

Investor Relations Workshop

Welcome Remarks

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IR Oman Chapter

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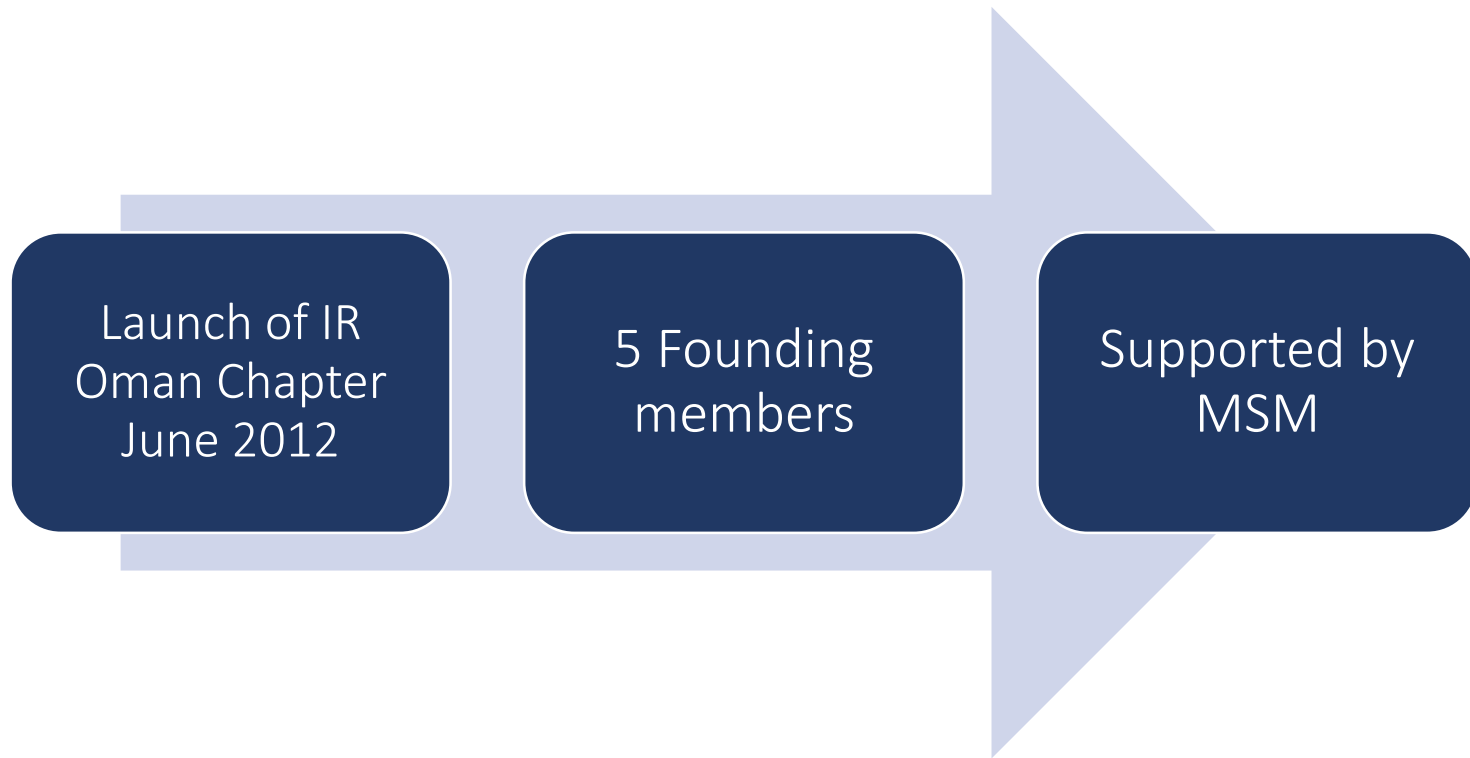
Contents

- > History of Oman Chapter
- > Growth
- > Achievements
- > Future Outlook



History of the Oman Chapter

History



- > Founding members consist of Bank Muscat, Ooredoo (Previously Nawras), Omantel, HSBC, & Renaissance Services
- > The Chapter enjoys wide support by MSM, CMA, & potential members
- > The Chapter aims at improving capital markets efficiency & promote best practices in IR



Chapter growth



Chapter growth in Oman/ Benefits of Joining MEIRA

- > Oman Chapter witnessed positive & consistent growth
- > Increased member engagement through chapter meetings and other initiatives
- > Higher level of IR understanding



