



The winner receiving the Grand Prize

Zain announces Khalid Al Saleh winner of Grand Prize

Zain, the leading telecommunications company in Kuwait, announced the winner of the Grand Prize in its "Pay Online and Win" draw that saw a weekly postpaid winner of four valuable prizes when paying their bill using Zain's website or app.

Zain concluded the campaign by announcing Khalid Saleh Essa Al Saleh winner of the Grand Prize in the final draw, which includes iP-

hone 7, iPhone 7 Plus, Touch Hot-spot LTE-A with free 1.5 TB Prepaid Internet line valid for 3 months, and a PlayStation 4 (1 TB).

The campaign was concluded with 8 winners of valuable prizes across the past 8 weeks. Post-paid customers got one chance to enter the draws for every KD1 paid through Zain's digital channels, including the company's website (pay.kw.zain.com) and

Zain's app available for iOS and Android.

Zain launched this exciting promotional campaign to reinforce its leadership position and its pledge in offering the best products and services to meet its customers' personal and professional telecommunications needs, who are considered Kuwait's biggest family of subscribers.

Rating supported by company's strength in recurring cash flows by its major ops

KFH Capital affirms Al Mazaya share fair value at 170-175 fils

KUWAIT CITY, Feb 1: KFH Capital has affirmed Al Mazaya Holding's share fair value range at 170-175 Kuwaiti fils. The rating, mentioned in an official report issued by KFH Capital recently, is based on the robust growth potential of Al Mazaya's current investments, now centered in Kuwait, UAE, Saudi Arabia, Oman, Bahrain and Turkey. The rating is supported by the company's strengths in recurring cash flows generated by its major operations, mainly those in areas of real estate.

As per the report, KFH Capital's rating reflects Al Mazaya Holding's 2016 performance and the future outlook over the next three years in a conservative way that takes into consideration only the profits the company reaps through projects that are now under construction. This excludes the new enterprises that the company is planning to develop, including, for example, the Al-Sharq Project in Kuwait, although the plot has already been purchased by the company and the design and process layout work already started. This is in addition to the Q-Line Project in the United Arab Emirates; their design and layout works have already been completed in preparation for the execution stage.

The strength of the company's share is attributable to its ability to increase its total profits over the coming three years, according to the report.



Photo shows Al Mazaya projects

The company's overall net profits are predicted to rise in 2018, 70 percent of which shall be generated by rental returns especially when the delivery of real estate projects is approaching the final stages. This advantage places Al Mazaya Holding among top regional companies that boast high cash flows

and considerable operating revenue streams.

The report underlined the strengths currently boasted by the company and over the coming three years, including the diversification the company has achieved within the asset base and revenue streams. While revenue streams

are real estate-related, they are diversified by geography, varying between developed-for-sale and rental properties. This mitigates operating risks and ensures good growth prospects for real estate assets. The company's high net profits and cash generation have been hailed as well.

DIB appoints banks ahead of potential sukuk sale: sources

DUBAI, Feb 1, (RTRS): Dubai Islamic Bank, the largest sharia-compliant bank in the United Arab Emirates, has appointed banks ahead of a potential benchmark-sized US dollar sukuk sale, banking sources familiar with the situation said on Wednesday.

The group of banks arranging the deal includes Bank ABC, Boubyan Bank, Emirates NBD, HSBC, Maybank, National Bank of Abu Dhabi, Sharjah Islamic Bank and Standard Chartered, the sources said, speaking on condition of anonymity because the information is private.

Dubai Islamic Bank did not immediately respond to an emailed request for comment.

The planned Islamic debt issuance would come at a busy time in the Gulf Cooperation Council debt capital market, as banks, sovereigns and corporates tap international funds to replenish their coffers and improve liquidity, which has been squeezed by low oil prices.

After an issue in January by Bahrain's Gulf International Bank, the

UAE's Bank of Sharjah recently mandated Bank ABC, Emirates NBD, JP Morgan and National Bank of Abu Dhabi to arrange fixed income investor meetings for a potential senior unsecured five-year international bond.

Kuwait's Equate Petrochemical announced on Wednesday the dates of a series of investor meetings ahead of a potential sukuk issue, while Abu Dhabi, Kuwait, Oman and possibly Saudi Arabia are among the regional sovereigns expected soon to raise dollar-denominated debt.

