

TABLES: credit cards, personal/auto loans, mortgages and insurance across the Gulf

The Gulf region's first personal finance and investment magazine

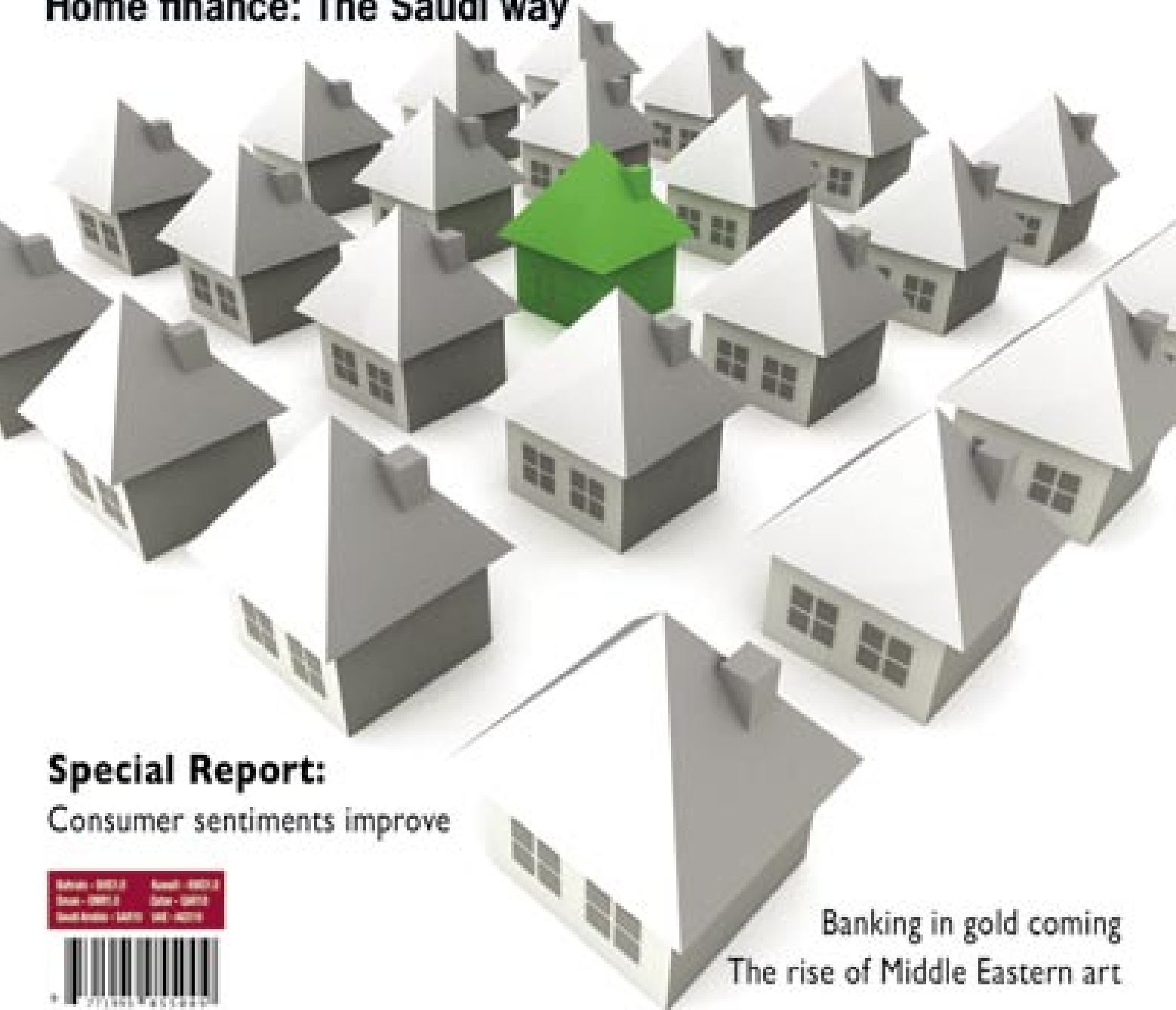
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THE NEXT BIG THING

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Special Report:

Consumer sentiments improve

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Banking in gold coming
The rise of Middle Eastern art

MONEYworks magazine

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It has been a dramatic “V” recovery for stock markets across the world. Such a quick recovery in such a short span of time was not expected. But back in the 1930s, policymakers did not have technology or information the way we use it today to help them quickly put together a global plan to bring the economy back on rails. The availability of information and a much better global understanding of economics, combined with real time information flow, helped significantly this time.