Benefits of MEIRA & Chapter

- > Access to a wide range of IR platforms, best practices, & events
- > Networking with IR professionals
- > Annual Conference: Largest dedicated IR event in the MENA
- > Education & certification
- > More transparency & improved disclosure standards



Achievements

Chapter Achievements

- > MOU signing between MSM & MEIRA in December 2017
- > Milestone for Omani IR standards
- > Time for Oman to take the center stage in attracting foreign investments
- > Cements Oman's stance as a proactive & transparent economy



MSM issues 1st circular on IR

- > MSM issued its first IR circular in April 2019, highlighting the importance of IR, & recommending that listed firms assign an IR person
- > Not a Burden on companies but should be looked at as a window of opportunities
- > IR will open doors for companies to access capital markets, improve corporate governance, & lower funding cost in the long run



Future Outlook

Future Outlook

MEIRA & the Oman chapter have set ambitious goals in the near future:

- > Increase IR awareness among Omani companies
- > Increased MEIRA & chapter members
- > Robust disclosure standards & accuracy
- > Agility in adapting to global IR changes
- > Be an IR pioneer in the region



Q & A

Workshop on IR Circular Compliance and GCC Examples

John Gollifer, MEIRA General Manager

MARKET OVERVIEW

Markets with a current IR regulation in the Middle East



UAE

- > Year: 2015
- > Appoint an Investor Relations Officer
- > Create an IR section in the corporate website
- > Publishing disclosed information and statements, together with other statements about the company and shareholders' rights
- > Publishing investor presentations



Qatar

- > Year: 2019 (to be implemented in October)
- > Appoint an Investor Relations Officer
- > Create an IR section in the corporate website
- > Hold at least one investor call conference
- > Submit an annual report to Qatar Stock Exchange



Oman

- > Year: 2019
- > Appoint an Investor Relations Officer
- > Create an IR section in the corporate website
- > Take part in all IR workshops organized by MSM and MEIRA
- > Get your CIRO Certification

Saudi Arabia and Kuwait are also planning to regulate the IR function with similar requirements

IR IN PRACTICE

- > IR Search – Internal or external?
 - > Management commitment
 - > Reporting line
 - > Training and development
 - > KPIs
-

6 Cs of Success



TESTIMONIALS

Emirates NBD have benefited from an active Investor Relations department as evidenced by consistent support and involvement by the C-suite. The Investor Relations department provides a continuous touch point for the Rating Agency, Analyst and Investor community. Emirates NBD benefit as the IR team of five gain a broad exposure to all parts of the bank and numerous external counterparties. MEIRA also add tremendous value by helping keep the IR community up to date on latest developments, providing training opportunities and also the regular opportunity to interact socially with fellow IR professionals.

Patrick Clerkin, Head of Investor Relations, Emirates NBD

At Arabtec, Investor relations plays a key strategic role alongside the management team to communicate the company's strategic roadmap and ensure visibility on the current and future sustainability of the Group. In tandem, IR reports on key messages from the investment community to the Management Team and Board for consideration during strategic business planning.

The Investor Relations function in Arabtec has been key in providing our investment community with timely, transparent and accurate business and financial information on the company and its developments. Through our presentations and publications we collate and report financial, strategic and operational data from across our business on a quarterly and annual basis.

