Economic Renaissance: Megapower Middle East

VICTOR CONFERENCE
Baden, Austria
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Agenda



Economic Renaissance of MENA/GCC

- Macroeconomic performance
- Drivers of growth
- Equity markets
- Wealth creation
- Prospects for the region
- Why Dubai?
 - Overall outlook
 - Dubai Strategic Plan 2015
- DIFC & New Global Financial Geography

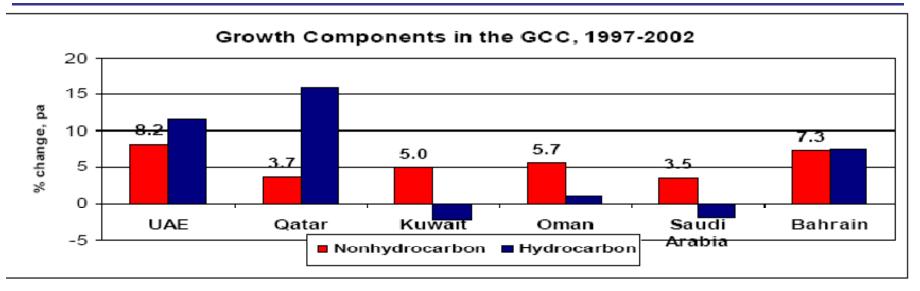
MENA outperforming the global economy **(IV)** DIFC

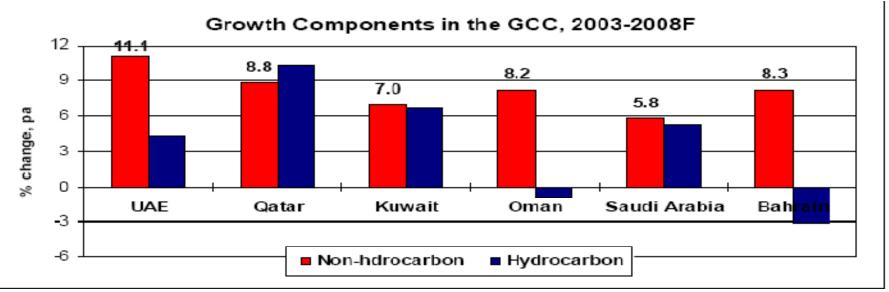


- Emerging markets have contributed 2/3 of global growth since 2002.
- EM Major beneficiaries of 'Great Moderation' the large decline in the volatility of inflation and real GDP - starting in the early 1980s.
- Increased evidence of 'de-coupling' from US/EU business cycles
- MENA countries have achieved above trend average real GDP growth (6.4% over 2004-2007).
- GCC have achieved average real GDP growth of 6.2% over 2004-2007 vs. 3.2 % in 1998-2002, with increased diversification of economic activity, while in nominal terms growth has averaged over 25% p.a.
- Continued high growth is forecast in 2008: MENA at (6.4%), GCC at (7.8%), oil exporters (6.8%) and Central Asia (7.2%).
- Growth is investment led with strong private sector participation and record FDI levels.
- Investment & infrastructure leading to an increase in productivity growth, economic diversification and absorptive capacity.

GCC Increasingly Diversified



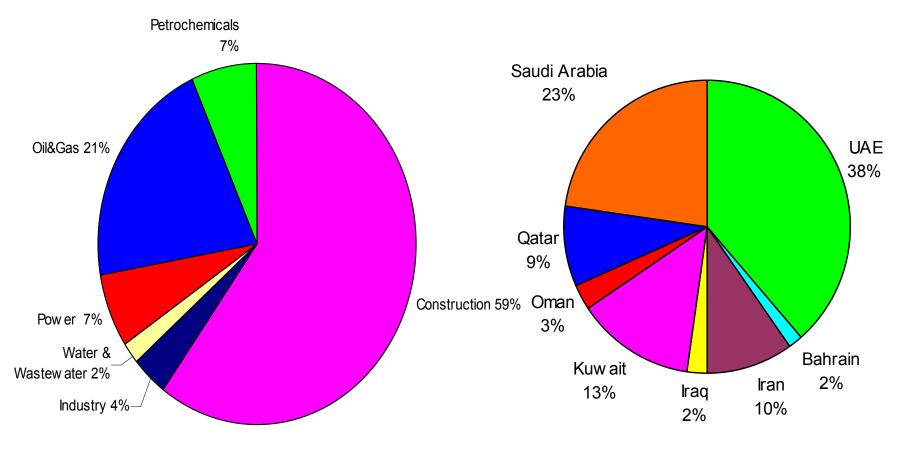




GCC growth driven by Infrastructure investments (1)



As of May 2008 the pipeline of projects (including those under construction) has reached the USD 1.8 trillion.

