

1Q 2018 IR CALENDAR	DATE
EFG Hermes Conference, DXB	5-7 MAR
Morgan Stanley Saudi Conf., NYC	12-13 MAR

### IN CASE YOU MISSED IT . . .

GCC markets were mixed last week. Qatar (-4%) led the decline in the region, as a number of stocks went ex-dividend. Dubai (-2.4%) was under pressure from financials and real estate stocks. Saudi Arabia (-1.4%) declined on account of a fall in banking stocks over rising concerns about retroactive Zakat liabilities. On the other hand, Bahrain (+1.6%) was the best performing market, followed by Oman (+0.8%) and Kuwait (+0.8%). Abu Dhabi (+0.3%) also closed with moderate gains. In the US, the Dow (-3.1%), S&P500 (-2%) and Nasdaq (-1.7%) all closed lower after Fed Chair Powell pointed to four potential rate hikes this year, rather than three. POTUS announced plans to impose tariffs on imported steel and aluminum, advancing his goal to pursue an aggressive "America First" policy that market observer believe could lead to global trade wars. This led to a sell-off in European markets with the Stoxx 600 (-3.7%) and the Dax (-4.6%) registering sharp losses.

FY 17 RESULTS	PROFIT (mn)	Y-O-Y%
Dallah Healthcare	SAR 295	+31.3%
Batelco	BHD 3.5	-90.7%
TASNEE	SAR 716.2	+606.3%
Arab National Bank	SAR 3,027	+6.1%
Qatar Navigation	QAR 470	+33.9%
Natl General Insurance	AED 37	+30.1%
Qatar Fuel	QAR 964	+9.2%

### BRENT SPOT PRICE



ASSET CLASS MONITOR	WTD ↓	YTD
US Treasury Yield	0.61%	18.71%
Gold	-0.45%	1.53%
MSCI GCC	-1.70%	2.23%
S&P 500	-2.04%	0.66%
FTSE 100	-2.41%	-8.04%
MSCI World	-2.44%	-0.33%
MSCI EM	-2.83%	2.04%
Aluminium	-2.99%	-4.37%
Oil	-4.37%	-3.74%

## Trade war concerns rise after US imposes new tariffs

### The week ahead

#### Regional markets

GCC markets are expected to remain under pressure following the global negative lead. Although the protectionist measures announced by POTUS would not directly impact GCC markets, a potential trade war could impact oil demand through lower global economic growth. Saudi Arabia's Crown Prince, Mohammed bin Salman, will visit the UK on 07 March for widely-anticipated talks with the UK Prime Minister.

#### Global markets

It is a busy week in terms of economic data. Services PMI from China, Eurozone, UK and US are due on Monday along with Eurozone retail sales figures, followed by the US Redbook index and factory order data on Tuesday. On Wednesday, Australia and Eurozone GDP data will be released, along with US employment and productivity figures. China's trade balance numbers will be published on Thursday, followed by ECB's monetary policy announcement, and US jobless claims data. The week closes with Germany and UK industrial production figures, US nonfarm payrolls and unemployment numbers.

#### You may be asked about

POTUS announced an import tariff of 25% for steel and 10% for aluminium, surprising not only market participants but his own White House advisors. The EU and some Asian countries voiced concerns that this step could trigger a trade war. POTUS believes the tariffs would protect US jobs, but many economists say that increases for consumers of steel and aluminum, such as the automobile and oil industries, would destroy more jobs than they would create. Meanwhile, Fitch downgraded Bahrain to 'BB-' with a stable outlook.

#### Note to management

A strange kind of revolution is taking place. Artificial Intelligence (AI) is generating more excitement and hype than anything since the advent of the internet and the smartphone.

The problem is that:

- While the AI revolution is happening right before our eyes, it can be very hard to see
- There is no global industry pathfinder (yet) to show others the way
- Much of the work being carried out is being done in deep secrecy

Machine learning will impact the IR profession and management:

- In the future, machine learning will be part of everything, everywhere and everyone
- Despite the hype, it's too early to close the IR department quite yet
- But one thing is certain: AI in IR is coming, and it will be unstoppable.

Read our thoughts on the role of **Artificial Intelligence in Investor Relations**, and what the future holds by clicking this [Link](#). Also have a look the article collection on AI below.

