Gulf Tour to the UK
7-10 June 2016
Edinburgh / Manchester
Guildford / London
#GulfTour2016
UKTI’s mission

- Support UK companies to grow their business through international trade;
- Connect UK business to the world’s top commercial opportunities;
- Attract high quality inward investment to the UK; and
- Establish whole-of-government relationships with major wealth creators to increase exports and investment.
Why Kuwait? #GulfTour2016

- UK Position: £550M exports, £250 via Jebel Ali, £725 services, up 6%. UKTI x 7, HVO status, UKEF visitor, KBBC. Strong bilateral – Lord Mayor, Baroness Morris and JSG; 10,000 British nationals in Kuwait; first sovereign wealth fund in the world

- Oil & Gas: $100B over 5 years; dash for gas; UK companies or foreign companies working out of UK providing Kuwait with majority of FEED. Petrofac winning contracts; Shell / BP exploration technical service agreements

- National Development Plan: Government approved budget of $115B for 2015-20. 27 projects of strategic and economic importance

- Health: GOSH, Imperial, Royal Brompton Hospital, PA Consulting - 9 new hospitals / 11,000 beds

- Infrastructure: Kuwait is embracing Public Private Partnerships (PPP) in education, waste & water management and the solid waste to energy projects. New Sabah Al Salem University Project

- Kuwait is also building one of the longest causeways in the world; the biggest hospital in the Middle East; the largest museum complex and Opera House in the Middle East; and the ecologically sustainable Sabah Al Ahmed Sea City (size of Cardiff)

- Mass Transport: airport (Fosters design) estimated value in excess of $3.3bn; support terminal facility; metro (160km and 69 stations) estimated value $7bn; GCC rail terminus (planned 511 km) estimated value $10bn
Why Qatar? #GulfTour2016

UK-Qatar Relationship

- Qatar is UK’s 3rd largest ‘GCC’ market (£5bn bilateral trade)
- Qatar has invested over £30bn in the UK
- Over 200 years of shared history. Qataris feel close to the UK and its culture

Economy

- Fall in global energy prices are having an impact on public finances, but Qatar is well placed to manage and continues to grow
- Qatar is driving forward its plans to diversify the economy away from oil and gas

Opportunities

- World Cup 2022 and 2030 National Vision are driving a $200bn infrastructure investment programme (despite oil price)
- Qatar offers significant opportunities linked to World Cup venues (incl. 8 stadia), new airport, new port, new 80 station metro, new schools, new hospitals, new roads and drainage. There are also significant opportunities in the defence and security sectors.
Why Saudi Arabia?  #GulfTour2016

- Saudi economy is the largest in the region and the largest population in the GCC and one of the fastest growing in the world
- UK exports in goods and services worth over £7bn. UK second largest cumulative investor estimated at £11.5bn. Over 200 JVs
- Vast programme to upgrade human and physical infrastructure, with 2015 budgeted spending at $229bn. Economy expected to grow at around 3%
- Key sectors for Gov’t spending: education, health, transportation, water – all are being targeted by UKTI as High Value Opportunities, along with the traditional oil & gas sector opportunities
- In the last financial year, UKTI helped UK companies achieve a total of over £2.4bn in business wins within the HVOs
- The Vision 2030 and National Transformation Plan will provide additional opportunities over the coming years.
Why UAE? #GulfTour2016

• UK’s 12th largest trading partner globally with value of bilateral trade in goods and services £12.92 billion for 2014-15

• UAE is the logistical hub of the Middle East. Dubai has Emirates & Jebel Ali Port. Abu Dhabi has Etihad & KIZAD. In addition, 36 Free Zones in the UAE make the region one of the most attractive places to base and do business.

• Dubai is the commercial capital of MENA, hosting many regional offices, trade shows etc.

• Home to in excess of 130,000 UK Nationals, approximately 5,000 UK companies/subsidiaries 1,000,000 UK visitors each year

• UKTI provided assistance to approximately 2,000 UK companies in 2013-14

• British Centre for Business (BCB) & the British Business Groups

• Opportunities across a wide number of sectors, including infrastructure, energy, retail, education & training, healthcare/life sciences, airports, water and Expo 2020
Thank you!

#GulfTour2016

Contact:

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UK Export Finance

EXPORTING IS GREAT
BRITAIN & NORTHERN IRELAND
Government Support to UK Exporters
Gulf Tour 7th June 2016

Developing for our customers
Objectives

– How we support UK exporters and how we assist overseas buyers of UK capital goods/services

– How to contact us
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www.gov.uk/uk-export-finance
1. Preparation in Scotland; UKTI Links Tour Sept, in house training Oct
2. Two markets; UAE and Kuwait
3. Hooked around Big Five Exhibition
4. Support from; UKTI, SDI, Globalscots and BCBS
5. 11 Scottish companies; from a variety of different sectors
5. **Lots of Briefings;** HVOs, Legal stuff, BCB in Dubai, Dubai Chamber of Commerce.

6. **Site visits arranged by Globalscots;** Expo 2020, Al Maktoum Airport Expansion at Dubai South, Abu Dhabi Sewerage Asset enhancement Project.

7. **Embassy reception and 1:2:1 with Globalscots;** Alex Watson, Les Banks, Nicholas McLean.

8. **Off to Kuwait**
European Space Agency Astronaut Tim Peake
Dubai’s Geographical Growth
1. **Day 1;** Kuwait Chamber of Commerce, Kuwait National Bank, Al Rashed, evening Briefing

2. **Day 2;** Kuwait Authority for Private Partnerships, NTEC, PACE, KDIPA, Martin’s BCB incubator,

3. **1:2:1 with Globalscot**

4. **Scottish delegation reception at the Embassy;** all the good and the great

5. **Early flight the next day!**
Plans for our Joint Sector Mission 2016/17

• Two Missions, Nov 2016 and May 2017
• Keen to hear from interested companies
• http://www.scottish-enterprise.com/middle-east-opportunities
• Raquel Largo application forms