

## IN CASE YOU MISSED IT . . .

All GCC markets slipped last week following the cues from global markets and mixed earning announcements. Bahrain (-2.9%) was the biggest underperformer. Dubai (-1.3%) was under pressure from real estate stocks Emaar and DAMAC. Qatar (-1.2%) witnessed selling pressure from domestic institutional investors. Kuwait (-1.1%), Oman (-0.8) and Abu Dhabi (-0.2%) also closed lower. Saudi (-0.3%) closed marginally lower, as investors booked profits after the index hit a new 2-year high early in the week. Saudi exchange data showed that foreign investors bought a record US\$ 384mn on a net basis in the prior week (April 15-19). Meanwhile, US markets recorded their first loss in three weeks, as the Dow (-0.6%), Nasdaq (-0.4%) and the S&P 500 (-0.01%) all closed lower. On the other hand, European markets gained for the fifth straight week's the FTSE (+1.8%) and Stoxx (+0.7%) closing higher, supported by weak currencies.

Q1 RESULTS	PROFIT (mn)	Y-O-Y%
Yanbu National Petr.	SAR 630.6	+3.7%
Saudi Telecom Co.	SAR 2588	+2.1%
Doha Bank	QAR 381.4	+4.7%
Sahara Petrochemical	SAR 140.2	+46.2%
Mashreqbank	AED 598.2	+9.5%
Etisalat UAE	AED 2112.3	+0.4%
National Indus. Co.	SAR 361.4	+249.9%
Deyaar Development	AED 40.1	+25.9%

## BRENT FUTURES PRICE



ASSET CLASS MONITOR	WTD ↓	YTD
FTSE 100	1.82%	-2.41%
Oil (Brent)	0.78%	11.62%
US Treasury Yields	0.55%	30.94%
S&P 500	-0.01%	-0.14%
MSCI World	-0.28%	-0.34%
MSCI GCC	-0.80%	10.86%
Gold	-0.92%	1.6%
MSCI EM	-1.02%	-0.19%
Aluminum	-8.66%	0.31%

## Investor focus on earnings and Fed meeting

### The week ahead

#### Regional markets

GCC markets should witness lacklustre performance as investors remain risk-off. Nevertheless, earnings will set the tone for the week. Few major result announcements are expected this week, including Saudi index heavyweight SABIC. Other earnings expected this week – Qatar First Bank, Vodafone Qatar, and Bank AlJazira.

#### Global markets

The week starts with China manufacturing PMI and German inflation and retail sales data on Monday, along with US home sales and personal consumption figures. On Tuesday, while most markets will remain closed on the occasion of Labor Day, UK and US manufacturing PMI data is due to be released. Eurozone GDP and PMI figures will be published on Wednesday, but all eyes will be on the Fed's interest rate decision and monetary policy statement. The central bank is not expected to raise rates at this meeting, but investors will closely follow the language of the statement. On Thursday, Eurozone inflation numbers will be released, followed by US employment and productivity data. The week closes with US labor force data, including nonfarm payroll, hourly earnings and labor force participation data.

#### You may be asked about

The Saudi government approved the executive plan for the Kingdom's privatization this week. Under this, it targets to generate US\$9-11bn (SAR35-40bn) from asset sales by 2020 and create up to 12,000 jobs. The program, part of Vision 2030, has been named Delivery Plan 2020. More than 100 privatization initiatives have been identified by the authorities across 10 ministries, of which some are expected to be completed by 2020. Under the program, the government plans to privatize the national football league, flour mills and some parts of SWCC. The government targets ~SAR61bn riyals in non-government investments by 2020 with a goal of contributing up to SAR14bn to the Kingdom's GDP.

#### Note to management

What can we learn from Amazon CEO Jeff Bezos's annual letter to shareholders? We can draw many conclusions, but three stand out. First, he takes an unusual approach to communicate with the owners of the company. Second, he puts the business first before discussing the financials. And third, he leaves no doubt as to what is important to Amazon:

1. It is not the systems; it is the people.
2. It is not the short-term gain; it is the long-term culture.
3. It is not the last quarter's P&L; it is the sustainability of the vision, the business model and the strategy

This is all part of Amazon's ongoing IR approach to position the stock not as quick growth or safe haven or high yield, but instead as part and parcel of a long-term vision for shareholders to buy into. For further reading, see below or click here: [Link](#)

#### REGIONAL CALENDAR

29.04.2018	-	-
30.04.2018	KSA Monthly Statistical Bulletin	KSA Foreign Investment Research
01.05.2018	-	-
02.05.2018	-	-
03.05.2018	KSA Weekly Money Supply	-

#### GLOBAL CALENDAR

30.04.2018	China Official PMI Data	Germany Consumer Inflation Data
01.05.2018	US ISM Manufacturing PMI Data	UK Manufacturing PMI Data
02.05.2018	US Fed's Interest Rate decision	Eurozone Q1-18 GDP (Preliminary)
03.05.2018	Eurozone Consumer Inflation (Preliminary)	US Trade Balance Data
04.05.2018	US Non-farm Payrolls	US Unemployment Rate

