

Arqaam Capital MENA Investor Conference 2025

From Vision to Value Creation: Navigating MENA's Market Transformation

BALLROOM

08:30 - 10:30

Registration, Welcome Breakfast & Networking

10:30 - 10:45

Welcoming Speech

11:00 - 11:30

**GCC Macro update
Navigating Turbulent Waters**

- Global Macro update following US Tariff Changes
- GCC economic outlook amid global macro shifts
- Individual update by GCC country including sovereign rating.

11:30 - 12:00

The Abu Dhabi Vision

- Exploring Abu Dhabi's long-term economic diversification strategy
- Positioning Abu Dhabi as a global financial centre
- Sustainability, tech, and talent

12:00 - 12:30

**Abu Dhabi AI and Data Centres expansion:
Driving Catalyst for Power, Gas, and Industrial Stocks**

- AI infrastructure as a new demand engine for utilities
- Energy efficiency and data center co-location dynamics
- Investment themes in digital transformation and industrial capacity

AL FAHIDI ROOM

12:00 - 12:30

Options as a tool to optimize and hedge portfolios, strategic holdings, and investments. (Issuers only)

- Using derivatives to manage market and commodity exposure
- Hedging strategies for strategic and long-term holdings
- Integrating options into treasury and capital allocation decisions

12:30 - 13:30

Private Lunch: Challenges and Solutions in Trading MENA, for Hedge Funds

- Liquidity challenges in Equities and Futures across GCC exchanges
- Regulatory and Logistical constraints in the Stock Loan regimes
- Strategies for increasing allocations in IPO's and ABB's. NIN vs SWAP.

AL HOSN ROOM

11:00 - 11:30

Recipe for success, IPO readiness key elements

- Operational and financial restructuring pre-IPO
- Governance and regulatory compliance for listing
- Crafting an equity story that resonates with institutional investors

11:30 - 12:00

**VC Majlis
The evolving landscape of the VC industry in MENA. What is next for VCs?**

- Fundraising Challenges in MENA
- Opportunities to Scale from MENA to the World
- How the VC Industry in MENA Needs to Evolve

12:30 - 13:30

**Private Lunch - A Crypto Update
- U.S. Regulatory Shifts & Global Crypto Markets. UAE vs. U.S. as Crypto Hubs**

- Mining, ESG & Sustainability. A review in light of global scrutiny and the UAE's innovation agenda
- Institutional Interest & Forecasting bridging capital markets with emerging digital ecosystems, tokenization of listed companies.

12:30 - 14:00

LUNCH BREAK

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14:30 - 15:00

IPO Playbook: Lessons from the C-Suite

15:00 - 15:30

Regional Debt Market - Growth, Sukuk, Corporate Bond Issuance, Investor Appetite, Liquidity Dynamics.

- Rise of corporate debt issuance in local currency.
- Sukuk market evolution and investor demographics.
- Liquidity challenges and secondary market depth.

15:30 - 16:00

"Higher for Longer or Turning Tide?" Global Rates and MENA Issuance Strategies

- USD Issuance Timing in 2025
- Global Rate Trajectory ("Higher for Longer?")
- Geopolitical & Trade War Impacts on MENA Issuers

AL FAHIDI ROOM

14:30 - 15:00

Tabadul Workshop: Discovering Crossborder Trading Opportunities

AL HOSN ROOM

14:30 - 15:00

Sector-focused session: Industrials

- Manufacturing localization and policy incentives.
- Global supply chain realignment opportunities.
- Capex cycles and their link to oil-driven liquidity.

15:00 - 15:30

Sector-focused session: Telcos

- 5G monetization and infrastructure sharing models.
- Telecoms as digital enablers in national visions.
- M&A and regional consolidation outlook.

15:30 - 16:00

Sector-focused update: Consumers Goods

- Shifting consumer patterns and e-commerce integration.
- Brand localization and pricing power in inflationary times.
- Capital markets access for consumer-facing businesses.

16:00 - 16:30

Sector-focused update: Healthcare

- Assess regional healthcare growth drivers
- Spotlight high-performing subsectors: pharmaceuticals, diagnostics, and digital health.
- Identify investment opportunities driven by policy reform, IPO pipeline, and M&A activity.

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AL FAHIDI ROOM

08:00 - 08:55

Registration, Welcome Breakfast & Networking

08:55 - 09:00

Welcoming Speech

09:00 - 09:30

Sector-focused session: Financials

- Rising interest rates and NIM expansion opportunities.
- Fintech disruption and open banking integration.
- Capital adequacy and regional Basel III developments.

09:30 - 10:00

An update on Vision 2030 & Implications of Low Oil Prices

- Impact of Sustained Oil Price Volatility on Market Confidence. Diversification Imperatives in the Post-Oil Narrative.
- Attractiveness of Saudi Markets to Global Capital. Future of Listings and the IPO Pipeline in a Lower Oil Price Environment.
- How is Saudi Arabia positioning itself to benefit from relatively low US tariffs?

10:00 - 10:30

IPO Playbook: Lessons from the C-Suite

11:00 - 11:30

Strengthening Market Confidence: The Role of Sell-Side Research, Liquidity Provision and Investor Relations

- Deepening coverage and visibility through coordinated sell-side research and IR engagement.
- Market making and liquidity provision as enablers of price discovery and investor participation.
- Strategic IR as the bridge between issuers, investors, and intermediaries in capital markets.

11:30 - 12:00

Unlocking Capital with MSCI Indexes and ESG Ratings

- How MSCI index inclusion and ESG ratings shape global capital flows—and why they matter for emerging markets.
- The direct link between strong ESG scores and lower cost of capital through increased investor confidence.
- Practical steps IR teams can take to improve index visibility and align with ESG-driven investment criteria.

12:00 - 12:05

Keynote

12:05 - 12:25

From Frontier to Focus: Driving Billions to Oman's Emerging Market Ambition

- Oman's macro transformation and fiscal turnaround
- Key sectors poised for FDI and equity inflows
- Role of MSX and market reforms to attract capital

12:25 - 13:00

Unlocking Oman's Energy and Capital Potential

- Energy value chain expansion: LNG, gas, and downstream growth
- Capital inflows driven by diversification and regulatory reform
- Oman's macro shift attracting rising global investor interest

08:00 - 08:55

Private Breakfast: Energy, Oil & Gas Outlook

- Upstream investment trends amid ongoing price volatility
- Gas diplomacy and cross-border energy infrastructure
- OPEC strategy and its implications for regional producers
- Decarbonization pathways across the energy value chain

13:00 - 14:00

Hedge Fund private lunch: Options as a tool to optimize and hedge a portfolio. For buy-side only.

- Buy-side strategies for portfolio insurance
- Enhancing yield through structured derivatives
- Managing geopolitical and sector-specific risk exposures

13:00 - 14:00

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14:00 - 14:20

Real Estate Market. Institutional Investment Appetite, REIT Activity, Key Market Trends.

- Shift toward income-generating real estate vehicles
- Institutional appetite for logistics and data centers
- REIT reforms and capital market integration

AL FAHIDI ROOM

16:00 - 16:30

From Cap Table to Ringing Bell

- Explore how VCs guide startups toward IPO readiness through financial milestones, governance upgrades, and cap table shaping.
- Learn how investors partner with founders to build IPO-ready companies and navigate exit strategies. Featuring real-world insights from leading MENA startups and their venture backers.