But is this recovery sustainable? That’s the trillion-dollar question. With public debt of leading countries in the world having risen by nearly tens of trillions of dollars injecting stimulus, it could well result in rising bond yields and eroding credit worthiness of nations. Governments might have to raise taxes, cut expenditure and borrow more to service previous debts. It is a question of how long interest rates can remain low before they start to creep up hampering growth.

Right now, even with the entire stimulus, employment markets do not look good. Most companies across the world, including in the region, are not hiring, while cost cutting continues for survival. The valuations in the stock markets also look rather expensive, as they are up over 50 per cent since their lows. As reality again dawns that the global economic recovery will not happen overnight, these markets are bound to correct. These are difficult times for policymakers, but they should be given credit for whatever they have done so far to fix a monster of a problem. What the future holds is another thing, of course.

There is not much to report near home except for the scare swine flu is causing and Iran’s decision to move its reserves to euros. Oil has also softened, but a weakening US dollar will ensure that the price remains steadily supported. It will also mean that OPEC will not cut its oil production, which in turn will mean that the GCC countries will continue to earn enough revenue to keep investing in infrastructure development and building a knowledge-based society. This will, in the medium to long term, help the job market and the growth momentum in the region.

Utpal Bhattacharya
Editor

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Since 1998

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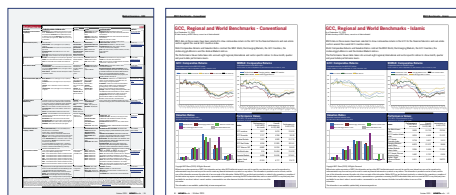
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Emirates Money targets AED2 billion loan portfolio

Emirates Money is targeting a loan portfolio of AED2 billion by 2011. The company also has an internal mandate to start operations in Saudi Arabia. A **MONEYworks** report.

Emirates Money, a consumer finance company and a 100 per cent subsidiary of the Emirates NBD Group, is expecting to close the current calendar year with AED750-800 million in its asset book. The company aims to grow its book to AED2 billion by 2011.

Emirates Money has been in operation for a year and a half. It has a loan portfolio of AED600 million.

Vikas Thapar, general manager of consumer finance and head of SME business at Emirates NBD, described the above figure as a significant success for a consumer finance company that was launched in the midst of the global downturn.

"We had to grow, as we started from a base of zero. In this period of recession, every institution is planning to align to market realities. But going forward, we expect the situation to improve," he said.

Although Thapar refused to provide any additional numbers, as these are supposed to be announced along with Emirates NBD's results, he disclosed that Emirates Money has already broken even. The month-on-month growth is also positive, he added.

According to Thapar, 90 per cent of the total loan portfolio comes from the personal loan

segment, which consists of loans for non-salary-transfers and self-employed businessmen. The remaining 10 per cent comes from the commercial vehicle segment. At present, Emirates Money is focusing on four main segments of consumer finance: personal loans, SME loans, commercial vehicle loans and insurance protection.

Thapar emphasised that Emirates Money has no conflict of interest with Emirates NBD, which commands a large market share of the UAE's consumer finance segment. The relationship is more complementary than competitive, he said. Emirates Money was conceived to strengthen the consumer finance offerings of Emirates NBD and also to bridge the missing link, including a certain segment of the market that was neglected by the bank.

"Sometimes if a group becomes too big, it is difficult to focus on all segments properly. Emirates Money was incorporated to ensure providing comprehensive financial services from the group," Thapar explained.

It is also easier to enter international markets with a finance company than it is to enter them with a bank. Emirates Money will enter various regional markets in the near future,



Vikas Thapar

Thapar disclosed. The first country the company is looking at is Saudi Arabia, where Emirates NBD already has a retail banking division. Emirates Money has already received a mandate to go ahead with its Saudi plan. But the company is waiting for the financial situation to improve before it goes ahead with setting up in the Kingdom, said Thapar. He added that a presence in the other GCC countries will follow eventually.