## Food for thought

### IR & BEYOND

IR Magazine/ Iridium	What Companies Can Learn From Amazon's Shareholder Letter	<a href="#">Link</a>
Amazon	2017 Letter to Shareholders	<a href="#">Link</a>
Bloomberg	IFRS 9 reaches the buy-side front office	<a href="#">Link</a>
Ipreo	Investor Feedback on Best Practices for Investor Relations Websites	<a href="#">Link</a>
EQS	Where to Begin with Investor Grade ESG Communications? Start Here.	<a href="#">Link</a>

<b>EARNINGS CALENDAR*3</b>	<b>Market</b>	<b>Est/ Conf</b>	<b>Date</b>
Qatar First Bank	Qatar	C	29 Apr
Mannai Corporation	Qatar	C	29 Apr
Qatar Navigation	Qatar	C	29 Apr
United Development Co	Qatar	C	29 Apr
First Abu Dhabi Bank	UAE	E	29 Apr
SABIC	KSA	E	29 Apr
Vodafone Qatar	Qatar	C	30 Apr
Aamal Company	Qatar	C	30 Apr
Ezdan Holding Group	Qatar	C	30 Apr
Abu Dhabi National Insurance	UAE	E	30 Apr
Alawwal Bank	KSA	E	1 May
Bank AlJazira	KSA	E	1 May
Dubai Insurance Company	UAE	E	3 May

## 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

<b>Federal Reserve</b>	Releases interest rate decision
<b>US</b>	Publishes employment data
<b>European Commission</b>	Presents its spring economic forecasts
<b>China</b>	Releases official PMI data
<b>ECB Vice President</b>	Vitor Constancio delivers a speech in Frankfurt
<b>Asian Development Bank</b>	Annual meeting starts in Manila
<b>Reserve Bank of Australia</b>	Releases its quarterly update of growth and inflation forecasts
<b>Earning Releases</b>	Apple, Alibaba, Adidas, Bayer, Tesla, HSBC, BP

## MOST READ REGIONAL SECTOR HEADLINES

<b>Banks</b>	Qatar's three-way bank merger Is said to stall over price
<b>Financials</b>	Saudi Arabia's insurance sector's profit drops 55% in 2017: S&P
<b>Energy</b>	UAE says top oil producers committed to supply cuts until year end
<b>Industrials</b>	Qatar Industrial Manufacturing Co. signed a MoU with Stewart Engg., USA
<b>Materials</b>	Aluminium Bahrain (Alba) seeks exemption from US aluminum tariffs
<b>Consumer Discretionary</b>	Alhokair signs pact with Cinapolis, Al Tayer for Saudi cinemas
<b>Transportation</b>	Qatar Airways to expand fleet with 11 new planes this year, CEO
<b>Healthcare</b>	NMC Health launches \$450mn bond offering
<b>Real Estate</b>	DAMAC Properties expects to buy land in Dubai this year
<b>Telecom</b>	Zain Saudi said to have hired banks for \$1.5bn rights issue

## MOST READ REGIONAL COMPANY HEADLINES

<b>Ezdan Holding Group</b>	Qatar's Ezdan is said to seek restructuring of \$400mn loans
<b>Saudi Aramco</b>	Saudi Aramco arm to start Asian crude trading in 3Q 2018
<b>Ahli United Bank</b>	Ahli United Bank buys 7.3% stake in Bank AlJazira
<b>ADNOC</b>	ADNOC sets up oil trading business to help find new markets
<b>SHUAA Capital</b>	SHUAA Capital's acquisition offer of Amwal is pending regulatory approvals
<b>United Development</b>	UDCD signs three contracts worth QR334mn for Gewan Island project
<b>Dubai Islamic Bank</b>	Dubai Islamic Bank's AED1.6bn rights issue priced at AED3.11 per share
<b>Aldar Properties</b>	Aldar to build world's first commercial Hyperloop system
<b>Jabal Omar</b>	Jabal Omar, Abu Dhabi Financial Group ink MoU on real estate partnerships
<b>TASNEE</b>	TASNEE plans to issue SAR2bn sukuk, says CEO

<b>REGIONAL MARKETS</b>	<b>Last Close</b>	<b>YTD %</b>	<b>QTD %</b>	<b>MTD %</b>	<b>M-Cap (bn)</b>	<b>P/E (ttm)</b>
<b>Saudi Arabia</b>	8,248.5	14.1%	4.8%	4.8%	\$529.2	18.2x
<b>ADX</b>	4,697.2	6.8%	2.4%	2.4%	\$128.5	12.2x
<b>DFM</b>	3,042.8	-9.7%	-2.1%	-2.1%	\$81.2	10.5x
<b>Nasdaq Dubai</b>	3,246.4	-1.3%	0.2%	0.2%	NA	NA
<b>Qatar</b>	9,088.0	6.6%	6.0%	6.0%	\$105.6	13.2x
<b>Bahrain</b>	1,263.1	-5.2%	-4.2%	-4.2%	\$19.6	8.2x
<b>Oman</b>	4,722.5	-7.4%	-1.1%	-1.1%	\$13.3	11.8x

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