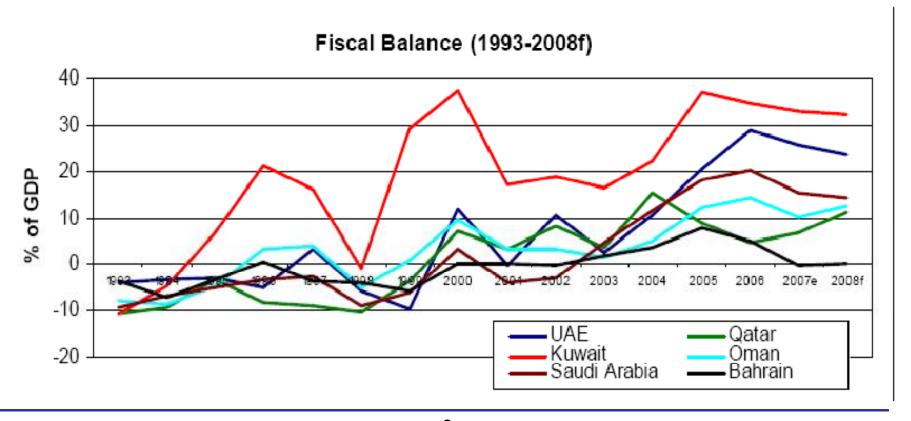


Source: MEED Project Tracker, 2008

GC: Large Fiscal Surpluses

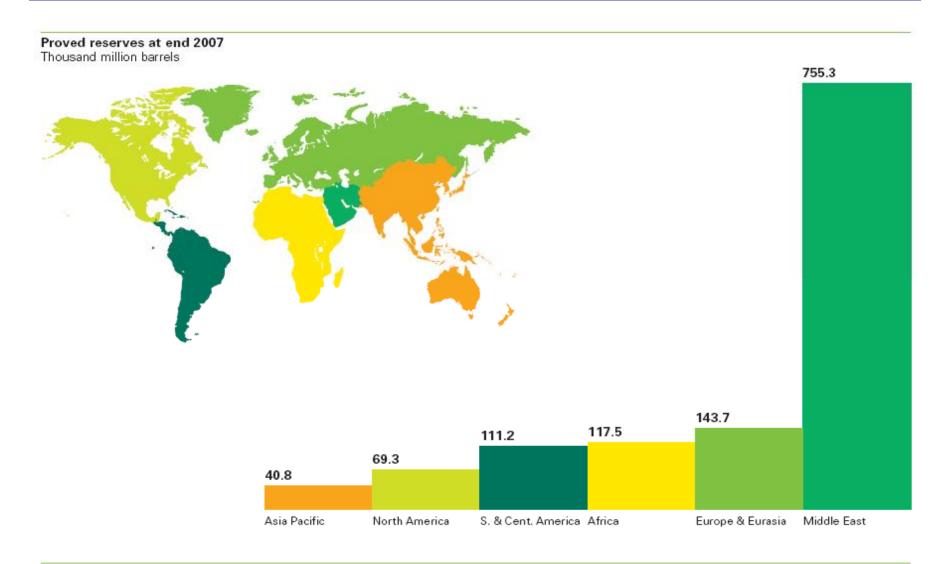


- Oil producers policy reaction has been fiscally conservative: 60% of higher oil revenues have been saved.
- Substantial fiscal surpluses (19% of GDP in 2007) even as spending has picked up.
- Fiscal position of GCC remains in surplus for an oil price in the range of \$35-\$38.
- Investment policies less dependent on oil revenues.



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The Middle East holds two thirds of Proven Oil DIFC Reserves in the World



Source: BP Statistical Review of World Energy, 2008

Increase in Wealth and Liquidity



Massive Wealth Creation

- Value of oil reserves of GCC increased by about \$24 trillion between 2001 and 2008. Analogously the value of gas reserves has increased by more than \$7 trillion.
- Oil revenues for the GCC countries increase by \$4.5 billion for every \$1 increase in oil price. Likewise a \$1 increase in natural gas prices (which represents a much larger percentage increase compared to a \$1 increase in oil price) leads to a \$5.2 billion increase in revenues.

Increased liquidity resulted in an investment driven boom:

- Real estate boom and asset price appreciation
- Stock market boom
- Financial wealth of high net worth individuals in the Middle East region is estimated to be growing at 17.5% p.a.

Growth in international reserves



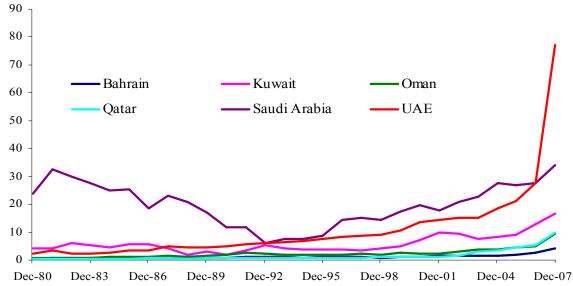
- The sharp rise oil prices
 have resulted in enormous
 increases in export
 earnings and current
 account surpluses for oil
 producing countries.
- MENA international reserves have increased from 224.8bn (2003) to \$567bn (2007) and forecast at \$656bn for 2008.
- For the GCC, international reserves have almost tripled from \$87.26 (2003) to \$248 (2007) and forecast at \$285 billion in 2008.

Source: IMF, EIU, Reuters Ecowin, DIFC Economics

Ratio of Current account balance to GDP

	Bahrain	Kuwait	Oman	Qatar	Saudi Arabia	UAE
2000	10.4	38.9	15.7	25.8	8.0	15.7
2001	2.9	23.9	10.4	23.7	5.5	8.4
2002	-0.6	11.1	8.3	19.4	6.7	6.0
2003	2.1	19.7	5.8	24.3	13.4	10.1
2004	4.2	30.6	3.2	23.9	21.0	11.7
2005	11.0	40.9	13.5	17.8	28.8	21.0
2006	13.8	49.9	12.1	16.7	28.0	24.5
2007	16.5	42.4	12.3	14.7	22.7	17.4

Increase in international reserves in the GCC (in USD bn)



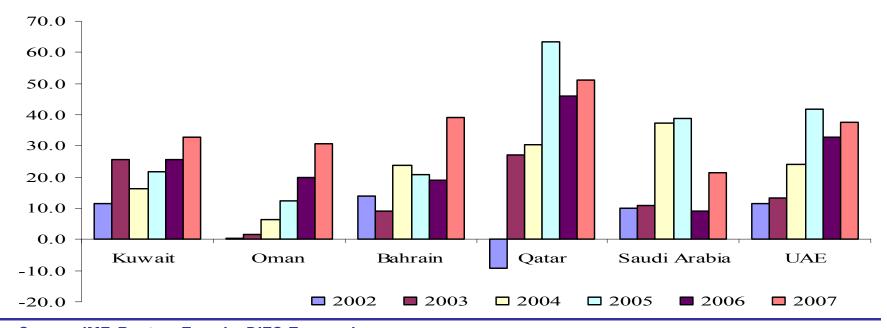
Money and Banking in the GCC



Accelerating M2 growth in the GCC (in %)

	Kuwait	Oman	Qatar	Saudi Arabia	UAE
2002	4.8	5.2	11.8	14.5	11.0
2003	7.8	2.5	15.8	8.4	15.5
2004	12.1	4.0	20.5	21.3	20.8
2005	12.3	21.4	43.3	10.0	33.8
2006	21.7	24.9	37.9	20.0	23.2
2007	19.3	37.2	32.7	23.7	41.7