Speaking about products, Thapar said that Emirates Money plans to introduce a number of secured and unsecured loan products by the end of this year or early next year. The products will target customers across different industries in the SME segment. The company's main focus will continue to be self-employed businessmen and UAE nationals, Thapar added.

Thapar said that SMEs will continue to face difficulties in accessing loans from the market. But Emirates Money has set up a mandated process and underwriting rules to deal with these SME companies. As such, it is more equipped to look after their business needs, Thapar pointed out.

In other products and services, Thapar said that Emirates Money will continue to offer credit shield and life guard insurance to people seeking loans.

"In this period of recession, every institution is planning to align to market realities. But going forward, we expect the situation to improve." Vikas Thapar

Saxo Bank expects Middle East revenues to nearly double

Saxo Bank is witnessing an increase in uptake for its contracts for difference (CFDs) from its Middle Eastern clients. The bank is also expecting its revenues from the region to nearly double in the next couple of years.

A **MONEYworks** report.

Saxo Bank is expecting the Middle East to contribute significantly to its top line. By 2011, the bank believes the Middle East will contribute 10 per cent of its total revenue through electronic transactions.

The Middle East and South Asia are the two biggest markets for Saxo Bank. The Middle East currently contributes six to seven per cent of Saxo Bank's total revenues.

"We have seen a 20 per cent growth in assets under management in the Middle East region," said Jakob Thomson, CEO of Saxo Bank Dubai.

Globally, as per the bank's reported results for the first half of 2009, clients' collateral deposits and assets under management in total exceeded DKK25 billion.

Saxo Bank is now planning to add Nasdaq Dubai, the Abu Dhabi Securities Exchange, the Dubai Financial Market and other regional exchanges to its offering.

"Initially, it will be the UAE exchanges, but later the rest of the GCC exchanges will also be added. We hope to have this ready in 2010," said Thomson.

Talking about Saxo Bank's performance globally, Yaser Rawashdeh, senior sales trader at Saxo Bank, said that despite the global financial turbulence, the bank has done well because

it offers clients tools that allow them to take advantage of any market condition. According to Rawashdeh, CFDs have specifically proven to be a popular product.

"Foreign exchange continues to be the number one product from us in the region, but CFDs have witnessed the fastest growth in Middle East sales," he said.

CFDs are instruments that offer exposure to markets at a small percentage of the cost of an actual share. CFDs mirror the performance of a share or an index and are traded on margin. The profit/loss is determined by the difference between the buy and the sell price. Because CFDs trade on margin, investors only need a small proportion of the total value of a position to trade. CFDs also offer great leverage opportunities.

"Our online trading platform is offering CFDs for oil, gold, sugar and other commodities now. Initially, it used to offer only equities and indices," Rawashdeh said.

Saxo Bank is also working on a number of tailor-made products on the foreign exchange platform, like improving options on foreign exchange. Going forward, Rawashdeh sees lots of potential in commodities and currencies. Commodity-based economies like China and Australia are also likely



Jakob Thomson

to do well in the months ahead, he said.

Rawashdeh added that with the global market showing pockets of recovery, Saxo Bank is no longer as bearish as it used to be.

"We have seen an increase in activity both on the volume side and on the number of new clients. The risk appetite mainly amongst the long-term investors seems to be returning slowly. We have also seen an increase in activity amongst the short-term investors," he said.

Headquartered in Copenhagen, Saxo Bank is an online trading and investment specialist enabling clients to trade foreign exchange, CFDs, stocks, futures, options and other derivatives. It also provides portfolio management via Saxo Web Traders and SaxoTrader.

Saxo Bank's trading platform has a presence in 28 international equity markets and 18 international commodity and futures markets. In May, Saxo Bank became the first Danish bank to receive regulatory approval to operate a regional office in the Dubai International Financial Centre.

"We have seen a 20 per cent growth in assets under management in the Middle East region." Jakob Thomson

PAYMENT SOLUTIONS AND LOYALTY SUMMIT 2009

DEBATE AND DISCUSSION

As GCC residents seek financial solutions to meet their lifestyle aspirations, regional financial organisations are now offering innovative retail finance solutions including EMV, chip cards and contactless payments.

