	—	—	—	—	—
	Sell	306500	305000	305000	401430	399130	399130	349490	347490	347490	—	0.02760	0.02760	—	306023	306023	—	232380	232380	—	0.32125	0.32125	—	0.81580	0.81580	—	0.83370	0.83370	—	8.11900	8.11900		
KFH	Buy	301190	301900	301900	391457	389813	389813	339351	337585	337585	—	0.02667	0.02667	—	295372	295372	—	225248	225248	—	—	—	—	0.80389	0.80389	—	0.82083	0.82083	—	8.00308	8.00308		
	Sell	306720	305000	305000	403061	403088																											