Pivot, Adjust, Swing: Economic Diversification

Sector Specific Opportunities in UAE
June 2016
Who we are:
Channels MEA, Dubai UAE
Strategic Partners
Who we work with
Acronyms & Geography

• GCC = Gulf Cooperation Council includes the countries of UAE, Saudi Arabia, Qatar, Kuwait, Oman, & Bahrain
• DXB = Dubai
• ADH = Abu Dhabi
• UAE = Abu Dhabi, Dubai, Sharjah, Ajman, Al Ain, Fujairah, Um Al Quwain
Agenda

• Oil Prices Plummet
• UAE Economy’s Response
• Strategic Investment
• Industry Opportunities
• How to Engage
How Oil Prices Are Affecting the Region

• Prices have dropped 75% in the past 18 months
• Producers not adjusting
• Markets are down
• Prices are not expected to edge up til 2017?
• Countries where the economy relies on oil wealth are feeling not just a pinch
Foreshadowing the oil price tumble & the need for diversification

“There remains the need to reduce Abu Dhabi’s exposure to economic risks coming from overseas, and this can only be achieved by creating a more robust economy that can ride the waves of economic change and hedge itself against speculative events. As volatility in the economy is removed, Abu Dhabi can begin to retain more growth and wealth in its local economy.”

ADH Economic Vision 2030
Strategic Spending/Key Industries
Focused Investments
Industries/Verticals

• Healthcare
• Education
• Security & Defense
• Alternative Energy
• Aerospace

• Manufacturing
• Smart City Initiatives
• Tech Innovation/Entrepreneurship/SME’s
Healthcare

**Areas of Focus**
- Lifestyle diseases
- Cancer treatment
- Wellness
- Hospital build
- eHealth/TeleMedicine

**Educate Yourself**
- National Healthcare
- Counter Wealthy Nationals overseas treatment
- Medical Tourism push
- Mandatory Insurance implemented
Areas of Focus
• eLearning
• Higher education – in-country
• Technical/Vocational
• Special Education

Educate Yourself
• MOE, ADEC, DEC; education reform
• Tremendous push to increase the education level of Nationals
• Public & Private Universities
Security & Defense

Areas of Focus

• Cyber
• Homeland/Border
• Critical Infrastructure
• FMS

Educate Yourself

• Regional Unrest – Island of Safety
• Defense Cooperation Agreement since 1994
• UAE participates in 6 US coalition actions
• US/UAE interoperability priority
Alternative Energy

Areas of Focus

• Solar
• Wind
• Hydrogen Power
• Carbon reduction management

Educate Yourself

• Masdar
• USD 4M Zayed Future Energy Prize
• Shams Dubai Solar Power Initiative
Manufacturing

Areas of Focus

• Aerospace
• Components
• Tech Transfer
• Assembly
• Light industries

Educate Yourself

• Increase GDP to 25% by 2025
• Strata is big success story
• Programs, incentives, industrial zones, strategic investment funds
Smart City Initiatives

Areas of Focus
• Transportation
• Society
• Economy
• Governance
• Environment

Educate Yourself
• 100 initiatives
• 1000 government services gone Smart
• Highest smart phone penetration in world
• Quality of life goal
• Public Private Partnership
Tech Innovation – Entrepreneurship - SME’s

- Diversifying enterprise base
- Economic/technological innovation
- Create more & higher quality jobs
- Fostering connection between entrepreneur – venture capitalist
- US-UAE MoU for Innovation & Entrepreneurship
Expo 2020

Educate Yourself

• Connecting Minds, Creating the Future
• Majority of visitors arriving from outside host country
• Opportunity at Expo site, and in city
How to Engage

- Relationships matter
- Buyers Market
- Collaboration
- Knowing Where to Start
How to Engage with Us

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Thank You!

Questions?