

## Corporate earnings to remain in focus this week

3Q 2018 IR CALENDAR	DATE
GS CEEMEA Financials Symposium, LON	3-4 SEPT
HSBC GEMs 1x1 Conference, LON	3-6 SEPT
DB GEMs 1x1 Conference, NYC	5-6 SEPT
EFG Hermes 1x1 Conference, LON	10-13 SEPT
GS CEEMEA 1x1 Conference, LON	12-13 SEPT
Arqaam Investor Conference, DXB	24-25 SEPT

### IN CASE YOU MISSED IT . . .

Regional markets ended largely positive last week, on expectations of strong corporate earnings. Saudi Arabia (+2.3%) climbed, with Al Rajhi Bank and SABIC recouping the previous week's losses. Abu Dhabi (+1.8%) was aided by gains in First Abu Dhabi Bank. Kuwait (+1.2%) and Bahrain (+0.9%) also moved north. Qatar (+0.6%) rose on the back of gains in Qatar National Bank and Qatar Islamic Bank. Dubai (+0.1%) ended marginally higher, but Oman (-1.8%) continued to decline. US markets ended firmly in positive territory. Dow (+2.3%) registered its best week since early-June and S&P 500 (+1.5%) reached its best closing level in five months; NASDAQ (+1.8%) notched up a record closing high, with Microsoft crossing market capitalization of USD 800bn for the first time ever. Europe also rose; CAC40 (+1.0%), Stoxx 600 (+0.7%), FTSE 100 (+0.6%) and DAX (+0.4%) ended in the green.

Q2 RESULTS	PROFIT (mn)	Y-O-Y%
Almarai Company	SAR 660.6	-2.0%
Qatar National Bank	QAR 3,670	+6.3%
Commercial Bank of Dubai	AED 281	+63.1%
Ajman Bank	AED 45	+53.6%

### BRENT FUTURES PRICE



ASSET CLASS MONITOR	WTD ↓	YTD
MSCI GCC	2.06%	13.76%
S&P 500	1.50%	4.78%
MSCI EM	1.48%	-7.15%
MSCI World	1.04%	0.43%
FTSE 100	0.58%	-0.34%
US Treasury Yields	0.51%	42.45%
Aluminum	0.10%	-6.29%
Gold	-0.89%	-4.49%
Oil (Brent)	-2.31%	12.65%

### The week ahead

#### Regional markets

The markets were driven by largely positive expectations for 2Q 2018 earnings and the evolving oil supply situation, with trade tensions being relegated to the background by investors. Libya's ports reopened for crude shipments and it was reported that the US may free up 5-30mn barrels of its Strategic Petroleum Reserve for sale in the market even as the Trump administration warned that it would levy sanctions on all countries that purchase oil from Iran; accordingly, oil prices eased towards the end of last week. Regional markets are likely to be driven primarily by corporate earnings.

#### Global markets

The week begins with the release of data on China's 2Q 2018 GDP, retail sales and industrial production, and US' retail sales. The Reserve Bank of Australia's meeting minutes, the UK's average earnings, and the US' industrial production figures will be published on Tuesday. On Wednesday, Eurozone and the UK's consumer inflation numbers and Japan's trade data will be released. Thursday will witness the announcement of Australia's unemployment rate and the UK's retail sales. The week will be rounded off by Canada's consumer inflation and retail sales numbers on Friday.

#### You may be asked about

The UAE is investing more than USD 23bn for the development and expansion of its aviation infrastructure, aimed at expanding the combined passenger handling capacity of its airports to over 300mn passengers per year. The projects underway include Al Maktoum International Airport development for USD 8bn, Dubai International Airport's Phase IV expansion for USD 7.6bn, and Abu Dhabi International Airport's re-development for USD 6.8bn. Further, USD 400mn investment has been earmarked for the terminal expansion of Sharjah International Airport. The ongoing airport developments will also enable the four UAE national carriers to serve over 75mn passengers annually.

#### Note to management

While summer brings a slowdown in trading and a certain stagnation of markets, the earnings cycle continues unabated, and the billions of dollars of passive Emerging Market investment waits on the sidelines, waiting for Saudi Arabia's index inclusion.

There are important questions to be answered in this calm before the EM storm:

- How do we educate an investor base in London and Hong Kong, Boston and New York?
- How do we explain our markets, outlook, competitor set and differentiation?
- How do we explain our Arab world strategy to investors in California?

These new shareholders are not only scattered around the globe, some don't know our region, and don't know our markets. And we certainly don't know them.

There is, therefore, a steep learning curve for both sides to surmount; and intelligent IR is the best way to achieve that. But how best to implement an IR program that is fit for purpose?

