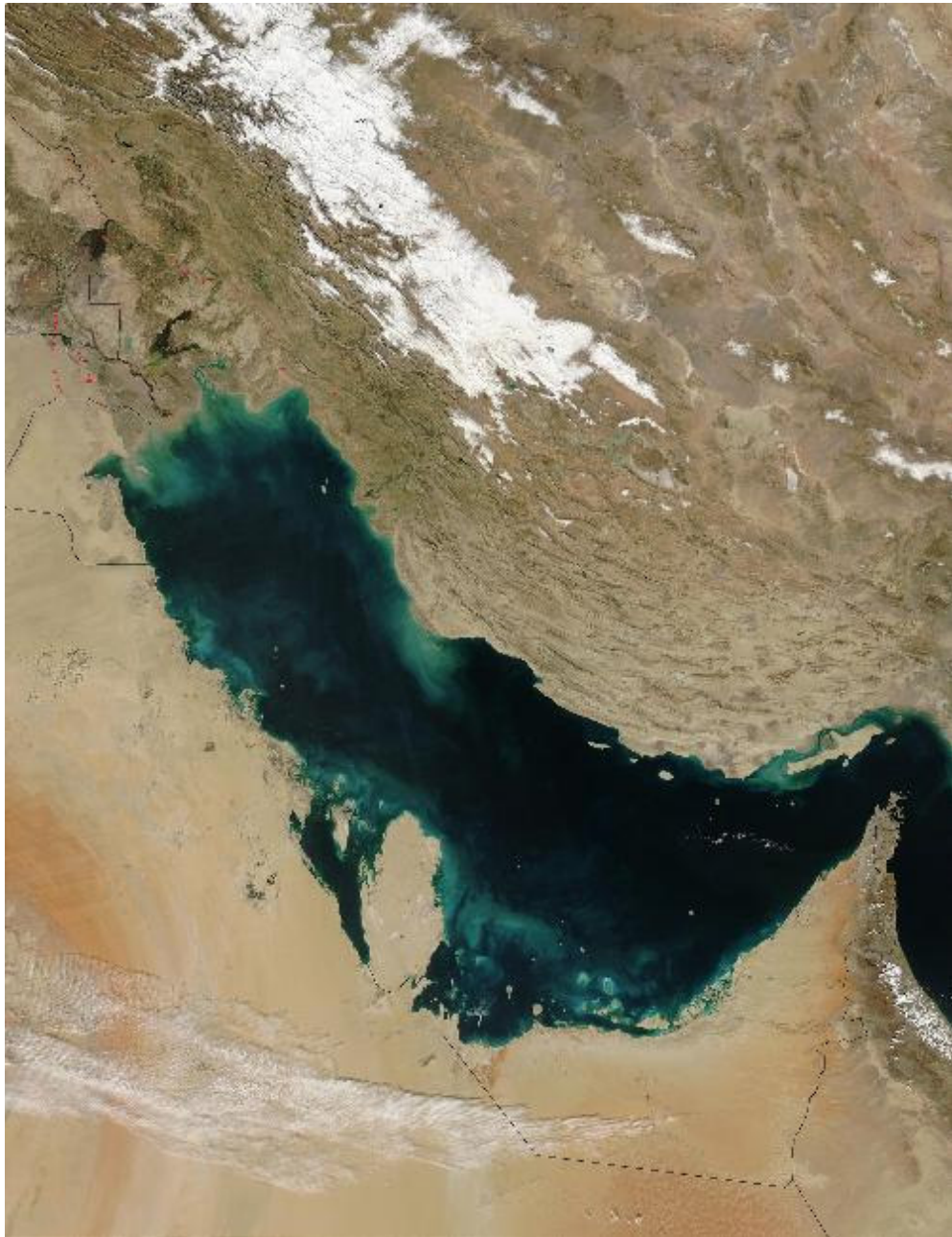




UKTI

Financial & Professional Services  
Roadshow for the Gulf States  
London, 24 September 2010

Robin Lamb



# GCC Population & GDP

|                     |                   |  |
|---------------------|-------------------|--|
| <b>Saudi Arabia</b> | <b>27 million</b> | <b>\$585.8 billion</b><br><b>(\$20,400)</b>  |
| <b>Other GCC</b>    | <b>10 million</b> |  |
| <b>Inc Qatar</b>    | <b>885,000</b>    | <b>\$101.4 billion</b><br><b>(\$121,000)</b> |
| <b>Total</b>        | <b>37 million</b> |  |