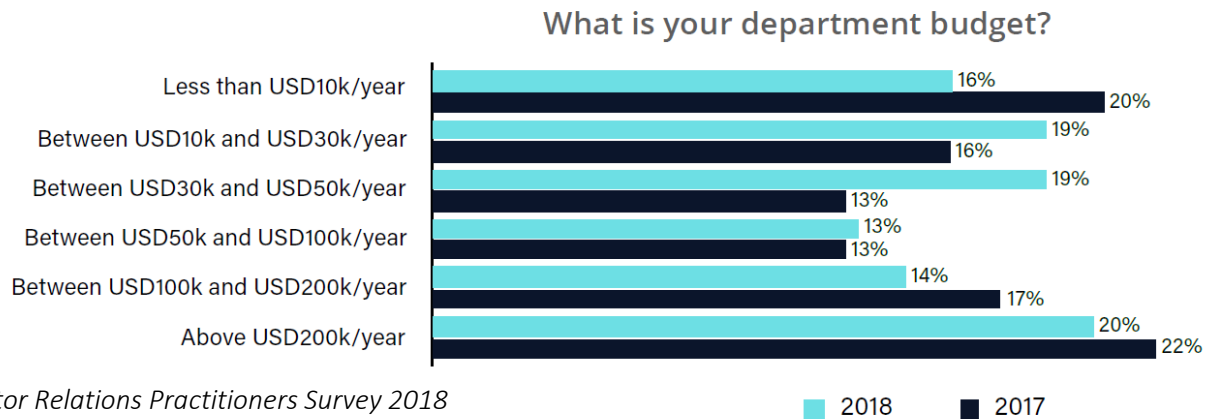
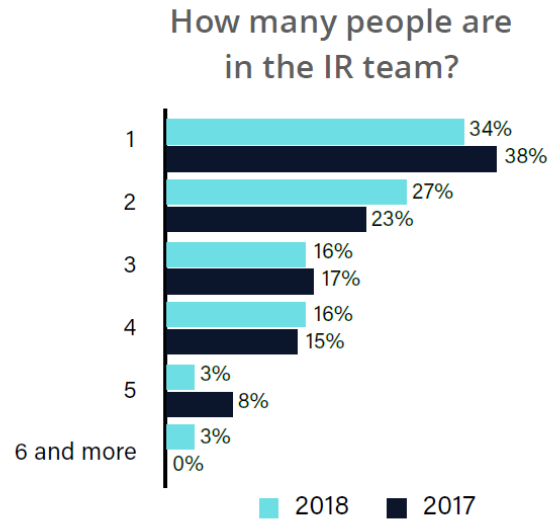
During Arabtec's Recapitalisation Programme, the IR role became fundamentally crucial to ensure we properly informed our shareholders of the process through simplifying our messaging in order to address a vast array of shareholders, from retail investors to funds and beyond. Diversifying communication channels enabled us to educate our stakeholders and ensure an open line of communication with the company by making IR accessible, which improved investor sentiment and supported us in increasing analyst coverage.

We continue to expand our communication platforms to reach all our stakeholders, whether through our dedicated IR website or our IR mobile application which replicates our disclosures from the Dubai Financial Market, as well as feature our publications, financial statements and the necessary tools to enable our shareholders and potential investors to make informed investment decisions.