In times such as these, with many more retail banks offering credit cards to consumers, the value of customer retention and data on spending habits becomes a primary focus for financial institutions. And, as card usage rapidly increases, the value of a point of reference for the industry on Payment Solutions and Loyalty is paramount.

The first **MONEYworks** Payment Solutions and Loyalty Summit, which will be held on October 29, 2009, aims to provide this point of reference on issues that will affect the GCC payments industry in the long term.

The summit is a closed-door event and is by invitation only. Read more about the outcomes and conclusions of the Summit in a high level research document which will be available with the December 2009 issue of **MONEYworks** magazine.

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“Shapes of Things”

Optimism, good news and human nature. **Allen Quaye** mulls over the answers to the big financial question.

There's some good news this month. Warren Buffett is on record as saying that he felt the bottom had “plateaued”. He believes that the worst of the recession is now over. Which means, I suppose, that there's hope for capitalism yet?

Over the last couple of months, the headlines were beginning to turn optimistic, with a healthy dose of reservation and cynicism. Of course, no one wants to call it wrong, so using a disclaimer is essential. More recently, pretty much wherever you turn, the headlines are either trying to portray a more positive image of the world's economy or the ‘death by over-analysis’ approach.

Before we all get out the party hats, though, a little qualification is necessary when it comes to Ben Bernanke's recent contention that the worst is over. “From a technical perspective, the recession is very likely over,” he told a Washington think tank. Consensus is, apparently, that the economy is growing. But he did add that the economy would still feel “very weak” to Americans concerned about job security. Of course, Wall Street stocks dropped slightly as soon as he said this.

Not as much as my heart did recently, however, over the total (estimated) figure that the bailout has so far cost – US\$10.8 trillion. The world's largest economies have spent US\$10,000 for every person in a bid to fix the financial meltdown of the past year. In the UK, with London so severely hit by the impact of the crisis on its position as a world financial centre, this figure is nearer to US\$30,000 per person. Dramatic.

Which brings me to my point. The global economic crisis seems to have officially become an historic event. An event to be researched, recorded, commented upon, examined, poked and prodded, whilst the world's elite try to work out what they need to do to make sure it doesn't happen again. Now we're subjected to ‘aftershock’ analysis. Whilst most media are now examining the events from an historic perspective, exactly what's being done to prevent this from happening again? Are the efforts just token efforts? Does anyone really believe that steps are being taken?

Isn't there a real need for a complete overhaul, real fundamental change – a far more drastic approach than a set of new regulations and a few checks and balances? I'd argue that we have to look to ourselves and examine what's really important. Chasing the greenback or living within our means, looking after our families with what we have. Not with what we think or are told we need.

Don't get me wrong. I'm not advocating that we all rise up against capitalism and get all revolutionary. And I'm no mealy-mouthed hippy evangelist, either. I enjoy a little cash as much as the next person. Quite honestly, I can't think of a better system. Capitalism works OK. Or, at least, it did.

I'm suggesting that we need to really take a good, long look at ourselves. We're all as much a part of the problem as we are a part of the solution. We consume far more than we need, we spend money we don't have, we work too much and we don't talk anymore.

We can all blame the banks for messing up. There's no excusing the banking industry, and those who believe the actions of many international financial institutions were tantamount to criminal behaviour can present a strong case.

But that's really immaterial now. It just doesn't matter. We all just have to get on with it, pick up the pieces and make the best of what's left.

It just can't be that money is everything. Surely there's more to life?

Ask yourself what's really important. Ask yourself what you really need. Deep down, you know the answer. To make sure this never happens again, there is just one question we have to ask – and the answer is actually very, very simple.

The question is this. How on earth do we conquer greed?

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Top ranked 100 Islamic banks

The Asian Banker released its annual ranking of the world's top 100 Islamic banks by assets last month. Despite the financial turmoil in late 2008 that crippled so many large western institutions, Islamic banks have continued to grow in prominence and size. According to Asian Banker Research, the world's 100 largest wholly Islamic banks ranked by assets held more than US\$580 billion in assets in 2008, a 66 per cent increase from the US\$350 billion they held in the previous year.

