

Accessing Middle East Growth

BUSINESS OPPORTUNITIES
IN THE ARABIAN PENINSULA AND IRAN

EAAU



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Department of Foreign Affairs and Trade



Major trends driving reform



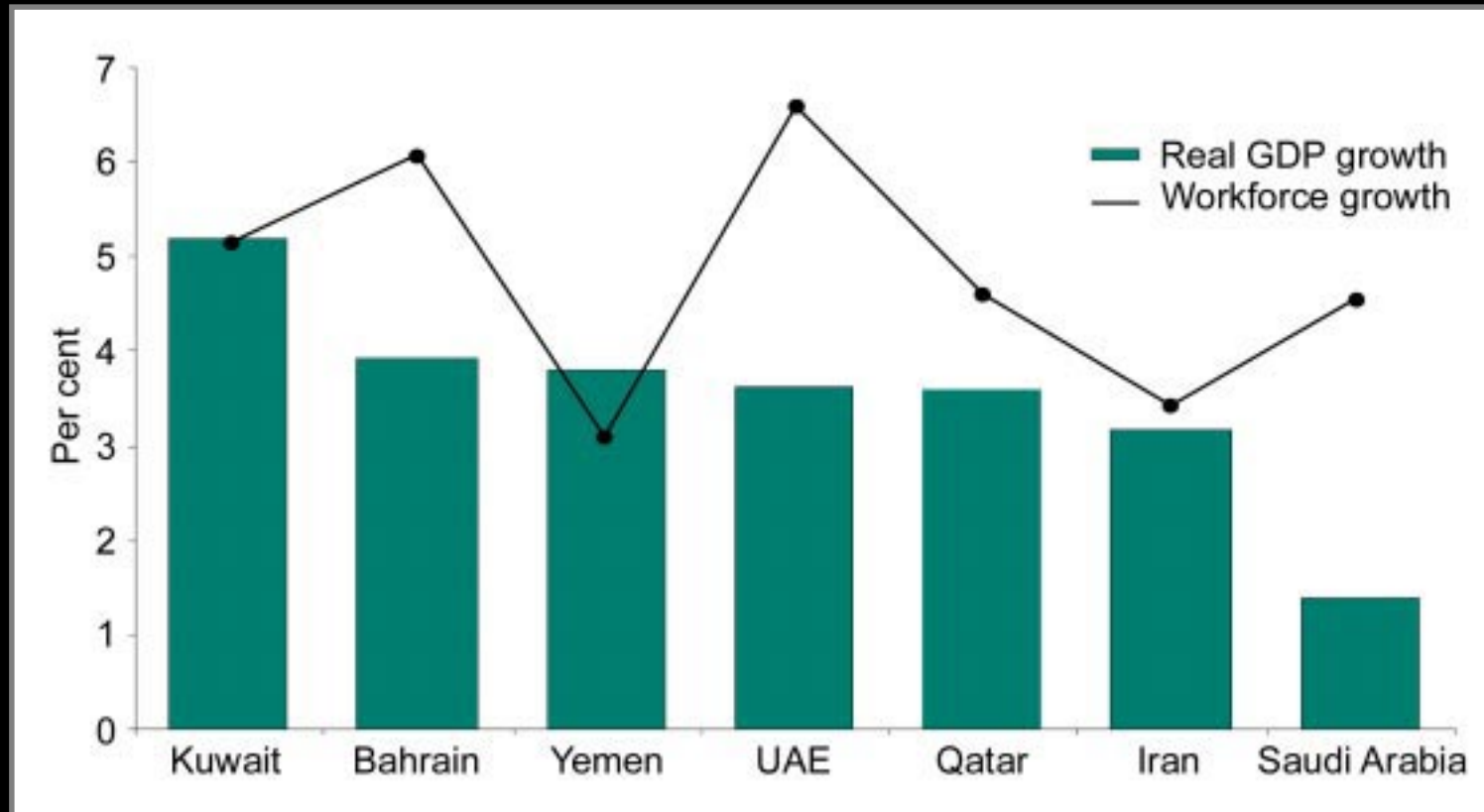
Demographics

Slow growth



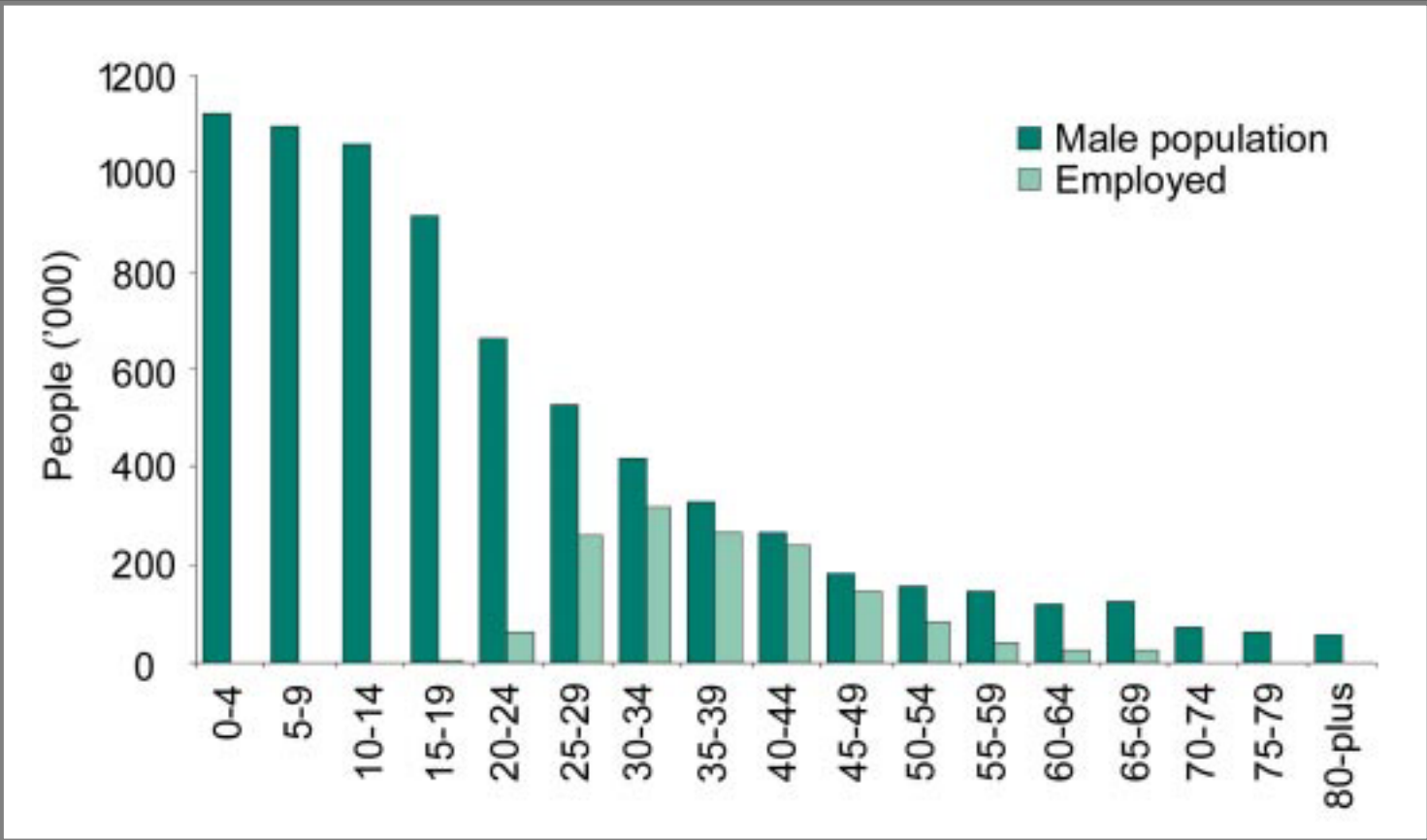
Workforce growth outpacing GDP growth

Workforce growth and GDP growth, 1990-99



Saudi Arabia set for massive workforce growth

Age structure of Saudi Arabia's male and employed populations



Major trends driving reform



Demographics

Slow growth

Fiscal pressures

Diversification



So what does it all mean?



Lifting of FDI
restrictions

More equal treatment
of foreign and
domestic business

Growth Pressures



New business
opportunities

Education
premium

Fiscal pressures = new markets

- Expansion in privately provided infrastructure
- Growing private finance
- Insurance products



Free trade zones

Gas expansion

Diversification



Heavy industry
investment and export
opportunities

Service sector
opportunities