

1Q 2018 IR CALENDAR	DATE
CI Capital Conference, CAI	30 JAN-1 FEB
QSE IR Excellence Awards, DOH	6 FEB
HSBC Investor Conference, RUH	26-27 FEB
HSBC Equity Forum, DXB	28 FEB-1 MAR
EFG Hermes 1x1 Conference, DXB	5-7 MAR

IN CASE YOU MISSED IT . . .

GCC markets ended on a mixed note last week. Qatar (+2.8%) was the biggest gainer, rising for four-straight days, supported by gains in Barwa Real Estate Co. followed by Bahrain (+0.6%). Other gainers for the week were Kuwait (+0.2%) and Abu Dhabi (+0.4%), the latter supported by gains in ADNOC Distribution and Waha Capital. Dubai (-1.8%) was dragged lower by property stocks. Saudi Arabia (-0.8%) was weighed by a spate of weak corporate results, while Oman (-0.3%) also closed lower. US indices marked their fourth-consecutive weekly advance, with the Dow (+2.1%), S&P 500 (+2.2%) and the Nasdaq (+2.3%), all registering strong gains. Meanwhile FTSE 100 (-0.8%), DAX (-0.7%) and Stoxx 600 (-0.1%), all ended lower pulled down by a weaker dollar.

FY 17 RESULTS	PROFIT (mn)	Y-O-Y%
Almarai Company	SAR 2,182.3	+1.6%
Zain KSA	SAR 12	+101.2%
Doha Bank	QAR 1,110	+5.3%
Qatar International Islamic Bank	QAR 832	+6.0%
Ezdan Holding Group	QAR 1,693.2	+6.6%
Ajman Bank	AED 132.6	+5.7%
National Bank of Kuwait	KWD 322.4	+9.2%

BRENT SPOT PRICE



ASSET CLASS MONITOR	WTD %	YTD %
MSCI EM	3.28%	9.89%
Oil (Brent)	2.78%	5.46%
S&P 500	2.23%	7.45%
MSCI World	2.05%	7.27%
Gold	1.30%	3.56%
MSCI GCC	0.15%	5.67%
Aluminum	-0.80%	-0.18%
FTSE 100	-0.84%	-0.29%
US Treasury Yields	-2.08%	1.44%

Saudi releases detainees, future still uncertain

The week ahead

Regional markets

GCC markets may begin the week on a flat note, given lack of catalysts other than results season. The Saudi market may be positively impacted by the release of the businessmen and government officials detained in the anti-corruption purge. Markets will track earnings, as the result season continues with major companies like Emaar Malls, Abu Dhabi Commercial Bank, First Abu Dhabi Bank. expected to announce Q4 results.

Global markets

The week begins with the US core personal consumption expenditure, and Dallas Fed manufacturing business on Monday. On Tuesday, Bank of England Governor Carney is due to give a speech, followed by UK consumer credit and mortgage approvals, Eurozone Q4 GDP and industrial confidence data. UK consumer confidence, German retail sales and unemployment data will be released on Wednesday, along with Eurozone unemployment, and US home sales and PMI figures. Thursday is loaded with PMI numbers from German, Chinese, Eurozone, US and UK. On Friday, US unemployment and nonfarm payrolls figures will be released.

You may be asked about

In the Saudi anti-corruption purge related development, the government has started to release detainees, including Prince Alwaleed bin Talal and Waleed al-Ibrahim. It is not clear yet if the Saudi government will file court cases against the detainees who did not reach an agreement with the authorities. Meanwhile, at the World Economic Forum in Davos, comments by US Treasury Secretary sparked fears of currency wars. Although POTUS said the country was committed to a strong dollar, uncertainty continues, given the unpredictability of US international economic policy.

Note to management

Corporate leaders have a problem. Blackrock, the world's largest asset manager, has just written to every CEO in the companies in which it holds a stake, explaining that the old, short-term way of running their firms and dealing with their investors is no longer tenable. Companies must stand up and take responsibility for a greater societal role and better shareholder-engagement.

Environmental, social and governance priorities must be at the top of their agendas. And they should be able to articulate - and be held accountable to - a long term strategy that clearly benefits communities and society, and goes further than simply rewarding management and majority shareholders.

Read our article "[IR Lessons from Blackrock's CEO Letter](#)" to understand how this wind of change is going to blow through our region, and what management can do about it.

