

IR CALENDAR	DATE
Future Investment Forum, Riyadh	24-26 OCT
EFG Hermes Conference, LON	7-10 NOV
Merrill Lynch MENA Conference, DXB	15-16 NOV
QSE 8th Annual IR Conference, DOH	20 NOV
Iridium C-Suite Dinner, DXB	23 NOV
HSBC Saudi Arabia Forum, HK/ SING	24-27 NOV

IN CASE YOU MISSED IT . . .

GCC markets showed some weakness last week. Qatar was the underperformer in the region (-1.0%), under pressure from real estate stocks. Tadawul also fell (-0.7%), under pressure from petrochemicals. However, the Banking sector gained, supported by strong earnings announcements, partially offsetting the losses. Kuwait (-0.4%) and Bahrain (-0.3) were also down. Abu Dhabi (0.3%) and Dubai (+0.1%) rose moderately. Meanwhile, US markets continued to touch new highs. Dow (+2.0%) and the S&P500 (+0.9%) gained for the sixth straight week, partially supported by news that the senate passed the budget blueprint for the next fiscal year, clearing the way for tax reforms. European markets were only moderately higher, FTSE 100 index (+0.2%) and CAC 40 index (+0.4%) .

Q3 RESULTS	PROFIT (mn)	Y-O-Y%
Damac	AED 719.3	-20.2%
Masraf Al Rayan	QAR 542	+6.5%
Qassim Cement	QAR 51.2	-26.2%
Saudi Kayan	SAR 381.0	+140%
SADAFCO	SAR 74.7	-7.8%

BRENT SPOT PRICE



ASSET CLASS MONITOR	WTD ↓	YTD
US Treasury Yields	1.83%	117.65%
Oil (Brent)	1.01%	1.64%
Aluminum	0.91%	27.42%
S&P 500	0.86%	15.02%
MSCI World	0.26%	17.67%
MSCI GCC	0.07%	-0.47%
FTSE 100	-0.16%	5.33%
MSCI EM	-0.55%	29.85%
Gold	-1.79%	11.59%

Q3 earnings to provide direction for the markets

The week ahead

Regional markets

GCC markets are likely to follow Q3 earnings published this week. We expect to see earnings released by ADCB, ADIB, Emirates REIT, ENBD REIT and Etisalat (UAE), Almarai, Savola, BUPA Arabia; Al Rajhi Bank and Samba (KSA); QIC, Doha Bank, QIIB (QAT); Zain, Kuwait Projects, VIVA (KUW). Markets are also likely to be influenced by the highs in US markets and the gain in crude oil prices on Friday, and OPEC hinting that the cut of oil supplies may be extended until the end of 2018. The Saudi market could come under pressure as doubts rise over the planned Aramco IPO. Qatar's central bank made an abrupt accounting change, ahead of its bond sale, nearly doubling its hard currency assets. The central bank stated that the change was based on IMF's 2016 technical guidance. Despite the increase in assets, Qatar's bond yields have risen since the change was announced.

Global markets

International earnings season will accelerate with major companies like Alphabet, Microsoft, Amazon scheduled to announce results this week. On the economic front, the Eurozone consumer confidence (Monday) and PMI data (Tuesday) will be released. On Wednesday, UK Q3 GDP data will be published. ECB will announce its monetary policy on Thursday, and is expected to provide some more clarity on the future of its QE program. US jobless claim numbers will be released on Thursday, followed by Q3 GDP figures on Friday.

You may be asked about

There have been mixed messages about Saudi Aramco's planned IPO which has created confusion and speculation in the marketplace. Will there be a private placement to Chinese investors? Will the company list on Tadawul but park its plans to list on an international exchange? Will the deal happen at all?

Note to management

EY has been analyzing profit warnings since 1999. In that time, there have been plenty of market shocks that have caused firms to miss their targets, but EY believes that the signs from this years' Q2 earnings season are particularly ominous. What can we learn from this?

Issuing a warning is one of the most uncomfortable things that anyone in IR is asked to do. Effectively, we have to apologize, explain, and deliver bad news to the investment community we have been building relationships with for months, even years. But following a few simple rules, and thinking strategically can help to prevent an issue turning into a crisis. *Read this article and more Iridium insights by clicking this [Link](#)*

REGIONAL CALENDAR

22.10.2017	-	-
23.10.2017	KSA Real Estate Price Index	Abu Dhabi Agriculture Price Index
24.10.2017	KSA Non-Oil Export-Import	Abu Dhabi Environment Statistics
25.10.2017	Abu Dhabi Birth Statistics	-
26.10.2017	KSA Weekly Money Supply	-

GLOBAL CALENDAR

23.10.2017	-	-
24.10.2017	Germany Markit Composite PMI	Eurozone Markit Composite PMI
25.10.2017	UK Q3 2017 GDP (Preliminary)	US Durable Goods Data
26.10.2017	ECB Interest Rate Decision	Japan Inflation Figures
27.10.2017	US Q3 2017 GDP (Advance Estimate)	-

Food for thought

IR NEWS & VIEWS

Iridium	Profit warnings: Lessons for the GCC	Link
The Economist	Saudi Aramco's IPO is a mess	Link
BCG	The Fortune Future 50: Forward-Looking Index	Link
IPE	Global Equities: Valuations face a structural shift	Link
MarketWatch	Parsing earnings calls to identify the speech patterns that move stock prices	Link

EARNINGS CALENDAR*	Market	Est/ Conf	Date
ADCB	UAE	E	22 Oct
ADIB	UAE	E	22 Oct
Bank of Sharjah	UAE	E	24 Oct
ENBD REIT	UAE	C	24 Oct
Etisalat	UAE	C	26 Oct
RAKBANK	UAE	E	26 Oct