# Doing Business: World Rankings

|                     | Doing Business | Starting a Business | Protecting Investors | Enforcing contracts | Closing a Business |
|---------------------|----------------|---------------------|----------------------|---------------------|--------------------|
| <b>UK</b>           | <b>5</b>       | <b>16</b>           | <b>10</b>            | <b>23</b>           | <b>9</b>           |
| <b>Saudi Arabia</b> | <b>13</b>      | <b>13</b>           | <b>16</b>            | <b>140</b>          | <b>60</b>          |
| <b>Bahrain</b>      | <b>20</b>      | <b>63</b>           | <b>57</b>            | <b>117</b>          | <b>26</b>          |
| <b>UAE</b>          | <b>33</b>      | <b>44</b>           | <b>119</b>           | <b>134</b>          | <b>143</b>         |
| <b>Qatar</b>        | <b>39</b>      | <b>68</b>           | <b>93</b>            | <b>95</b>           | <b>33</b>          |
| <b>Kuwait</b>       | <b>61</b>      | <b>137</b>          | <b>27</b>            | <b>113</b>          | <b>69</b>          |

2009



# GDP Growth %

| Source: IMF  | 2009 | 2010 |
|--------------|------|------|
| Bahrain      | 3.0  | 3.7  |
| Kuwait       | -1.6 | 3.2  |
| Oman         | 4.1  | 3.8  |
| Qatar        | 11.8 | 18.5 |
| Saudi Arabia | -0.9 | 4.0  |
| UAE          | -0.2 | 2.4  |

2010



# UK Exports, 2009 (2008)

£ billion

| Country      | 2009        | 2008        | % change   |
|--------------|-------------|-------------|------------|
| UAE          | 3556        | 3686        | -4         |
| S Arabia     | 2648        | 2278        | 16         |
| Qatar        | 778         | 691         | 13         |
| Kuwait       | 451         | 537         | -16        |
| Oman         | 349         | 433         | -19        |
| Bahrain      | 241         | 278         | -13        |
| <b>Total</b> | <b>8023</b> | <b>7903</b> | <b>1.5</b> |

# UK Invisible Exports, 2009 (2008)

## £ billion

| <b>Country</b> | <b>2009</b> | <b>2008</b> | <b>% change</b> |
|----------------|-------------|-------------|-----------------|
| S Arabia       | 2100        | 2462        | -15             |
| UAE            | 1779        | 1721        | 3               |
| Kuwait         | 617         | 541         | 14              |
| Qatar          | 484         | 592         | -18             |
| Bahrain        | 299         | 249         | 20              |
| Oman           | 137         | 138         | -1              |
| <b>Total</b>   | <b>5416</b> | <b>5703</b> | <b>-5%</b>      |

# Market Opportunities (UKTI)

|              | Airports | Construction | Creative Industries | Education and Skills | Energy | Environment & water | Financial Services | ICT | LifeSciences | Global Sporting Events | Railways |
|--------------|----------|--------------|---------------------|----------------------|--------|---------------------|--------------------|-----|--------------|------------------------|----------|
| Bahrain      | O        |              |                     |                      |        |                     |                    |     |              |                        |          |
| Gulf         |          |              | O                   |                      |        | O                   | P                  |     |              |                        |          |
| Kuwait       | O        |              |                     |                      |        |                     |                    |     |              |                        |          |
| Oman         | O        |              |                     |                      |        |                     | P                  |     |              |                        |          |
| Qatar        | O        | P            |                     |                      |        |                     | P                  | (L) |              | O                      |          |
| Saudi Arabia | P        | O            |                     | O                    | P      |                     | P                  |     | P            |                        | P        |
| UAE          | P        | P            |                     | P                    | P      |                     | P                  | (M) | P            |                        |          |



# Understanding the GCC Market





# Know your Market

- Conferences, internet
- Exhibitions, Trade Missions
- UKTI, MEA, TheCityUK
- British Embassy, British Business Group
- Law firms, accountants

# Pitfalls

| <b>Road Traffic Deaths per 100,000 population</b> | <b>(2007 )</b> | <b>Source: WHO</b> |
|---|----------------|--------------------|
| <b>Egypt</b>                                      |                | <b>41.6</b>        |
| <b>Libya</b>                                      |                | <b>40.4</b>        |
| <b>UAE</b>  |                | <b>37.1</b>        |
| <b>Saudi Arabia</b>                               |                | <b>29</b>          |
| <b>Qatar</b>                                      |                | <b>23.7</b>        |
| <b>Oman</b>                                       |                | <b>21.3</b>        |
| <b>Kuwait</b>                                     |                | <b>16.9</b>        |
| <b>Bahrain</b>                                    |                | <b>12.1</b>        |
| <b>UK</b>   |                | <b>5.4</b>         |