DIB's sukuk, expected to be upwards of \$500 million, is likely to be a five-year deal, said one of the bankers. The timing of the issue has not been decided yet, but the Islamic bond could hit the market next week, said the same banker.

DIB's latest sukuk was a \$500 million five-year issue in March last year which offered a 3.6 percent profit rate. The bond, part of a \$2.5 billion sukuk programme, was listed on the Dubai Financial Market and the Irish Stock Exchange.

Commemorative gift to the people of Kuwait: Al-Mattar

NBK launches a National song

KUWAIT CITY, Feb 1: On the occasion of Kuwait's anniversary of independence and the anniversary of liberation, National Bank of Kuwait (NBK), in another first-of-its-kind initiative, launched a special musical production presented as a commemorative gift to Kuwait.

Titled "Baqoon", the national production, consists of a series of tableaux that depict the social responsibility carried by Kuwait. The song is revealed on Al Rai and Kuwait TV stations as well as in cinemas. Social media followers can watch the song through NBK social media channels on YouTube NBKGroup and Facebook NBK-Group or Instagram @NBKGroup and Twitter @NBKpage. Special competitions are held with valuable prizes for NBK social media followers.

It's worth mentioning the participation of Kuwaiti swimming champion Fai Al-Sultan and world champion in free skydiving Osama Najaf in this national production. Both heroes reflected the cultural progressive side of the country. Also, to be noted the efforts of the Ministries of Interior, Defense, the Red Crescent Society and many other partners who also had a remarkable contribution in this initiative.

Manal Al-Mattar, NBK Public Relations Assistant General Manager said: "This unprecedented musical work featuring numerous cultural, community and social activities and charities carried by Kuwait is performed by the famous Kuwaiti singer Abdullah Al-Rewashed as a commemorative gift



Manal Al-Mattar

for Kuwait and to raise awareness towards social responsibility and to encourage youth to volunteer."

"The unprecedented National song is a piece of art that is rich in connotations and invokes remarkably vivid community-related associations. It will be a part of NBK's social program on the occasion of National Day that includes a host of activities and functions that highlight the spirit of the celebration," Al-Mattar added.

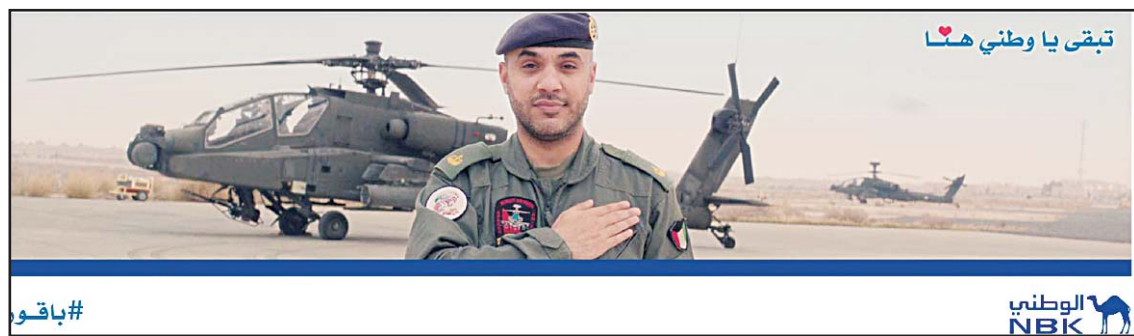
NBK reinforced its position as a lead contributor to the development of the Kuwaiti society through its commitment to corporate social responsibility.

Equate to start sukuk roadshow

DUBAI, Feb 1, (RTRS): Kuwait's Equate Petrochemical, a joint venture between Petrochemical Industries Co and Dow Chemical Co, will start investor meetings on Feb 5 ahead of a potential sukuk, according to a document issued by the banks arranging the deal seen by Reuters.

Meetings will start in Abu Dhabi and will continue in London on Feb 6 and 7, in Hong Kong on Feb 9, Singapore on Feb 10 and Kuwait City on Feb 12.

The potential Islamic debt sale, part of a \$2 billion sukuk programme, will be arranged by Citi, HSBC, JP Morgan, KFH Capital and NBK Capital as global coordinators and bookrunners, with Mizuho, MUFG, National Bank of Abu Dhabi and SMBC Nikko joining as joint bookrunners.



National Day song PL



(Top): Rasha Al Roumi and flight and cabin crew. (Above): the new Boeing 777-300ER aircraft — 'Kathma'.