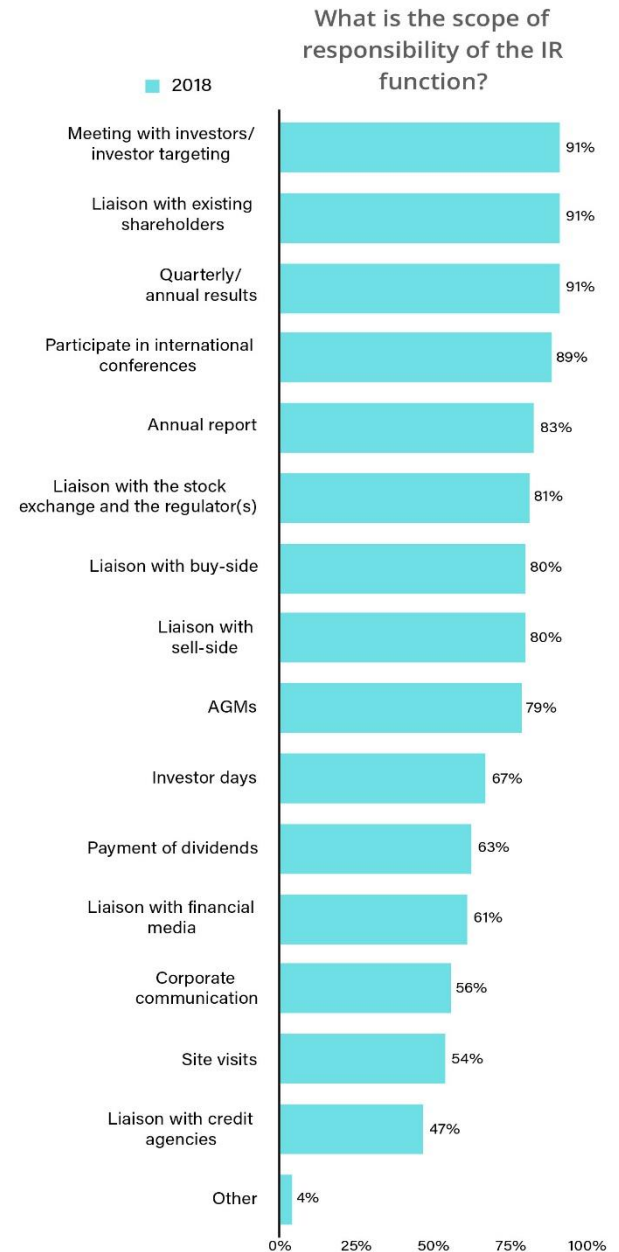
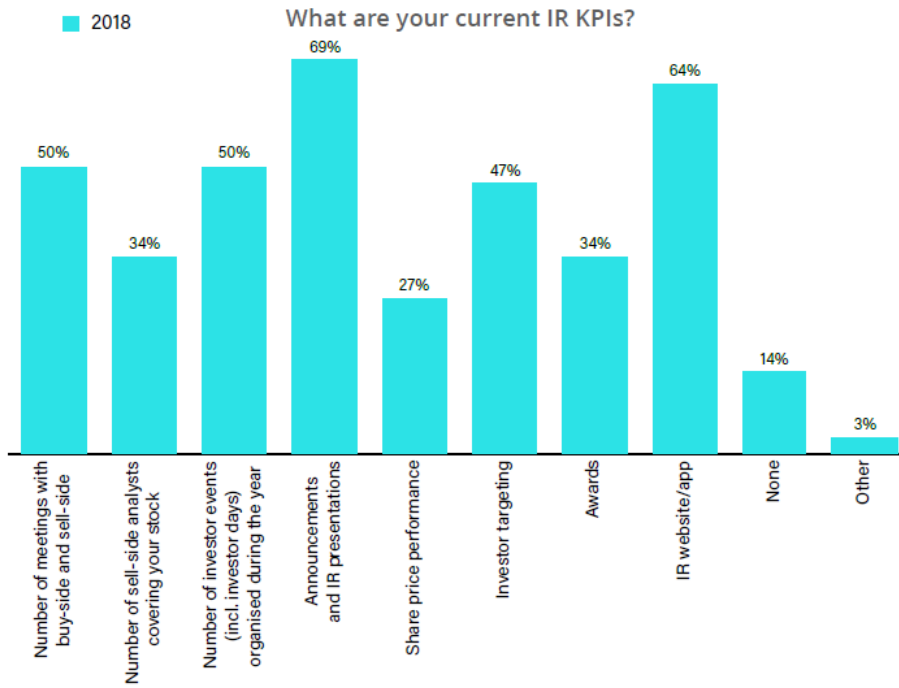
Sarah Shadid, Head of Investor Relations, Arabtec

KEY STATISTICS

Structure and size of the team



KEY STATISTICS



Source: Middle East Investor Relations Practitioners Survey 2018

IR WEBSITE

Having a dedicated IR section in the corporate website is essential for any listed company. This section should, at least, contain the below details

IR contact details

Investor Enquiries

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Investor Relations

Patrick Clerkin

Head of Investor Relations

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Investor Presentations



FAB Analyst & Investor Day 2019

Presentation

Investor Presentation

2019

2018

2017

2016

Archive

Announcements



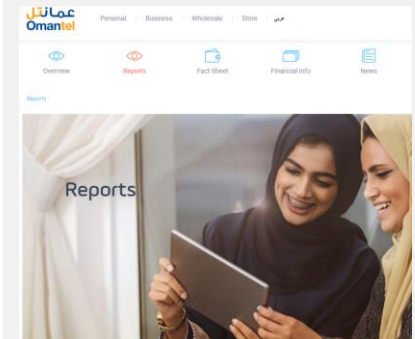
Throughput
Announcements

[FIND OUT MORE](#)

Regulatory
Announcements

[FIND OUT MORE](#)

Annual Reports



Annual reports



Find out more about Ooredoo's financial and strategic direction by downloading this detailed report.

Q & A

For more information, visit meira.me

or contact:

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Open Forum Discussion

- > Rashad Ali Al Dohh, MEIRA Oman Chapter Head and Head of IR, Bank Muscat
- > Alicia Gallego Martinez, Marketing and Communications Manager, MEIRA
- > John Gollifer, General Manager, MEIRA
- > Syeda Tabinda Bukhari, Marketing Specialist, MSM