Growth in domestic credit across the GCC countries

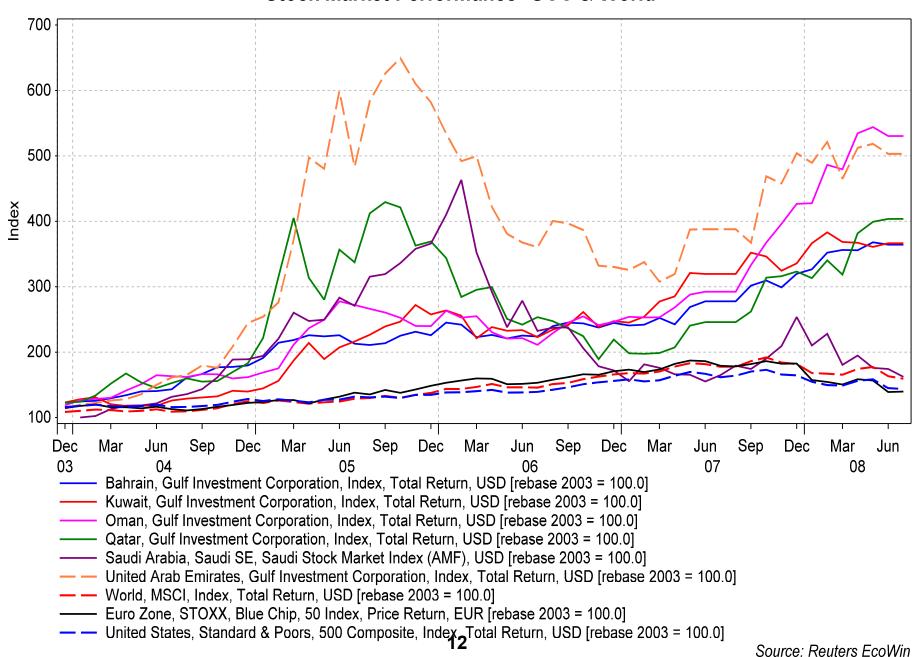


Inflation concerns



- Peg to the US dollar has limited the monetary policy options of the GCC Central Banks, so fiscal adjustment and structural reforms will be needed over the medium term.
- The Fed funds rate cuts (from 5.25% in Aug07 to 2.00% at present) => analogous reduction in GCC interest rates => negative real interest rates => further increase in inflation.
- Accommodating monetary policies have fuelled money and credit growth.
- Three factors driving inflation:
 - Increase in world commodity and food prices
 - Weakness of the dollar leading to imported inflation
 - Increase in prices of non traded goods & services (capacity constraints)
- As a consequence inflation is forecast to increase from 9.2% in 2007 to 14.8% in 2008 for MENA and from 7.8% to 12.7% for GCC

Stock Market Performance- GCC & World

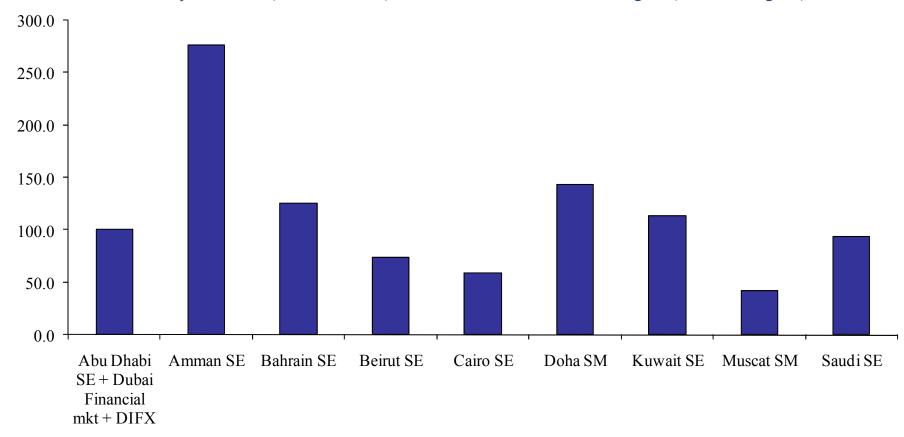


Market Capitalisation: ME, GCC



- After the spectacular performance of 2005, markets suffered from sell-off signaling the need for reform to restore investors as well issuer confidence.
- Since mid-2007, in the wake of continued growth, there was a rebound which has been affected by the sub-prime credit crisis, but to a lesser extent than in major markets.

Market Capitalisation (as a % of GDP) of select stock markets in the region (as of 31 Aug'08)



Prospects



- GCC bloc emerging as economic and financial hub for MENASA region
- Infrastructure development => greater economic
 & financial integration, increased absorptive
 capacity, economic/financial diversification
- GCC Monetary Union and Gulf CB
- GCC Common Currency can emerge as 3rd global currency Bank
- Management & Control of wealth: emergence of a new global financial geography

Why Dubai?



Political and Economic stability

- Government policies aimed at fostering economic diversification and liberalization
- Rule of Law which provides safe and secure working and living environment

Business Centric

- Well recognized and growing financial hub with a successful and credible track record
- 100% repatriation of capital and profit
- Diversely skilled, well educated, multi cultural & multi lingual workforce
- Modern infrastructure complying with the most efficient international standards. Investment in infrastructure has resulted in more efficient business environment, logistics and delivery of services
- ❖ Modern telecommunication networks, high internet penetration (28% in Dubai vs. 17% in the MENA region including 2.5 million mobile users for a population of 1.5 million)
- ❖ A destination of choice for FDI in the region: 18 companies out of top 50 in the Global Fortune 500 list such as GE, Citigroup, J.P. Morgan Chase, Samsung Electronic, Honda, Nissan, Siemens, HSBC, Deutsche Bank, Goldman Sachs & IBM have substantial operations in Dubai

Source: Dubai Statistics & World Internet Usage Statistics, 2008; & Zawya Investor

Dubai Outlook



- ❖ Dubai is a strategically located international trading hub with some of the world's best air and sea ports serving over 205 destinations.
- Dubai economy is well diversified and continues to grow at an increasing rate.
- ❖ During 2000-2006, Dubai's GDP grew by a compounded annual growth rate (CAGR) of 13% in real terms while the population grew by CAGR of 9%. Real per capita income grew by 4% during the same period.
- ❖ Oil has played a progressively diminishing role in Dubai's economy and by 2010 it is expected to account for less than 1 percent of Dubai's GDP.
- ❖ Service sector has been the key driver of economic growth with an annual growth rate of 21% since 2000.

Macro Indicators					
	2004	2005	2006	2007	1Q08
Population (mil)	1.07	1.32	1.42	1.53	1.55
GDP (mil) US\$	32269	38202	45989	n.a	n.a
GDP (non-Oil Sector)	30444	36166	43669	n.a	n.a
GDP (Construction)	3808	4486	5859	n.a	n.a
GDP (Transport & Communicatio	4128	4960	5834	n.a	n.a
GDP(Financial Sector)	3148	3728	4677	n.a	n.a
GDP (Wholesale & Retail Trade)	7319	8525	9861	n.a	n.a
GDP (Manufacturing)	4570	6030	7213	n.a	n.a
Imports (Direct Trade)	40612	51882	59910	81126	26212
Export (Direct Trade)	2628	3059	4975	7376	2862
Re-Export (Direct Trade)	15542	21478	21338	27421	10151
Imports (Free Zone)	18743	27002	30254	42401	12012
Exports & Re-Exports (Free Zone	14329	21452	22512	26554	7242

Source: Dubai Statistics Centre

Free Zones: Economic clusters



- •The strategy for economic diversification hinges on the Free Zones, i.e. designated areas where firms operating in a specific sector cluster and operate under a special legal and regulatory regime which complies with international standards and best practices.
- •Free Zones are separated from the legal system of the country and offer a more business friendly environment to foreign investors, for example in terms of ownership, administrative permits, employment laws, custom duties and taxation, with a zero rate for personal and corporate taxation
- •In Dubai 27 Free Zones, including the DIFC, are already operational and more are in the pipeline









