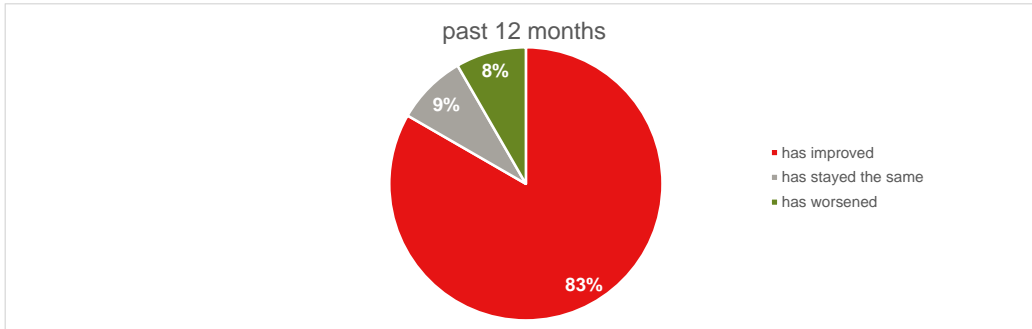
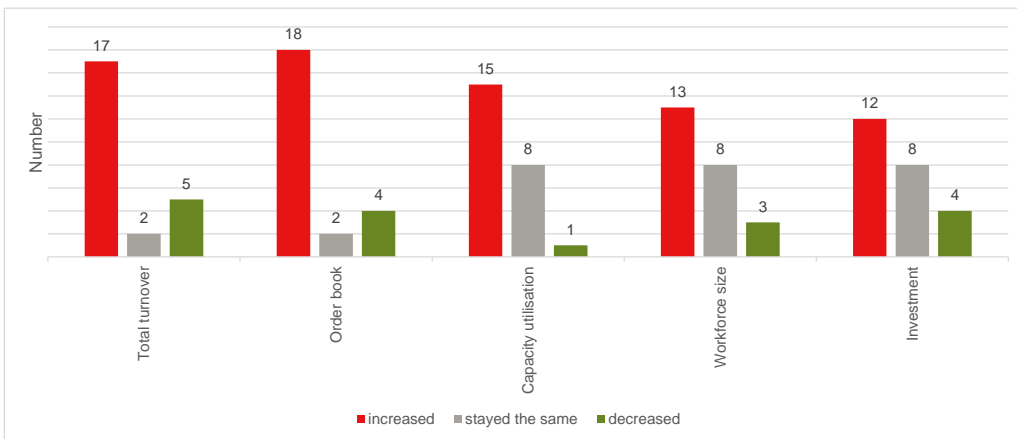


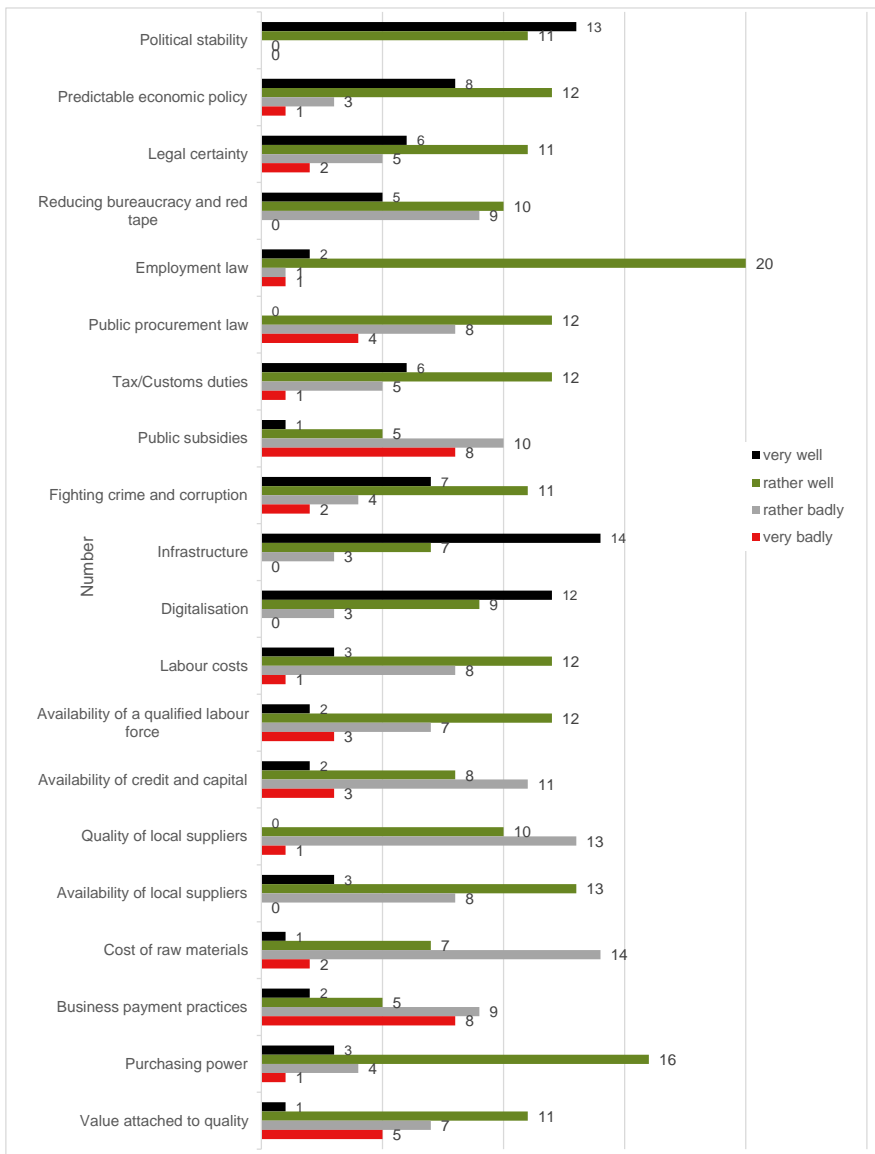
Question 1: From your company's point of view, how would you characterise the current economic climate and state of the economy over the past 12 months, in the country in which your subsidiary is located?



