



MEIRA Newsletter

28 March 2019

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If you would like to collaborate in our next newsletter, contact us at pr@meira.me

Weekend reading list

- > Index providers propel Saudi stocks on to centre stage. *Financial Times* [Read more](#)
- > What are green bonds and how 'green' is green? *Bloomberg* [Read more](#)
- > How technology is changing the everyday lives of IROs. *IR Magazine* [Read more](#)
- > Making your sustainability programme a success. *Emperor* [Read more](#)
- > When growth is limited, the focus will be on efficiencies and cost. *Zawya* [Read more](#)

MEIRA Updates



Rayan Al Karawi appointed as new MEIRA Board Member

Following the MEIRA Board Meeting held on 13 March, Rayan Al Karawi has been appointed as MEIRA Board Member. He is the Head of IR at Zain KSA and a Founder and Chairman of MEIRA Saudi Chapter. Rayan's experience and background will contribute to driving forward the Association in the Middle East.

Commenting on his appointment, Rayan said: "It is an absolute honour to have been chosen to join the MEIRA Board, our efforts over the years have prospered and we are confident that we will do more in the future, as evident in the rapid growth of the MEIRA Saudi Chapter and the increased interest of international investors in the region. We are at the cusp of great market change given capital market development is part of a bigger vision for regional growth."



Notes from the GM

Where will you be on 25 September 2019? It's MEIRA Annual Conference time and Alicia, your Marketing and Events Manager, among her many other roles, has been scouring the market for the best possible venue.

We've found it and we're delighted to announce that the 2019 MEIRA Annual Conference and Awards Dinner will be at W Dubai - The Palm or Escape to Palm JuMEIRAh! It's just opened, is aptly called The Escape and is all ready to host another big MEIRA Conference and Awards Dinner.

Do please join us at what is an iconic meeting place of the old Dubai, with clever visual references to the historic citadel by the sea, as well as the souks and the sand. It's also new Dubai - bold, contemporary, uber chic with celebrity chefs and that special balmy Middle Eastern atmosphere with magical décor to match - can't wait, who wouldn't wish to be there?!

Now that we've got the ball rolling in earnest for the MEIRA Annual Conference, we'll be updating you as we make progress with the exciting IR programme. Should you have any ideas for content, do please let us know and we'll run these by the Events Committee, charged with producing an even bigger and better MEIRA Annual Conference this year. IR is a broad subject and there is no better example to make you think than contemplating the very present impact of climate change on business and investment. The world is changing and not always for the better. We should think very hard about what sustainable means. What will your business be like in 50 years' time, what will the world look like in 50 years' time?

I was fortunate to participate in a roundtable discussion, hosted by FAB, in Abu Dhabi last week. The topic was climate-related disclosures and the meeting left me with the following thoughts, somewhat random but food for thought:

> The Global Reporting Initiative and other initiatives, like the Task Force on Climate-related Financial Disclosures and the UN Global Compact, that I have come across in other markets, are a useful starting point.

> While the risks are all around us, we should also consider the opportunities, not least business opportunities for new ideas, new products and sustainable solutions - it's easy to feel overwhelmed, if not exasperated!

> If the aim has to be net zero carbon emissions by 2050, where do we start? How about a common language and less acronyms that we can all understand: CDP; CRC; ESG; GHG; GRI; SRI; TCFD; TGIT; WRI; WWF - these were just some mentioned in our hour-long discussion!

> What do your investors think, what do they expect from you, how do you collect useful data, not just financial metrics, measure it year-on-year and make sure it's good, reliable data that the business can use - ultimately, who should be responsible for this disclosure and reporting, if not your C-suite and Board of Directors?

> Where does IR begin and end, whose narrative is it anyway and for whom - what's the purpose from a business, environmental, social and governance perspective?

These are indeed big questions for even bigger issues - climate change is real - so let's get curious and start asking questions, shall we? At the same time, let's remain optimistic, particularly if we plan to be around in 50 years' time. Do please get in touch, let's engage and we look forward to meeting you soon - so much to talk about, so much to do, we need the power of the majlis, the power of conference time!

Best wishes,

John Gollifer
MEIRA General Manager

Events

What's coming?



SEMINAR: IMPORTANCE OF IR FROM LOCAL FUND MANAGERS PERSPECTIVE

**17 April - [Importance of IR from local fund managers perspective \(seminar\)](#) -
Kuwait City, Kuwait**

The MEIRA Kuwait Chapter, in collaboration with Bursa Kuwait, is organising an awareness seminar titled "Importance of IR from local fund managers perspective". The event, which is taking place on 17 April, will welcome reputable local fund managers who will share their thoughts about how to enhance the communication between the buy-side and the IR teams. The session will also include a presentation from Instinctif Partners which will share useful tips to deploy and enhance IR toolkits.

Agenda and invitation will be shared soon



CONFERENCE VENUE: W DUBAI - PALM JUMEIRAH



We are delighted to announce that the 2019 MEIRA Annual Conference and Awards Dinner will take place at the W Dubai hotel located at the exclusive Palm Jumeirah. W Dubai opened its doors in February 2019 and it is located in the west crescent of Palm Jumeirah.

With a stunning design, the W Dubai pays tribute to the Middle Eastern culture by introducing subtle elements that remind us of

the local and traditional customs. The main lobby area, called Citadel, is inspired by the old souks and cities where the ancient citizens lived while the giant W sign in the garden is patterned to resemble an evaporated desert river bed.

Don't miss the opportunity to attend the 2019 MEIRA Annual Conference & Awards Dinner this year and join us at the W Dubai for a memorable IR day together!