REGIONAL CALENDAR

28.01.2018	Abu Dhabi Foreign Investment by Regions	KSA Monthly Statistical Bulletin
29.01.2018	KSA Non-oil Export Import	-
30.01.2018	KSA Population Estimates	-
01.02.2018	KSA Weekly Money Supply	-

GLOBAL CALENDAR

29.01.2018	US Core Personal Consumption Expenditure	Japan Unemployment Rate
30.01.2018	Germany Consumer Inflation	Eurozone Q4-17 GDP (Preliminary)
31.01.2018	China Manufacturing PMI	US Fed Interest Rate Decision
01.02.2018	US ISM Manufacturing PMI	UK Manufacturing PMI
02.02.2018	US Non-farm Payrolls	US Unemployment Rate

Food for thought

IR & BEYOND

Iridium	IR Lessons from Blackrock's CEO Letter	Link
EQS	Making your IR website more compelling	Link
Risk	Unified data - Key to IFRS 9 implementation	Link
McKinsey	Delivering through diversity	Link
Harvard Business School	What do investors ask managers privately?	Link

EARNINGS CALENDAR*	Market	Est/ Conf	Date
Abu Dhabi Commercial Bank	UAE	C	28 Jan
Union National Bank	UAE	C	28 Jan
Mashreqbank	UAE	C	28 Jan
Arab National Bank	KSA	E	28 Jan
Banque Saudi Fransi	KSA	E	28 Jan
Samba Financial Group	KSA	E	28 Jan
Al Othaim Markets	KSA	E	28 Jan
Saudi Airlines Catering	KSA	E	28 Jan
Al Shake	KSA	E	28 Jan
First Abu Dhabi Bank	UAE	C	29 Jan
Commercial Bank	Qatar	C	29 Jan
Bank Al-Jazira	KSA	E	29 Jan
VIVA Kuwait Telecom	Kuwait	E	29 Jan
Dubai Investments	UAE	E	30 Jan
Aqthia Group	UAE	E	30 Jan
Riyad Bank	KSA	E	30 Jan
Oman Telecommunications	Oman	E	30 Jan
Emaar Malls	UAE	E	31 Jan
Kuwait Finance House	Kuwait	E	31 Jan

*Courtesy of Arqaam Capital Research

About Iridium

Iridium is the GCC region's leading IR specialist.

We advance the science and practice of investor relations to help organizations and leaders protect downside, close gaps and unlock future potential.

We hope you enjoy IR Brief. We are always here to help you advance your IR activities. Please don't hesitate to let us know if we can be of assistance in any way.

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GLOBAL AGENDA

Federal Reserve	Sets its Monetary Policy
US President	Delivers his first State of the Union address
Brexit Negotiations	EU ministers meet to adopt a new set of directives for Brexit negotiations
BoE Governor	Speaks before the UK Parliament's Economic Affairs Committee
UK Prime Minister	Heads to China for a three-day visit
Google	Releases Quarterly Results
Apple	Releases Quarterly Results
Amazon	Releases Quarterly Results
India	Presents its Annual Budget

MOST READ REGIONAL SECTOR HEADLINES

Banks	Qatar National Bank raises AUD 700mn from Kangaroo Bond Sale
Utilities	Saudi Electricity revamps its Board as SoftBank considers stake
Energy	Russia, Saudi Arabia top crude oil suppliers to China in December
Materials	Ma'aden Phosphate Co. hires banks for Riyal sukuk issue
REIT	ENBD REIT announces quarterly NAV increase of 1.71%
Financials	SHUAA Capital negotiates over acquisition of Kuwait's Anwal
Transportation	Gulf Warehousing Co. to manage 'Al Asmakh Logistics Park' for 22 years
Healthcare	NMC Health acquires majority stakes in 2 healthcare operators for \$207mn
Real Estate	Emaar Development in talk to raise loan
Telecom	Zain Saudi posts first full-year profit since listing in Riyadh

MOST READ REGIONAL COMPANY HEADLINES

Saudi Aramco	Aramco's 2018 IPO schedule wavers as Saudis assess markets
ADNOC	ADNOC Distribution to open 13 stations in UAE, Saudi in 2018
Doha Bank	Doha Bank sees 5%-7% profit growth in 2018 despite standoff
Dubai Islamic Bank	DIB to pay dividend; seeks to issue sukuk to boost capital
Bahri	Saudi Bahri takes delivery of Very Large Crude Carrier
Emirates	Emirates is said to pick HSBC, Citi to arrange \$1 bn sukuk
SAFCO	Saudi SAFCO posts lowest quarterly profit in at least 10 years
Emirates NBD	Emirates NBD issues \$285mn Formosa bond
Dana Gas	Dana Gas' sukuk talks stall as it seeks 15% discount on buyback
Emirates Development Bank	Emirates Development Bank allocates AED 1bn for SMEs financing in 2018

REGIONAL MARKETS	Last Close	YTD %	QTD %	MTD %	M-Cap (bn)	P/E (ttm)
Saudi Arabia	7,521.64	4.1%	4.1%	4.1%	\$ 477.90	17.7 x
ADX	4,643.54	5.6%	5.6%	5.6%	\$ 128.97	16.4 x
DFM	3,468.65	2.9%	2.9%	2.9%	\$ 86.80	23.1 x
Nasdaq Dubai	3,486.98	6.0%	6.0%	6.0%	n/a	n/a
Qatar	9,459.61	11.0%	11.0%	11.0%	\$ 107.78	15.7 x
Bahrain	1,341.77	0.8%	0.8%	0.8%	\$ 20.78	7.8 x
Oman	5,007.77	-1.8%	-1.8%	-1.8%	\$ 14.07	11.5 x

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