### REGIONAL CALENDAR

05.03.2018	KSA Non-Oil Export Import	-
06.03.2018	-	-
07.03.2018	-	-
08.03.2018	KSA Weekly Money Supply	KSA Survey of MSMEs

### GLOBAL CALENDAR

05.03.2018	US ISM Non-Manufacturing PMI	Caixin China Services PMI
06.03.2018	US Factory Orders	UK Retail Sales
07.03.2018	Eurozone Q4 2017 GDP Data	US Trade Balance
08.03.2018	ECB Interest Rate Decision	China Trade Balance
09.03.2018	BoJ Interest Rate Decision	US Non-farm Payrolls

## Food for thought

### IR & BEYOND

Iridium	AI Can Change Everything in IR	<a href="#">Link</a>
MIT Sloan	Reshaping Business with Artificial Intelligence	<a href="#">Link</a>
Harvard Business Review	The Business of Artificial Intelligence	<a href="#">Link</a>
Stanford	One Hundred Year Study on Artificial Intelligence	<a href="#">Link</a>
BCG	AI has entered the business world. What happens next?	<a href="#">Link</a>
McKinsey	An Executive's Guide to Artificial Intelligence	<a href="#">Link</a>

Sunday, 04.03.2018

EARNINGS CALENDAR*	Market	Est/ Conf	Date
Banque Saudi Fransi	KSA	E	4 Mar
Mouwasat	KSA	E	4 Mar
Saudi Airlines Catering	KSA	E	5 Mar

\*Courtesy of Arqaam Capital

COMMODITIES	WTD ↓	YTD
Natural Gas	2.67%	-8.74%
Gold	-0.45%	1.53%
Oil (WTI)	-3.62%	1.37%
Oil (Brent)	-4.37%	-3.74%

## 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

Italy	Parliamentary elections
Eurozone	Q4 GDP data
UK Prime Minister	Outlines her plan for a Brexit trade deal with the EU
European Central Bank	Monetary policy decision, followed by press conference
Australia central bank	Monetary policy decision and governor's speech
US Federal Reserve	Speech by two FOMC members is scheduled for the week
Canada central bank	Monetary policy decision
US	Nonfarm payroll and unemployment data
Japan	Q4 GDP data

## MOST READ REGIONAL SECTOR HEADLINES

Banks	QCB considering a merger of Masraf Al Rayan, Barwa Bank and IBQ
Materials	SABIC in talks to join Iraq's Nebras project
Energy	Saudi Arabia sees oil output cuts easing in 2019 without hurting market
Cement	Qatar National Cement Company to operationalize fifth plant in 2018
Industrials	Aluminum Bahrain (Alba) on track to complete debt financing for smelter expansion
Financials	Qatar Insurance Co expects 2018's premiums to increase to about \$4bn
Transportation	Bahri handles 45% of cargo imports from the US to Mideast
REIT	Aljazira Mawten REIT posts SAR 6mn net profit for 2017
Real Estate	Dubai registers \$22.3bn real estate projects in 2017
Telecom	Saudi Telecom, Cisco in MOU to develop 5G to Saudi Arabia

## MOST READ REGIONAL COMPANY HEADLINES

Saudi Aramco	Saudi Aramco cuts March Propane to \$480/Ton, Butane to \$465/Ton
DP World	UAE's DP World signs pact to develop Industrial Zone in Egypt's Sokhna
TASNEE	Figeac-Aero, TASNEE sign cooperation accord in Saudi Arabia
ADNOC	ADNOC will continue to see new oil partners in Abu Dhabi: CEO
Vodafone	Sells stake in Qatar JV to partner Qatar Foundation for EUR 301mn
First Abu Dhabi Bank	First Abu Dhabi Bank concludes \$650mn five-year Sukuk
GFH Financial Group	Bahrain's GFH Financial Group to develop business in Saudi Arabia
Mannai Corp	Gets shareholder approval for \$ 600mn bond issue
Gulf Navigation	Gulf Navigation gets nod to extend capital increase subscription period
Bahri	Saudi Bahri receives new carrier, forecasts operation in March

REGIONAL MARKETS	Last Close	YTD %	QTD %	MTD %	M-Cap (bn)	P/E (ttm)
Saudi Arabia	7,411.16	2.6%	2.6%	-0.1%	\$469.8	16.4x
ADX	4,594.98	4.5%	4.5%	-0.1%	\$126.5	11.6x
DFM	3,208.98	-4.8%	-4.8%	-1.1%	\$82.0	11.3x
Nasdaq Dubai	3,309.02	0.6%	0.6%	-0.4%	NA	NA
Qatar	8,730.06	2.4%	2.4%	0.9%	\$97.7	13.5x
Bahrain	1,373.45	3.1%	3.1%	0.3%	\$21.3	9.1x
Oman	5,011.79	-1.7%	-1.7%	0.2%	\$14.1	12.1x

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