



Exporting to the Middle East

Market Overview:

Economic recovery is underway in the Middle East though it faces challenges due to the volatile political situation in the region in recent months. The well-integrated GCC economies (Saudi Arabia, Kuwait, Bahrain, Qatar, United Arab Emirates, and Oman) were hardest hit by the crisis. In 2010, however, economic growth for the GCC group hit 4.2% – a strong comeback from near zero in 2009. The expectation for 2011-2012 is ~5%.

Export opportunities for Illinois companies:

Illinois' exports to the Middle East (excluding Turkey) were \$1.055b in 2010 with exports for 2011 now running 32% higher than last year.

Illinois' top five exports to the region are:

- Machinery (e.g. construction, medical, aviation, and food processing)
- Transportation equipment
- Fabricated metal products
- Chemicals
- Computer and electronic products

Illinois top five trading partners are: Saudi Arabia, United Arab Emirates, Israel, Iraq and Qatar.

Export challenges:

The Illinois Office of Trade and investment is here to help companies navigate the challenges of exporting to Middle East markets including:

- Key steps to effective tender processes
- Advice on current government policies and regulatory oversight
- Successful approaches to handling bureaucratic procedures across the region
- Insight into the public contracting and procurement process

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