The top ten banks remained largely the same as the ones that dominated the previous ranking in 2008, with Bank Melli Iran (BMI) still topping the list and Saudi Arabia's Al Rajhi Bank in second place, albeit catching up rapidly with a 32 per cent surge in assets compared to BMI's negligible growth. Iranian banks were still the biggest Islamic banking players, holding seven out of the top 10 ranks and 12 of the 100. Iranian banks also took up around 40 per cent of ranking's assets.

The four next-largest markets were the UAE, Malaysia, Saudi Arabia and Kuwait. These markets had similar asset sizes and together carved out nearly another 40 per cent of the ranking's assets combined, with smaller banks in 10 other markets rounding out the list.

Although two Islamic banks in the UK were large enough to be in the top 100, Islamic banks headquartered outside of the Middle East, Asia and North Africa were still very small next to longer-established players. East of Iran, only Malaysian and Bangladeshi Islamic banks had a significant amount of assets. Indonesia, the world's most populous Muslim nation, only had two banks on the list, while Pakistan had three and Brunei and Singapore had one each.

Sudanese banks appeared to be among the weakest, with only seven appearing in this year's ranking, down from 19 in the previous ranking.

Despite the size of the Iranian banks, Saudi Arabian banks were much more profitable. The three Saudi Arabian banks in the top 100 Islamic banks contributed 19 per cent of the ranking's total income. Al Rajhi Bank had the highest net income figure of US\$1.74 billion, the only bank to break a billion. The bank also earned over five times the most profitable Iranian bank, Bank Tejarat.



Financial crisis still not over, according to investment community

Despite improving economic indicators, senior fund managers at a wide range of leading institutional investors from more than 15 countries, with over US\$2.8 trillion of equity funds under management, overwhelmingly said that the financial crisis was still not over in a new global survey conducted by FTI Consulting last month.

The survey of more than 153 leading institutional investors revealed that 64 per cent of respondents globally said that they did not believe that the financial crisis was over, with 31 per cent saying the crisis was over and five per cent undecided.

UK, US and Australian investors were the most pessimistic, with 73 per cent, 76 per cent and 80 per cent respectively believing the crisis had not ended.

Continental European and Asian (including the Middle East) investors were slightly more optimistic, with 59 per cent and 62 per cent respectively saying the crisis was not over.

"Anecdotal evidence gathered during the survey suggests that across the globe investors were still concerned that the amount of leverage in the system that caused the original problem has not



been reduced. The prevailing view was that there has been so much economic stimulus that markets cannot help but go up. The concern was what would happen when government money runs out," said Jack Dunn, president and CEO of FTI.

Dunn continued: "These findings suggest a paradox, in that despite the negative outlook, global equity markets have rallied significantly in recent months. This indicates a willingness of investors, for

now at least, to focus on factors beyond the fundamental issues that caused our current economic crisis."

New issuance of sukuk topped US\$9.3

billion in the first seven months of 2009 compared with US\$11.1 billion during the same period in 2008, said Standard & Poor's Ratings Services last month.

"The smaller amount of issuance was due not only to the still challenging market conditions and drying up of liquidity, but also to the less supportive economic environment in the GCC countries, particularly in the UAE," said Standard & Poor's credit analyst Mohamed Damak. "The medium-term outlook for the sukuk market remains positive in our view, given the strong pipeline with sukuk announced or being talked about in the market estimated at about US\$50 billion and efforts to resolve the major difficulties impeding sukuk market development."

Malaysia took the lead as the major country of issuance for sukuk, accounting for about 45 per cent of sukuk issuances in the first seven months of 2009. Issuers in the Kingdom of Saudi Arabia contributed another 22 per cent of sukuk issued during the same period.

The default of a couple of sukuk was possibly partly responsible for the slowdown in issuance. The silver lining was that these defaults should provide the market with useful information on how sukuk will behave following default, said Standard & Poor's.

Emerging markets hedge fund growth accelerates in second quarter of 2009

Hedge funds investing in emerging markets far outpaced average performance in the broad hedge fund universe in the second quarter of 2009, according to data released by Hedge Fund Research (HFR).