Preferred rates will be available soon

[Discover more here](#)

Past Events

27 March - Index upgrade and its implications for IROs (seminar) - Riyadh, Saudi Arabia

Yesterday took place the MEIRA Saudi Chapter IR Breakfast in collaboration with Bloomberg. The session was attended by a total of 25 delegates from top listed companies in the Kingdom who had the opportunity to discuss how the index upgrade affects the IR function and what how to be prepared for the increased expectations from the investment community. On this occasion, our reputable panellists were Rayan Al-Karawi, Investor Relations Director, Zain KSA,



MEIRA Saudi Chapter Chairman and MEIRA Board Member, Ahmed R Khan, CFA, FRM, Head of Buy-Side Research, HSBC and Aqib E. Mehboob, Senior Analyst, Saudi Fransi Capital. The panel was moderated by James Coyle, Senior Account Manager, Bloomberg.

Some takeaways from the session:

- Index upgrades in the Kingdom will open a new pool of investors and will diversify the market but will also increase the expectations from listed companies and ultimately, from their IR teams.
- Transparency and disclosure will be essential in order to maintain sustainable growth and be able to benefit from the index upgrades in the Kingdom and in the overall region.
- Although the largest companies will be the main one driving these changes in the market, small-mid companies will also benefit as a rising tide lifts all boats.

2019 Calendar of Events

MEIRA Abu Dhabi Chapter Meeting: 16 April (Abu Dhabi, UAE)

MEIRA IR Seminar - Importance of IR from local fund managers

perspective: 17 April (Kuwait City, Kuwait)

Middle East Investment Summit: 23 - 24 April (Dubai, UAE) *Discounted rates for MEIRA members*

MEIRA & Moodys Workshop - Demystifying credit rating for listed companies: 24 April (Riyadh, Saudi Arabia)

AFE Annual Conference 2019: 23 - 24 April (Cairo, Egypt)

MEIRA Bahrain Chapter Launch and IR Awareness Seminar: 29 April (Manama, Bahrain)

2019 MEIRA Annual Conference & Awards: 25 September (Dubai, UAE)

[Check our online calendar of events](#)

International Conferences

International Conferences Calendar

UBS EMEA Corporate Days: 10-11 April (Singapore, Singapore)

Morgan Stanley EEMEA Conference: 14-15 May (London, UK)

BAML Emerging Markets Debt & Equity Conference: 28-31 May (Miami, USA)

HSBC GEMs Investor Forum: 10-12 Jun (New York, USA)

HSBC GEMs Investor Forum: 4-6 Sep (London, UK)

EFG Hermes 9th Annual London Conference: 9-12 Sep (London, UK)

Arqaam MENA Conference: 23-24 Sep (Dubai, UAE)

Goldman Sachs 7th CEEMEA Corporate Days: TBC Sep (Frankfurt, Germany)

Goldman Sachs 11th CEEMEA 1x1 Conference: 11-12 Nov (London, UK)

UBS GEM Conference: 3-4 Dec (New York, USA)

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

In the spotlight



Omar Darwazah, MEIRA Board Member, General Partner and CFO at Arab Angel Fund

Q: Why should anyone consider joining MEIRA?

MEIRA brings the best in class to IR professionals and executives in the region by offering a great platform to keep up with IR best practice, further one's professional development and to network amongst peers in the industry.

Q: What will the regional market and IR look like in 3-5 years' time?

The region sees incremental improvement in IR practice every year. In 3-5 years' time, we should start to see IR functions at companies in the region be on a par with their peers in the US and Europe.

Q: Are there any other thoughts or special stories, personal, professional, IR-related or otherwise that you would like to share with the MEIRA audience?

MEIRA was instrumental in recognizing my efforts as former IR Director for Orascom Construction Industries (OCI) when it was listed in Cairo. For four consecutive years, I was awarded the best IR in Egypt as well as being part of the best IR team for Crisis Communication. MEIRA was instrumental in helping to catapult my IR career, as well as recognizing and celebrating my IR leadership at OCI. This external validation, based on the long-running Extel Surveys from both Buy-side investors and the Sell-side, helped to provide an impetus for career advancement within the company. I urge you all to make the most of MEIRA membership!

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 2019

- **Abu Dhabi:** 25 - 26 - 27 June
- **Dubai:** 29 - 30 - 31 October

[Register now!](#)

**Introduction to IR
Calendar 2019**

The Introduction to Investor Relations course

This one-day course provides an introduction to financial markets, Investor Relations and the financial environment in which Investor Relations professionals work.

[Read more](#)

• Abu Dhabi: 25 June

• Dubai: 29 October

[Register now!](#)

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

[Contact us](#)

Members

**We are delighted to count on the support of our new member:
(21 - 28 March period):**



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 in order to finalise the process.

We are looking forward to welcoming you!

[Membership form](#)

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About Middle East Investor Relations Association

The Middle East Investor Relations Association (MEIRA) is an independent non-profit organisation dedicated to promoting the Investor Relations (IR) profession and industry standards in corporate governance. The mission of MEIRA is to enhance the reputation, efficiency and attractiveness of the Middle East capital markets.

This involves a commitment to fostering increased dialogue among its members and to encourage them to share and adopt best practice techniques within the field of IR. In partnership with stock exchanges, regulators and other market participants, MEIRA supports companies through its professional development and certification programmes as well as its membership community and network of country chapters.



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Middle East Investor Relations Association

Office 18, Floor 7

Sheikh Rashid Tower, DWTC

PO Box 9576

Dubai, United Arab Emirates

info@meira.me or +971 (0)4 309 7034

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