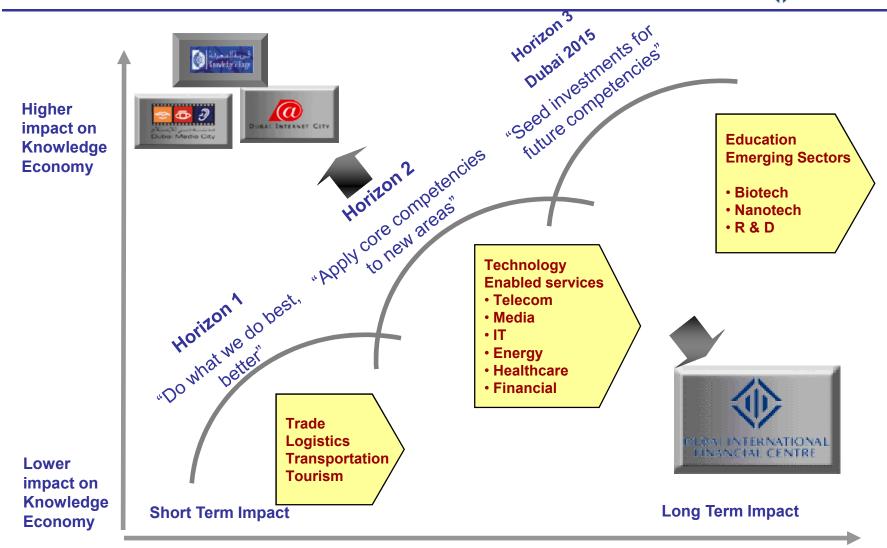






Dubai Strategic Plan (DSP) 2015





Dubai Strategic Plan 2015



Dubai Strategic Plan 2015 builds on current strengths and focuses on 5 key objectives to create a XXI century economy

- 1. Economic Development
- 2. Social Development
- 3. Security, Justice and safety
- 4. Infrastructure, Land and Environment
- 5. Public Sector Excellence

Economic Development Plan (EDP) aims to:



- Sustain real GDP growth of 11% per annum
- ➤ Increase real per capita GDP from \$31,000 to \$44,000 by 2015,
- Increase productivity by 4% per annum
- ➤ Focus on strategic sectors: Trade & Tourism, Logistics, Financial Services
- ➤ Banking & Financial sector to contribute up to 15.1% of GDP
- Create new sectors of growth with sustainable competitive advantage diversifying away from the energy sector

Dubai's status as a leading Global Financial Centre DIFC

City of London's 2008 Global Financial Centre Index

- Dubai is ranked as the 5th leading centre in the world outside America and Europe, maintaining its status as the leading financial centre in the region between Zurich at one end and Singapore/Hong Kong at the other.
- Dubai ranked # 1 again in the list of top 5 financial centres that might become significantly

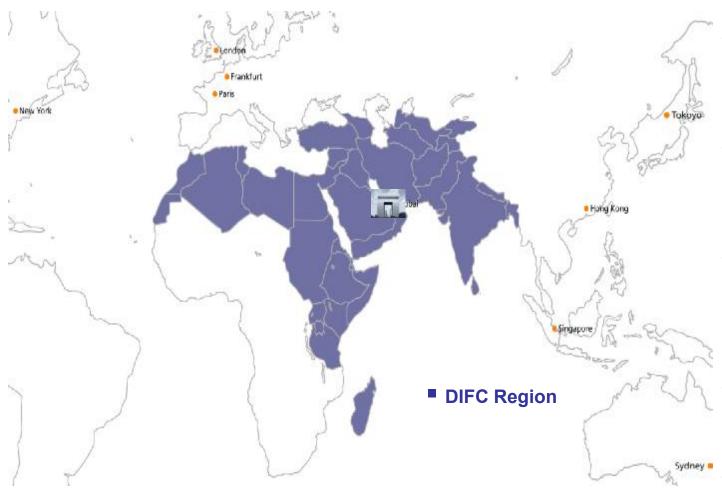
more important over the next two to three years.

- Dubai ranked # 1 again on the list of financial centres where organisations may open new operations in the next 2 to 3 years.
- Dubai continues to lead BRIC (Brazil, Russia, India China) and key 'emerging' centres Shanghai, Beijing and Mumbai.
- Dubai is the clear leader in perceptions of potential growth as a financial centre.

Competitiveness Factors	Rank
Availability of skilled personnel	1
Regulatory environment	2
Access to international financial markets	3
Availability of business infrastructure	4
Access to customers	5
A fair and just business environment	6
Government responsiveness	7
Corporate tax regime	8
Operational costs	9
Access to suppliers of professional services	10
Quality of life	11
Culture & language	12
Quality / availability of commercial property	13
Personal tax regime	14

DIFC: The Region's International Financial Centre 🕪 DIFC





The vision of the Dubai International Financial Centre (DIFC) is to shape tomorrow's financial map as a global gateway for capital and investment.

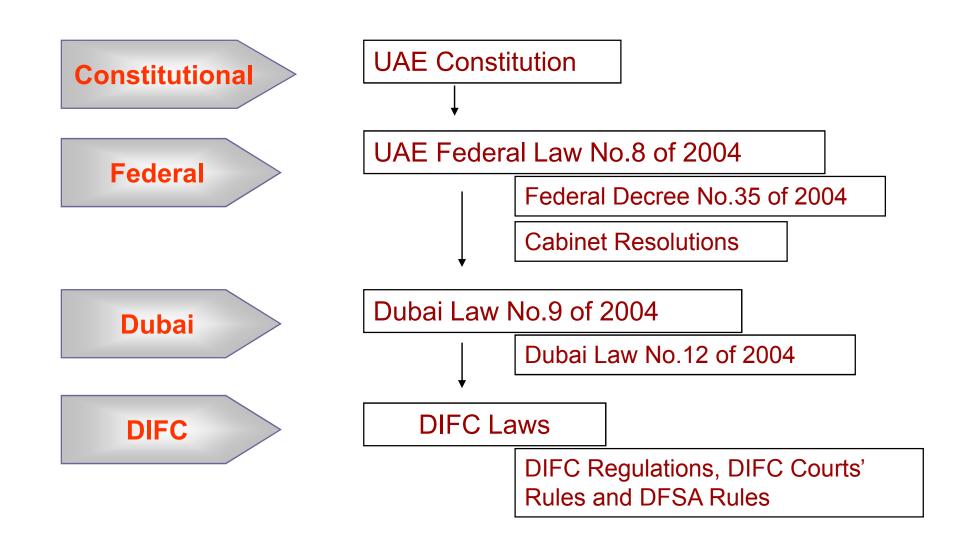
- Internationallyaccepted common law legal framework
- A regulated financial centre with full transparency
- Platform to centralise regional wealth for economic growth & development
- **Deployment** channel for new wealth
- Link to the international markets



- •The vision of the Dubai International Financial Centre (DIFC) is to shape tomorrow's financial map as a global gateway for capital and investment.
- The mission of the DIFC is to be a catalyst for regional economic growth, development and diversification by positioning the DIFC as a globally recognized financial centre.