Question 2: Looking at your company's performance in the subsidiary's country, how would you assess the indicators listed below over the last 12 months?



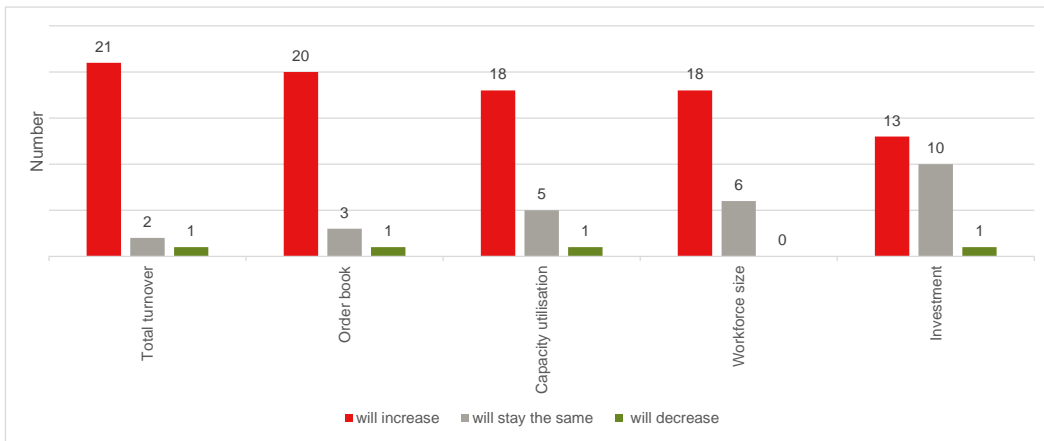
Question 3: Looking at your subsidiary's country, how would you assess the factors listed below?



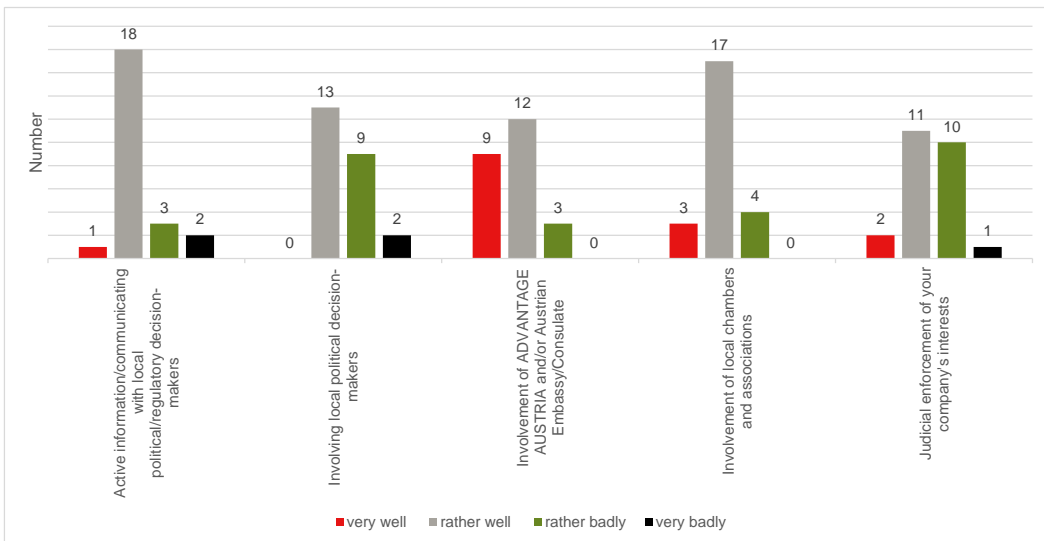
Question 4: From your company's perspective, how would you characterise the current economic climate and state of the economy in the country in which your subsidiary is located for the coming 12 months?