AI offers both opportunities and challenges

Fintech having huge impact on finance industry

By Yacoub Husein Nuseibeh, CFA
Member of CFA Society Emirates, previous CFA Society president

Fintech is having a huge impact on the finance industry, with artificial intelligence (AI), machine learning, data analytics and blockchain, all changing the way the industry works. The rapid pace of development and expected adoption of fintech technologies has led many industry experts to believe that the finance profession has peaked and that there will be the need for fewer finance professionals going forward. Although this is a very bold statement, there are varieties of reasons that point to this being the case.

The foremost factor is blockchain technology (also known as Distributed Ledger Technology) and its potential seismic impact on financial transactions across the globe. Blockchain technology has started sweeping the different areas of transactional finance, such as clearing, settlement, payments and execution. Slowly, many market leaders and exchanges are investing in this tech-

nology because it is secure, extremely efficient and saves costs by eliminating a lot of back office and operations staff who manually reconcile transactions and conduct investigations. But it is not only blockchain being adopted by organisations, AI has started being employed in current processes to learn about all the reasons for mismatched transactions and then provide solutions to eliminate such errors. Therefore removing manual tasks and eliminating the need for many back office professionals.



Nuseibeh

Secondly, although it is still in its infancy, we know that there are many algorithmic trading systems used around the world in different streams of asset management. Although some of them have proved to be highly successful, the rapidly changing market environment

means that one strategy cannot always be successful. With AI, data scientists are able to create smart machines that keep refining (learning) from the new additional data that is available or sub-optimal outcomes and devising better strategies. This is clearly impressive but what is even more astounding is that this happens in very quick speed rather than the days or months required for manual changes in strategy.

While many companies will keep these revenue generating models for themselves, we have started seeing investment managers using AI in financial retirement companies like Charles Schwab and Vanguard Group, as well as other investment advisors such as Wealthfront and Betterment. Most online AI tools ask individuals a few questions to find the strategy that best fits their needs and risk profiles, they then offer a smart product that is not static and is able to quickly change its strategy given market news or financial results. This is far more pragmatic and quicker than the services of any financial advisor.

Carrier maintains delivery schedule for total of 10 new Boeing 777-300ER

Kuwait Airways third aircraft arrives

KUWAIT CITY, Feb 1: Following the arrival of its first two Boeing 777-300ER aircraft, in December 2016 and January 2017, Kuwait Airways, the official national carrier of the State of Kuwait, has welcomed the arrival of the third of 10 aircraft on order, landing at Kuwait International Airport (KWI) at 16:30 hours local time, on Tuesday.

Sporting Kuwait Airways' new livery and branding, the third wide-bodied, "Extended Range" aircraft has been named "Kathma" — following the theme of naming the new aircraft after place names in the country. Kathma is a town situated just North West of the capital, Kuwait City.

The new Boeing 777-300ER will enter service within the week and will be immediately deployed on some of Kuwait Airways' most popular, long-haul routes, including: New York, London, Paris and Rome; with other routes — namely to the

airline's Far East destinations — to have use of the new aircraft sometime during the upcoming Summer Schedule.

The arrival of the third aircraft matches the schedule outlined between Kuwait Airways and Boeing to have all 10 aircraft delivered and in commercial service before the end of Q3 2017.

Kuwait Airways' "Transformation Strategy", as revealed in September of last year, is the driving force behind the many changes and fleet additions being seen at the airline, over the last few months; additional fleet acquisitions with Airbus — 10 A350 and 15 A320neo aircraft — will also be part of a 35-strong fleet of brand new aircraft. The Airbus aircraft are set to start delivery in 2019. With these new additions, Kuwait Airways' claim is that it will have the youngest commercial airline fleet, in the world, by 2021.

"The ongoing progress we have

been witnessing at Kuwait Airways, in recent months, is something of great pride that we want to share with the Kuwaiti people and the nation as a whole.

These new fleet acquisitions are part of the bedrock of our new philosophy and commitment to see the official national carrier of Kuwait continue to grow market share, passenger numbers and regain its place as a competitive regional player in the aviation sector," said Rasha Al Roumi, Chairperson and CEO of Kuwait Airways.

"I would like to take this opportunity to thank all the stakeholders — and true patriots of Kuwait — who continue to offer their unwavering support for Kuwait Airways' ambitions; a mission that will reassert a sense of pride in the official national carrier, as well as the country's international standing in both the aviation and travel communities," Al Roumi added.