DIFC - Hierarchy of Laws





DIFC Laws

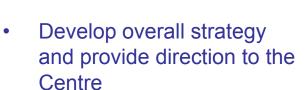


DIFC Law No	Law/Regulation
No.1 of 2008	Arbitration Law
No. 5 of 2007	Strata Title Law
No.4 of 2007	Real Property Law
No.1 of 2007	Data Protection Law
No.4 of 2006	Limited Partnership Law
No.3 of 2006	Companies Law
No.9 of 2005	Personal Property Law
No.10 of 2005	Laws Relating to the Application of DIFC Laws
No.8 of 2005	Law of security
No.7 of 2005	Law of damages and remedies
No.6 of 2005	Implied terms in contracts and unfair terms Law
No.5 of 2005	Law of Obligations
No.4 of 2005	Employment Law
No.11 of 2004	General Partnership Law
No. 10 of 2004	DIFC Court Law
No.8 of 2004	Arbitration Law
No. 7 of 2004	Insolvency Law
No.6 of 2004	Contract Law
No.5 of 2004	Limited liability partnership Law
No.4 of 2004	Law relating to the application of DIFC Laws
No. 3 of 2004	Application of Civil and Commercial Laws

DIFC - Regulatory/Legal Framework







- Develop laws and regulations governing nonfinancial services activities
- Promote DIFC and attract licensees to operate in the Centre
- One stop shop service for visas, work permits etc



- Sole financial regulator within DIFC, AML coregulation with UAE Central Bank
- Administrative and civil rule making and enforcement
- Bilateral MOUs with host of jurisdictions
- IOSCO (including multilateral MOU), IFSB, IAIS (Technical Committee) etc



- An independent court system responsible for administering and enforcing the civil and commercial matters at the Centre
- Based on Common Lawoffering institutions and companies legal clarity and predictability

DIFC - Core Divisions





DIFC Authority

Responsible for the strategic development of the Centre



Dubai International **Financial** Exchange & Dubai Financial Market

Developing the international financial exchange



Dubai Financial Services **Authority**

Rule-Making and Policy Development Licensing and registration of **DIFC Participants** Supervision of **DIFC Participants** Enforcement of

legislation



DIFC Judicial Authority



Registrar of Companies



DIFC Investments

An independent court system with civil and commercial jurisdiction Court of Appeal, Court of First Instance and **Small Claims** Tribunal

Responsible for ! incorporating and registering all the companies that operate within the DIFC, and for administering the Companies Law and Regulations

Responsible for all non public admin activities such as the operation and management of any current and future subsidiaries

Dubai Financial Services Authority - Features (1) DIFC



Domestically

- Sole financial regulator within DIFC
- Risk-based regulator
- AML/CTF co-operation with UAE Central Bank
- Administrative and civil rule making and enforcement (Criminal Enforcement conducted by the UAE)

Internationally

- IOSCO (including multilateral MOU)
- IAIS (Technical Committee)
- **Bilateral MoUs**
- **IFSB**
- **AAOIFI**

DFSA – Three main Pillars



Independent integrated Regulatory Authority
(FSA Model)

Statutory authority with guaranteed operational independence and funding

Regulatory approach that is based on international standards, best practices and laws of the world's leading financial jurisdictions

Financial Services Authorisation Categories



Category 1

Accepting Deposits

Providing Credit

Category 2

Dealing in Investments as Principal, except where it does so as a Matched Principal as defined in Rule 1.3.2 (2) **Category 3**

Dealing in Investments as Principal where it does so only as a Matched Principal as defined in Rule 1.3.2 (2)

Dealing as Agent

Operating a Collective Investment Fund

> Managing Assets

Providing
Custody and Trust
services

Acting as the Trustee of a fund

Managing a Profit Sharing Investment Account **Category 4**

Arranging Credit or Deals in Investments

Advising on Financial Products or Credit

Arranging Custody

Insurance Intermediation

Insurance Management

Operating an Alternative Trading System

Providing Fund Administration

Category 5

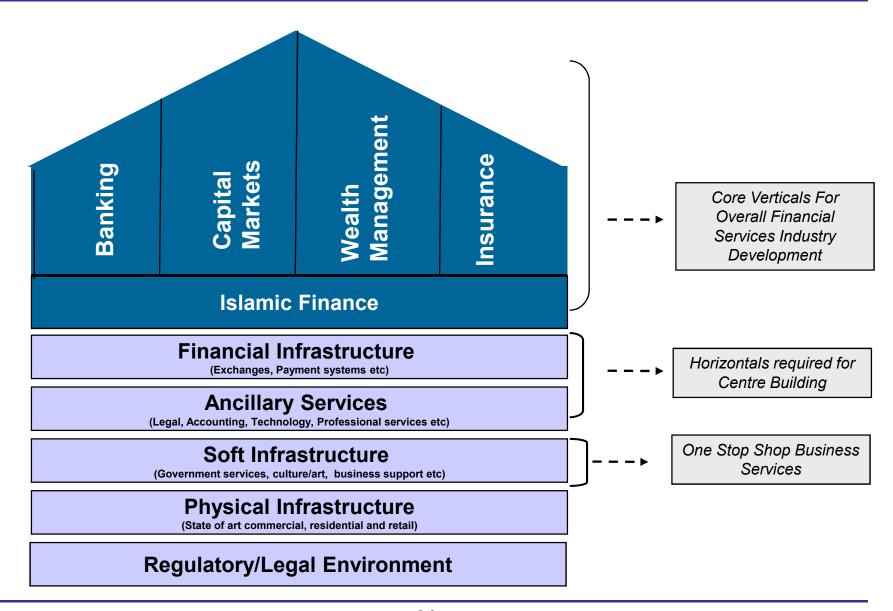
An Islamic
Financial Institution
whose entire business
is conducted in
accordance with
Shari 'a and which
Manages a Profit
Sharing Investment
Account

