

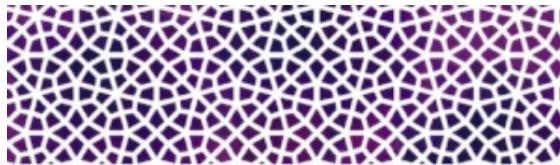


## MEIRA Newsletter

14 June 2018

[Download this newsletter \(PDF\)](#)

If you would like to collaborate in our next newsletter, contact us at [pr@meira.me](mailto:pr@meira.me)



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## Weekend reading list

- > 43 Middle Eastern companies in the Forbes' Global 2000 list. *Forbes ME* [Read more](#)
  - > Challenging the status quo of ESG investing in emerging markets. *Carlos Hardenberg* [Read more](#)
  - > Companies challenged to improve climate reporting. *IR Magazine* [Read more](#)
  - > Omantel's audacious acquisition. *Brunswick Review* [Read more](#) *Scroll down to read our interview of Omantel*
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## IR Practitioners Survey



### » 2018 IR Practitioners Survey

The "[2018 IR Practitioners Survey](#)" is open until Thursday, 20 July.

The anonymous survey assesses key career-related aspects of the IR role, such as compensation, team structure, reporting line and KPIs.

The results will be available at the **2018 MEIRA Annual Conference** on 26 September.

[Participate here](#)

## In the spotlight



### **Menon Gopinath, GM Strategic Finance, Omantel**

Omantel was voted leading corporate for IR in Oman at the 2017 MEIRA IR Awards.

*Omantel is the leading integrated Telecommunication Service provider in Oman. Last year, Omantel acquired 22% stake in Zain Group (Kuwait). We asked Menon Gopinath what were the main challenges of the deal from an IR perspective.*

#### **Q: How was the acquisition process from an IR perspective? What were the main challenges?**

*As part of our Corporate Strategy "Omantel 3.0", one of the key objectives is to become a leading digital service provider in the region and acquiring stake in Zain Group was driven by this strategy. Zain group has been known for its successful international expansion strategy and digital expertise.*

*In 2017, Omantel acquired 22% stake in Zain Group for a total transaction value of \$2.19 billion, making it one of the largest ticket acquisitions carried out in the region in recent months.*

*The transaction process was very critical and challenging from an IR perspective. As per Boursa Kuwait's regulation, the acquisition process was public and openly competitive. The listed status of the acquirer, the target, and some of target's subsidiaries introduced complex legal / regulatory consents to address while simultaneously maintaining the transaction confidentiality until the formal transaction announcement. The transaction was completed through 2 tranches over a period of 3 months and during that period, the priority was to manage investors' expectations and to ensure that the disclosures were not misleading while compliant with the Capital Market authorities (both in Oman and Kuwait).*

*The IR team worked with the M&A advisory team, the investment bankers, the communication*

*advisors and the senior management to control the dissemination of information during the transaction - starting from timing of information, frequency of information releases covering all stakeholders (from investor communities, regulators, employees especially customer facing employees), consistent messaging through well covered Q&A, conference calls, presentations, social media coverage etc.,*

*With limited IR resource, we were able to manage one of the biggest and transformational transaction with great success by successfully collaborating with all key stakeholders.*

> Omantel's audacious acquisition. *Brunswick Review* [Read more](#)

If you have any question related to IR, take the opportunity to share it with MEIRA. We will find the best person within MEIRA network to address it.

[Send your question](#)

## Events

### Upcoming Events Calendar

**2018 MEIRA Annual Conference and Awards:** 26 September (Dubai, UAE)

**IR Magazine Global Forum:** 9 - 10 October (Amsterdam, Netherlands)

**Kepler Cheuvreux IR Forum:** 14 December (Paris, France)

[Check our online calendar here](#)

### Past events



#### **MEIRA Saudi Chapter Iftar - 10 June 2018, Riyadh**

The Saudi Chapter organised an Iftar, hosted by Almarai, where members such as Sipchem, Ma'aden, STC and Argaam gathered to break the fast and catch up on the recent developments in the Saudi IR Community.

## International Conferences

### International Conferences Calendar

**UBS EMEA 1x1 Conference:** 26 - 28 June (London, UK)

**HSBC EEMEA & LATAM Conference:** 3 - 5 September (London, UK)

**DB Global Emerging Markets 1x1 Conference:** 5 - 6 September (New York, USA)

**Goldman Sachs CEEMEA 1x1 Conference: 12 - 13 November (London, UK)**

*For a complete list, contact Closir [here](#)*

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## Training

### **CIRO programme**

The Certified Investor Relations Officer programme, delivered in partnership with the London based UK IR Society, is an internationally recognised qualification in Investor Relations.

[Read more](#)

### **CIRO Calendar 2018**

- **Dubai:** 30 - 31 Oct. and 1 Nov.

[Register now](#)

**Are you looking for a bespoke or in-house training?**

[Contact us](#)

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## Members



### **Do you want to join MEIRA?**

Don't miss the opportunity to join our IR community and become a member today.

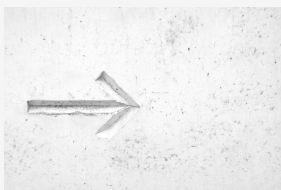
You just need to fill our [membership form](#) and send it to [info@meira.me](mailto:info@meira.me) in order to finalise the process.

We look forward to welcoming you!

[Membership form](#)

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## Recruitment



### **MEIRA is recruiting!**

We are looking for a part-time Executive Assistant to join the MEIRA team asap. If you are interested, email your CV to [careers@meira.me](mailto:careers@meira.me).

[Download the offer](#)