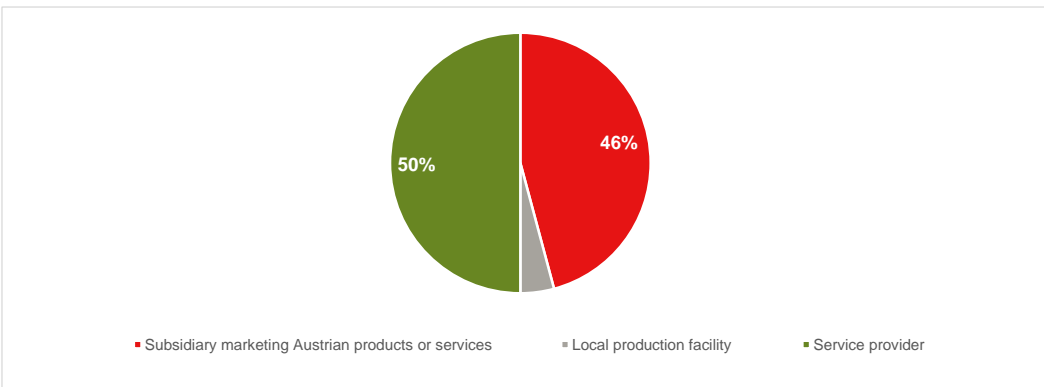
Question 5: Looking at your company's performance in the subsidiary's country, how would you assess the indicators listed below for the coming 12 months?



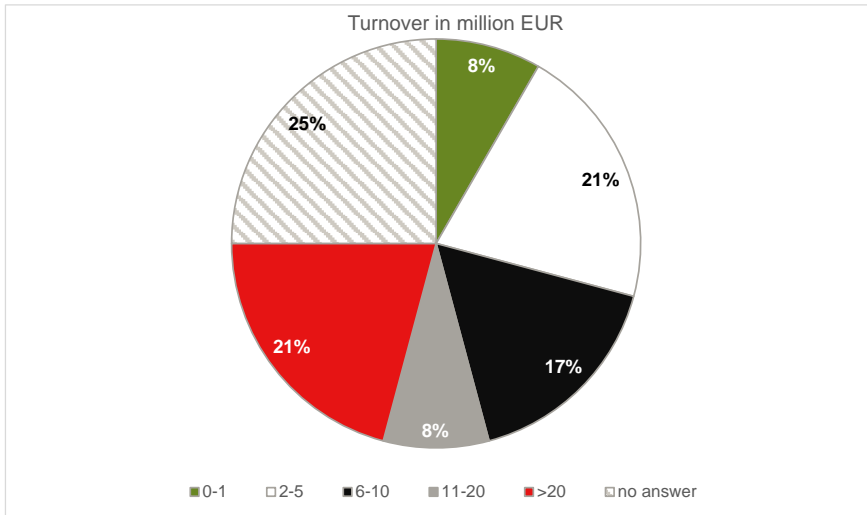
Question 6: How do you assess the effectiveness of the following measures for enforcing your company's interests in your subsidiary's country?



Question 7: Please tell us the main activity of your company in the subsidiary's country.



Question 8: Optional: What is the approximate turnover of your company in the subsidiary's country?



Question 9: Do you see any disadvantages for the UAE in Saudi Arabia's announced development projects and initiatives?

One third of the participants see no or no disadvantages or are unable to assess any disadvantages at the present time:

- For projects in the UAE, existing infrastructure can be used, which should lead to faster completion than in Saudi Arabia.
- Companies will have temporary capacity utilization in Saudi and thus consolidate their presence in the UAE.

A third, in turn, see both advantages and disadvantages:

- Initiatives in Saudi Arabia will take many years to complete.
- Competition will increase, providing opportunities for UAE-based foreign and local companies. Overall positive and interesting development. Advising clients on bidding for various projects, including NEOM and Qiddiya initiatives and developments.
- Competition is always good, one can also clearly see that the UAE is taking liberalization steps in many areas.

One third of the participants see the following clear disadvantages:

- Regional HQ as mandatory for business in Saudi Arabia:
 - Possible loss of employees
 - Increasing labor costs
- ICV (National In-Country Value Program)
- Investment - UAE has become a low cost market, Saudi is looking at quality.
- If enacted, there will be relocation of headquarters from UAE to Saudi Arabia, which is the biggest potential

Question 10: Or does it create new business opportunities for your company?

For one-third of respondents, no business opportunities are yet foreseeable.

One-third of respondents see no new business opportunities here, but rather the following threats:

- Cross-border levies
- Direct competition

One-third of respondents see the following opportunities:

- In the consulting sector
- In cooperations
- Expansion of activities in Saudi Arabia