Managing a
Profit Sharing
Investment
Account

Managing a
Profit Sharing
Investment
Account

DIFC - Ecosystem

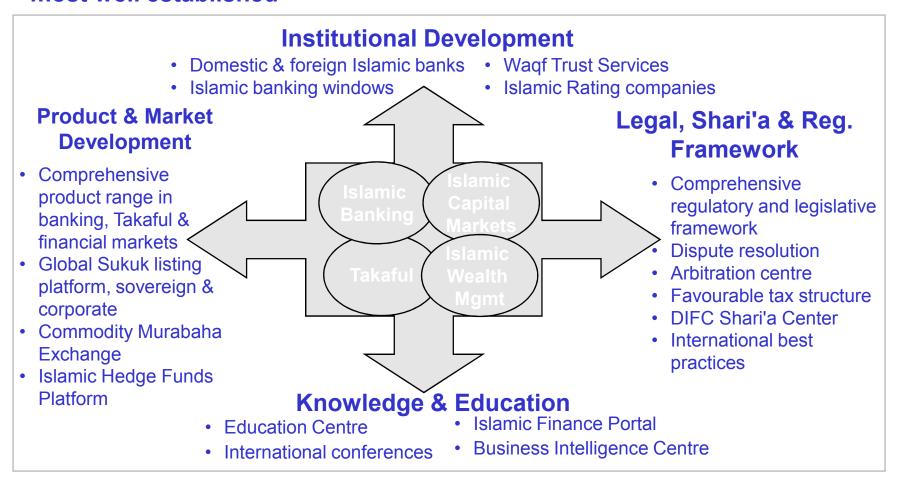




DIFC Islamic Finance Developmental Focus

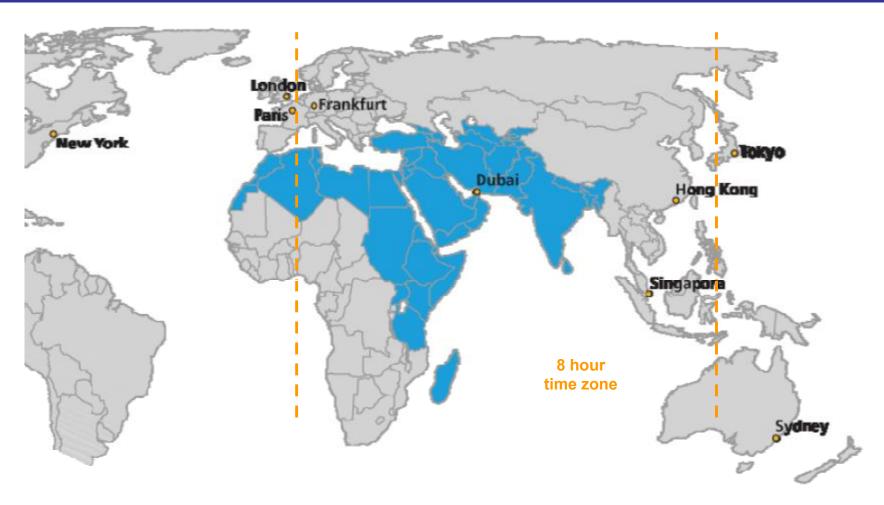


- Estimated to be worth between \$700bn and \$1 trillion globally. Growing by 15% to 20%
- Islamic Banking and Sukuk represent forms of Islamic Finance that are most well established



DIFC – Time Zone Advantage





Dubai is 4 hours ahead of Greenwich Mean time (GMT)

5pm Dubai = 9am New York

1pm Dubai = 9am London

9am Dubai = 1pm Hong Kong

Borse Dubai: DIFX and DFM



- Borse Dubai is the holding company for Dubai Financial Market (DFM) and Dubai International Financial Exchange (DIFX).
- The purpose to create Borse Dubai in 2007was to consolidate the two stock exchanges in Dubai (DFM & DIFX) as well as current investments in other exchanges to expand Dubai's position as a capital market hub in the region.
- NASDAQ has strategic shareholding in DIFX and partnering with Borse Dubai to link and integrate the region's financial markets
- DIFX is a fully integrated electronic exchange and is now largest Bond/Sukuk Market in the ME
- The number of companies under Borse Dubai: DIFX (21) & DFM (56),
 Total = (77)

Dubai Mercantile Exchange

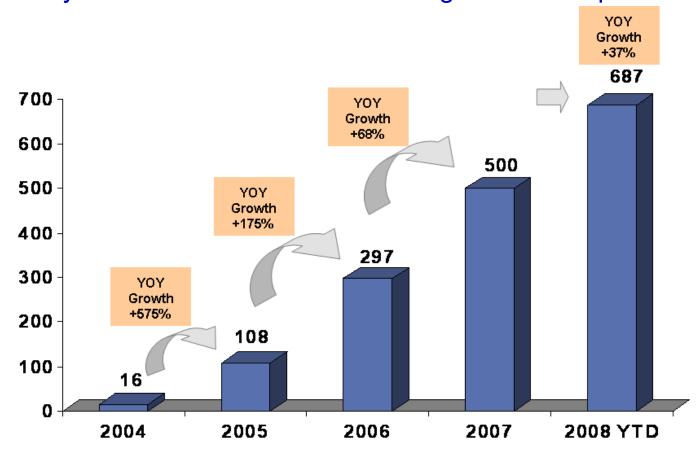


- Launched on 1st June 2007, The Dubai Mercantile Exchange Limited (DME), is a fully electronic exchange located within the Dubai International Financial Centre (DIFC).
- DME is a joint venture between Tatweer, a member of Dubai Holding, the New York Mercantile Exchange, Inc. (NYMEX) and the Oman Investment Fund (OIF), is an international energy futures and commodities exchange.
- DME has developed and lists the Oman Crude Oil Futures Contract, addressing the growing market need for price discovery of Middle East Sour Crude Oil while simultaneously bridging the time-zone gap between Europe and Asia and North America
- DME is authorised and regulated by the DFSA and all trades executed on the Exchange are cleared through, and guaranteed by, NYMEX's AA+ rated clearinghouse.
- DME has 72 members and the number is growing.

Development of DIFC as a Financial Hub



Yearly Growth in Number of DIFC Registered Companies



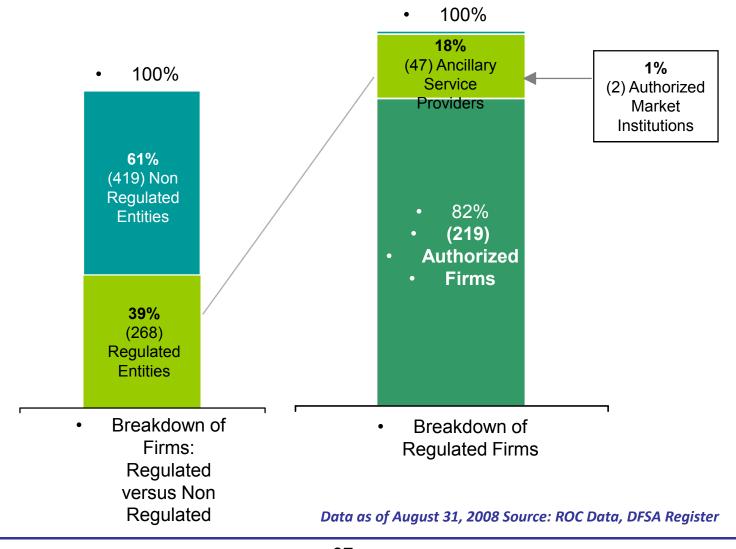
Of the total 687 companies operating out of DIFC currently, there are 268 regulated (39%) and 419 non-regulated (61%) companies.