Click here to read our open letter to bosses preparing to become IROpen: [Link](#)

#### REGIONAL CALENDAR

15.07.2018	Abu Dhabi Hotel Price Index	KSA Household Health Survey
19.07.2018	KSA Weekly Money Supply Data	-

#### GLOBAL CALENDAR

16.07.2018	China 2Q18 GDP Data	US Retail Sales Data
17.07.2018	RBA Monetary Policy Meeting Minutes	UK Unemployment Rate
18.07.2018	Eurozone Consumer Inflation Data	UK Consumer Inflation Data
19.07.2018	Australia Unemployment Rate	UK Retail Sales Data
20.07.2018	Canada Consumer Inflation Data	Canada Retail Sales Data

### Food for thought

#### IR & BEYOND

Iridium	An Open Letter to Bosses Preparing to Become IROpen	<a href="#">Link</a>
The Economist	Life as you know it is IPOver	<a href="#">Link</a>
Institutional Investor	The Go-To Bank for Inside Access to Emerging Markets	<a href="#">Link</a>
EQS	5 Ways How Compliance Can Be a Huge Waste of Time	<a href="#">Link</a>
IR Magazine	Corporate access moving to direct model post-Mifid II	<a href="#">Link</a>

<b>EARNINGS CALENDAR</b>	Market	Est/ Conf	Date
Qatar Islamic Bank	Qatar	E	15 Jul
Masraf Al Rayan	Qatar	E	16 Jul
Ezdan Holding Group	Qatar	E	17 Jul
Dubai Islamic Bank	UAE	C	18 Jul
United Development	Qatar	E	18 Jul
The Commercial Bank	Qatar	E	18 Jul
Gulf Warehousing	Qatar	C	19 Jul
QIIB	Qatar	E	19 Jul
Ahli Bank	Qatar	E	19 Jul
Doha Bank	Qatar	E	19 Jul

<b>COMMODITIES</b>	WTD ↓	YTD
Gold	-0.89%	-4.49%
Oil (Brent)	-2.31%	12.65%
Natural Gas	-3.71%	-6.81%
Oil (WTI)	-3.78%	17.53%

## 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>US President</b>	Meets Russian President Vladimir Putin in Helsinki
<b>Chinese Premier</b>	Li Keqiang hosts the China-European Union summit in Beijing
<b>IMF</b>	Releases its World Economic Outlook report
<b>Fed Chairman</b>	Delivers the semi-annual Monetary Policy Report to the Senate
<b>US</b>	Releases retail sales and industrial production data
<b>China</b>	Releases GDP, industrial production and retail sales data
<b>Japanese PM</b>	Abe, European Council President and European Commission President sign an EU-Japan trade agreement
<b>RBA</b>	Releases monetary policy meeting minutes
<b>St. Louis Fed President</b>	Bullard speaks on the US economy and monetary policy at Kentucky
<b>Earning Releases</b>	Microsoft, Goldman, BofA, BlackRock, Unilever, Netflix, SAP, Morgan Stanley

## MOST READ REGIONAL SECTOR HEADLINES

<b>Banks</b>	Saudi Arabia to ask banks to pitch for Islamic bond sale
<b>Energy</b>	OPEC June output rose as Saudi gain offset Libya, Angola: IEA
<b>Financials</b>	Bahrain's GFH gets top Fitch ratings, 'Stable' outlook
<b>Telecom</b>	Omantel, Equinix to open data centre in Oman
<b>Consumer Discretionary</b>	Saudi's Leejam Sports to offer shares next month
<b>Transportation</b>	IATA - Middle East's air passenger demand growth slips in May
<b>Real Estate</b>	Dubai's real estate transactions hit AED111bn in 1H2018
<b>Utilities</b>	Saudi Electricity Co. to operate 11 projects worth SAR1.2bn in 2H2018
<b>Industrials</b>	Al-Khodari renews SAR231mn Islamic credit facility
<b>Cement</b>	Saudi cement sales rise in June

## MOST READ REGIONAL COMPANY HEADLINES

<b>Saudi Aramco</b>	Saudi Aramco to award CNY3.8bn pipeline project to Chinese firm
<b>Jarir</b>	Jarir plans to open 3 showrooms in 3Q2018
<b>First Abu Dhabi Bank</b>	First Abu Dhabi Bank reveals \$21.4mn loan exposure to Abraaj Group
<b>United Electronics Co</b>	CMA approves the capital increase request for United Electronics Co. (eXtra)
<b>Islamic Development Bank</b>	Moody's affirms Islamic Development Bank's 'AAA' rating / 'Stable' outlook
<b>Dubai Islamic Bank</b>	Dubai Islamic Bank to leverage balance sheet amid rising rates
<b>SABIC</b>	SABIC world's fastest-growing chemicals brand, Brand Finance
<b>Dana Gas</b>	Dana Gas receives \$44mn from Kurdistan operations
<b>TASNEE</b>	Tronox says US trade commission blocks TASNEE's Cristal deal
<b>Riyad REIT</b>	Riyad REIT's units start trading on Tadawul

REGIONAL MARKETS	Last Close	YTD %	QTD %	MTD %	M-Cap (bn)	P/E (ttm)
<b>Saudi Arabia</b>	8,362.4	15.7%	0.6%	0.6%	\$540.0	19.0x
<b>ADX</b>	4,687.0	6.6%	2.8%	2.8%	\$128.0	12.6x
<b>DFM</b>	2,884.2	-14.4%	2.2%	2.2%	\$78.4	9.3x
<b>Nasdaq Dubai</b>	3,183.7	-3.2%	2.6%	2.6%	NP	NP
<b>Qatar</b>	9,318.5	9.3%	3.3%	3.3%	\$108.9	13.8x
<b>Bahrain</b>	1,342.5	0.8%	2.4%	2.4%	\$20.7	8.8x
<b>Oman</b>	4,440.8	-12.9%	-2.9%	-2.9%	\$12.5	11.2x

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