Al Othaim Markets	KSA	E	22 Oct
AlHokair	KSA	E	22 Oct
Bank Al-Jazira	KSA	E	22 Oct
Dar Al Arkan	KSA	E	22 Oct
Malath Insurance	KSA	E	22 Oct
MedGulf	KSA	E	22 Oct
Red Sea International	KSA	E	22 Oct
Savola	KSA	E	22 Oct
Al Tayyar Travel Group	KSA	E	23 Oct
Almarai	KSA	C	23 Oct
Budget	KSA	E	23 Oct
Bupa Arabia	KSA	E	23 Oct
National Commercial Bank	KSA	E	23 Oct
Al Rajhi Bank	KSA	E	24 Oct
Amiantit	KSA	E	24 Oct
Arabian Cement	KSA	E	24 Oct
City Cement	KSA	E	24 Oct
Halwani Brothers	KSA	E	24 Oct
Nairan Cement	KSA	E	24 Oct
Saudi Airlines Catering	KSA	E	24 Oct
Shaker	KSA	E	24 Oct
Southern Province Cement	KSA	E	24 Oct
Al Jouf Cement	KSA	E	25 Oct
Al Rajhi Insurance	KSA	E	25 Oct
Eastern Province Cement	KSA	E	25 Oct
Samba Financial	KSA	E	25 Oct
Saudi Cement	KSA	E	25 Oct
Yanbu Cement	KSA	E	25 Oct
Alawwal Bank	KSA	E	26 Oct

QIC	OAT	C	22 Oct
Doha Bank	OAT	C	23 Oct
QIIB	OAT	C	23 Oct
Al Khaliji Comm Bank	OAT	C	24 Oct
Vodafone	OAT	C	25 Oct
Al Meera	OAT	C	26 Oct

Ooredoo Kuwait	KUW	E	24 Oct
Zain	KUW	E	25 Oct
Kuwait Projects	KUW	E	26 Oct
VIVA Kuwait	KUW	E	26 Oct

*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.

For more information contact:

Iridium Advisors DMCC
Pamela Chahine, Director
+971 4 374 5757
ir@iridium.ae
www.iridium.ae

GLOBAL AGENDA

ECB	Announces interest rate decision on Thursday
Amazon	Releases quarterly results
US BEA	Releases Q3 2017 GDP (Advance Estimate) data
Japan	Holds General Elections
Brexit Talks	UK PM is likely to make a statement on the progress of Brexit negotiations
Google	Releases quarterly results
PIF	Global policy makers and prominent finance executives gather in Riyadh
Boeing	Releases quarterly results
US	Releases durable goods orders data

MOST READ REGIONAL SECTOR HEADLINES

Banks	SAMA: Saudi Arabia may raise loan-deposit ratio if needed
Real Estate	Al Othman seeks to sell Human Soft stake valued at \$143 million
Energy	Saudi Oil Minister says full Aramco IPO is on track for 2018
Financials	Saudi PIF sets up mortgage refinancing firm
Industrials	Qatar Industrial Manufacturing's iconic towers to be completed by 2020
Materials	Saudi Kayan's strong Q3 results
Cement	Qassim Cement board proposes 0.6 Riyal/share dividend for Q3
Retail	KSA's sovereign wealth fund builds \$2.4bn stake in Almarai
Transportation	Aldrees Petroleum & Transport Serv. Q3 net profit was flat at SAR18.2mn
Telecom	Oman to award third mobile license to local consortium, cancels tenders

MOST READ REGIONAL COMPANY HEADLINES

Saudi Aramco	China offers to buy 5% of Saudi Aramco directly
Omantel	Omantel eyes bridge loan for Zain Group deal
ADNOC	Abu Dhabi National Oil Co. is expected to issue a project bond of \$3bn
Commercial Bank of Dubai	CBD nine month Net Income AED 665 mn
Dana Gas	Dana Gas says Ops, Output in Kurdish Region proceeding as usual
National Bank of Kuwait	Fitch affirms National Bank of Kuwait at 'AA'
United Arab Bank	Tabarak Investment interested in buying CBQ's stake in UAB
Emaar Development	Emaar Development IPO scheduled for early November
Investcorp	Bahrain based Investcorp expands acquires Britain-based Kee Safety
Saudi Research and Marketing	Saudi Research and Marketing to acquire 51% in Argaam Investment Co

REGIONAL MARKETS	Last Close	YTD %	QTD %	MTD %	M-Cap (bn)	P/E (ttm)
Saudi Arabia	7,011.26	-2.8%	-3.7%	-3.7%	\$ 448.20	16.9 x
ADX	4,505.31	-0.9%	2.5%	2.5%	\$ 117.23	16.7 x
DFM	3,672.77	4.0%	3.1%	3.1%	\$ 84.94	23.7 x
Nasdaq Dubai	3,515.77	6.7%	2.6%	2.6%	n/a	n/a
Qatar	8,172.18	-21.7%	-1.7%	-1.7%	\$ 93.34	13.1 x
Bahrain	1,278.94	4.8%	-0.4%	-0.4%	\$ 20.11	7.7 x
Oman	5,066.80	-12.4%	-1.4%	-1.4%	\$ 14.22	12.2 x

DISCLAIMER: The information provided in this newsletter is for information purposes only and should not be construed in any way as business, financial or investment advice nor as a recommendation to buy, sell, or hold any particular security. Iridium Advisors believes the information in this newsletter to be accurate, but does not verify its accuracy, timeliness, completeness for any particular purpose and/or non-infringement. Iridium Advisors does not bear any responsibility whatsoever to provide any updates, corrections or changes to the information in this document, nor will it accept liability for any damages or losses in connection with the use of this document.