Data as of August 31, 2008; Source: ROC Data, DFSA Register; * DIFC started operating in September 2004

DIFC Registered Companies as of August 2008



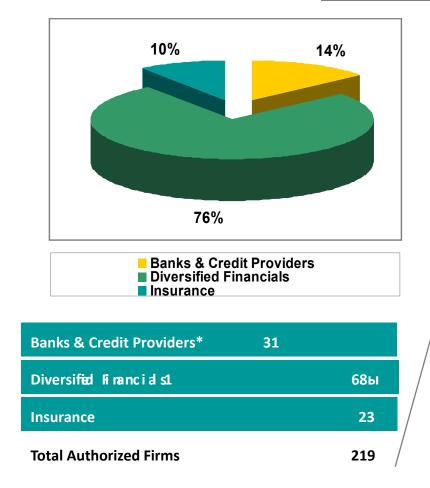
As of August 31, 2008 there were 687 companies registered at the DIFC.

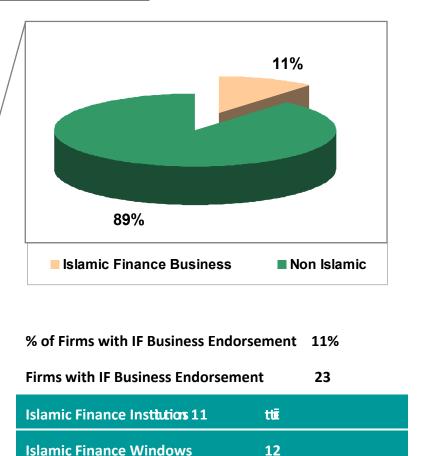


DIFC Registered Companies as of August 2008



Breakdown of Authorized Firms





^{*}Banks & credit providers include fina licensed to carry out deposit taking and/or providing aredit and/or dealing in investments as principal. Diversified financials includes all other excluding insurance related business. Source: ROC Data, DBA Register; Ang. 2008 î

European Banks in DIFC



- 1. ABN AMRO Holding NV , Amsterdam , Netherlands
- 2. Banco Bilbao Vizcaya Argentaria SA, Madrid, Spain
- 3. Banco Santander Central Hispano SA, Santander, Spain
- 4. Bank of Scotland, Edinburgh, UK
- 5. Banque Fédérative du Crédit Mutuel, Strasbourg, France
- 6. Banque de Commerce et de Placements SA, Switzerland
- 7. Barclays PLC, London, UK
- 8. Bayerische Hypo-und Vereinsbank AG, Munich, Germany
- 9. Bayerische Landesbank, Munich, Germany
- 10. BNP Paribas SA, Paris, France
- 11. Caisse Nationale des Caisses d'Epargne et de Prévoyance, Paris, France
- 12. Calyon, Paris La Défense, France
- 13. Commerzbank AG , Frankfurt am Main , Germany
- 14. Crédit Agricole SA, Paris, France
- 15. Danske Bank A/S, Copenhagen, Denmark
- 16. Deutsche Bank AG , Frankfurt am Main , Germany
- 17. Dresdner Bank Group , Frankfurt am Main , Germany

- 18. DZ BANK AG Deutsche Zentral-Genossenschaftsbank, Frankfurt am Main, Germany
- 19. ES Bankers (Dubai) Limited Portugal
- 20. FIMBank p.l.c., Malta
- 21. Fortis Bank NV/SA , Brussels , Belgium
- 22. HSBC Bank plc, London, UK
- 23. ING Bank NV , Amsterdam , Netherlands
- 24. Intesa Sanpaolo SpA , Milan , Italy
- 25. Kaupthing Bank Middle East Iceland
- 26. Kreditanstalt für Wiederaufbau (KfW) Frankfurt am Main, Germany
- 27. Landesbank Baden-Württemberg , Stuttgart , Germany
- 28. Lloyds TSB Group plc, London, UK
- 29. National Westminster Bank Plc, London, UK
- 30. Natixis, Paris, France
- 31. Nordea Group, Stockholm, Sweden
- 32. Rabobank Nederland , Utrecht , Netherlands
- 33. Société Générale, Paris La Défense, France
- 34. The Royal Bank of Scotland Group plc, Edinburgh, UK
- 35. UBS AG, Switzerland
- 36. UniCredito Italiano SpA , Milan , Italy

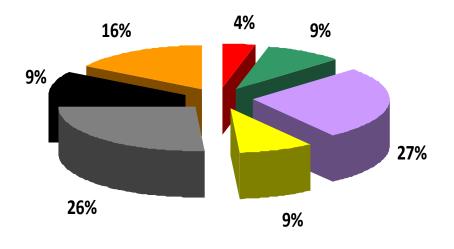
Number of Licensed Financial Activities by Authorized Firms



Average Number of Licensed Financial Activities Per
Authorized Firm: 3

Top 3 Most Common Licensed Financial Actii tes Ċ

- Arranging Credit or Deals in Investments
- Advising on Financial Products
- Managing Assets

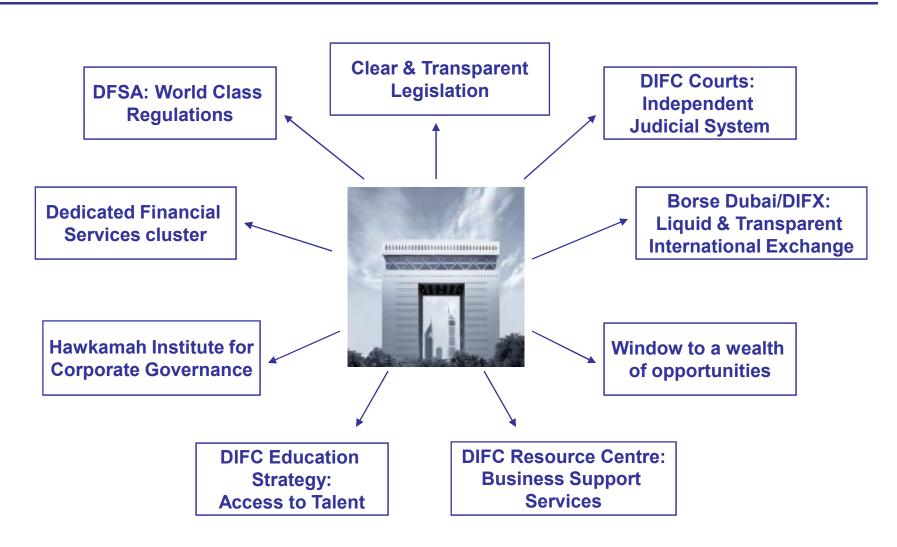


- Dealing in Investments as Principal
- Dealing in Investments as Agent
- Arranging Credit or Deals in Investments
- Managing Assets
- Advising on Financial Products
- Arranging Custody
- Other *

Data as of August 31, 2008. Source: ROC Data, DFSA Register. * Other includes sum of other actii ties induding accepting deposits, N providing credit, providing custody, fund administration, providing trust services, trustee services, and insurance related business.

DIFC - Value Proposition





The Capital Market Development Imperative

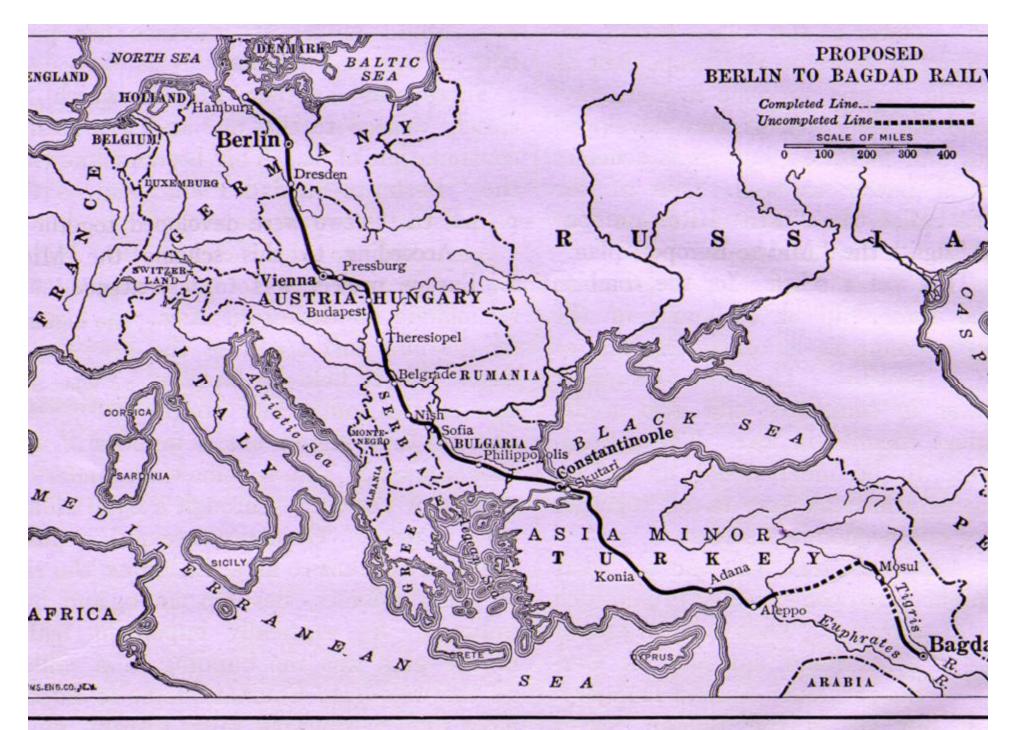


- GCC have become 'asset-based economies' with income from assets becoming more important than oil & gas revenue
- DIFC's role is to Invest, Manage and Control region's financial wealth of \$2.6 trillion and growing as a result of high energy prices
- Financing Infrastructure & Regional Economic Integration
- Enable & support economic and financial reforms:
 - Enable separation of oil revenue management from fiscal policy & investment
 - Privatisation and private sector participation in infrastructure
- GCC Common Currency will emerge as a global currency alongside US\$, Euro, Yen and Yuan
- DIFC building payment system infrastructure: RTGS for \$ and Euro

GCC/Dubai-EU-Austria Areas for Cooperation



- Global economic & financial geography is changing, there is a need for establishing and strengthening of links and channels for communication, transactions, trade, investment and mutually beneficial cooperation.
- The GCC and EU have an opportunity to develop institutional and working relationships between each other: Free Trade Agreement
- Promote Financial market integration: linking stock exchanges
- Financing of infrastructure in Mediterranean
- Austrian banks, financial institutions can establish presence in DIFC
- Listing of Austrian securities on DIFC and GCC exchanges
- Austrian companies participating in GCC infrastructure projects



Fra 5

Sheikh Zayed Road, Circa 1990





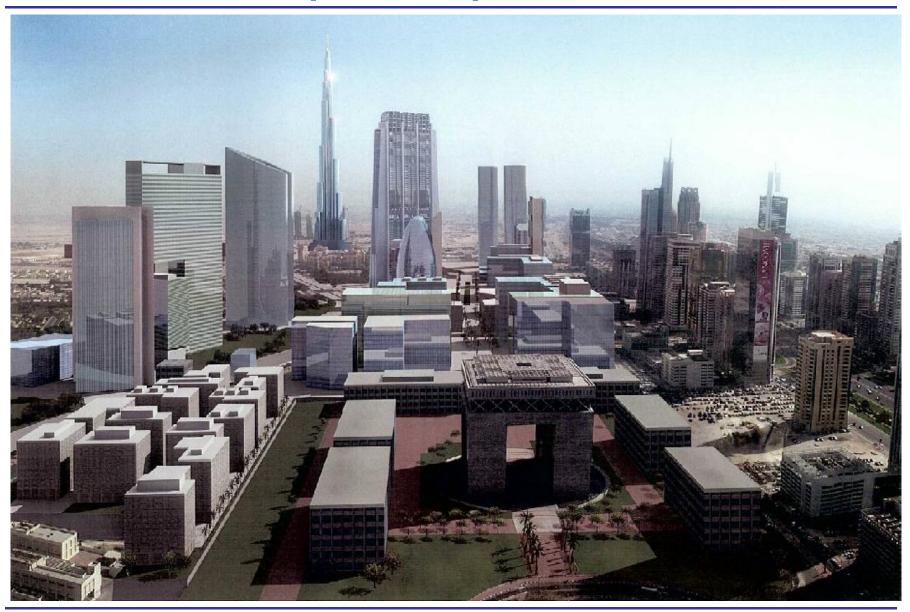
Sheikh Zayed Road, Circa 2002





The DIFC Area, Upon Completion







Economic Renaissance: Megapower Middle East

Thank you Q&A

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