The HFRI Emerging Markets (Total) Index gained 18.92 per cent for the quarter, compared to a gain of 9.17 per cent for the HFRI Fund Weighted Composite Index, HFR's broad-based gauge of industry performance. Through the first six months of the year, emerging markets funds returned 20.18 per cent, the best first-half for emerging markets strategies since a 27.4 per cent gain in the first half of 1999.

The 2009 emerging markets

performance follows the historic decline of 37.26 per cent for the HFRI Emerging Markets (Total) Index in 2008, the worst year of performance on record for emerging markets since HFR began tracking the category in 1990.

In spite of stellar performance, investors continued to withdraw assets from emerging markets during the quarter, with US\$2.5 billion in capital exiting the regions during the period. This was more than offset by positive market returns totaling US\$12.9 billion, resulting in a net increase of US\$10.4 billion in emerging markets assets in the second quarter. Assets in hedge funds focusing on emerging markets now stand at US\$77 billion.

Bahrain in top 20 economies

Bahrain was ranked as the 20th best country in the world for ease of doing business in the Doing Business 2010 Report published by the World Bank.

Bahrain and Saudi Arabia both maintained their positions as the only two nations from the Middle East and North Africa (MENA) to feature in the world's top 20, leading the way in the Gulf and MENA for regulations that enhance business activity.

The MENA region itself picked up the pace for business regulatory reform faster than any other region in a year of global financial uncertainty, with 17 of 19 economies passing regulatory reforms to create opportunity for domestic entrepreneurs.

"It is the result of prudent domestic measures taken to strengthen our long-term prosperity and a commitment to creating an attractive



business environment for international companies looking to access the growing markets of the Gulf – already approaching US\$1 trillion," said Kamal Ahmed, COO of the Bahrain Economic Development Board.

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Currency futures continued to drive

volumes on the Dubai Gold & Commodities Exchange in August, leading to a 44 per cent year-on-year growth in total transactions at 151,699 contracts.

The DGCX traded contracts worth US\$8.84 billion in August. While trade in all four currency pairs was higher compared with the same period last year, total volume growth was mainly supported by euro/dollar and GBP/dollar futures, which rose by 195 per cent and 327 per cent respectively.

Total currency futures volumes increased 330 per cent in August to 88,189 contracts compared with August 2008. In addition to activity in currencies, the DGCX also traded 50,182 gold and 13,311 WTI crude oil futures contracts in August, down 33 per cent and up 43 per cent respectively on 2008.

On August 7, currency futures achieved a record daily high of 7655 contracts. Total transactions for all products also rose to 13,317 contracts on August 12, the highest daily volume in 2009 and the second highest since the exchange launched in November 2005.

Entrepreneurs eye new opportunities

Sixty-seven per cent of the world's best entrepreneurs are pursuing new market opportunities, according to a new study from Ernst & Young released last month.

The study, which included a survey conducted among 3100 finalists of Ernst & Young's Entrepreneur of the Year programme, demonstrated the aggressive and acquisitions-oriented approach of entrepreneurial companies to the economic downturn. The survey said that 40 per cent of the world's best entrepreneurs were focused on improving performance.

Entrepreneurs surveyed represented more than 50 countries, covering more than 90 per cent of the global economy. The clear message was that they were focusing on the positives and looking for strategic growth, said Ernst & Young.

Findings confirmed that despite current pressures, 40 per cent of surveyed entrepreneurs had not increased focus on cash generation from operations

and reshaping their business was not a high priority (16 per cent). These figures indicated that they had sufficient cash reserves or could access alternate sources of cash to approach opportunities, said Ernst & Young.

"In order to withstand the downturn, entrepreneurs are optimising activity in six areas – customers, transactions, people, operations, finance and risk. They realise that some customers will fall away during tough times and 80 per cent are increasing focus on re-negotiating contracts and managing customer bankruptcy," said Michael Hasbani, head of strategic growth markets at Ernst & Young Middle East.

The survey showed that entrepreneurs' approach to transactions was to cautiously raise capital (68 per cent), renew their focus on seeking mergers and acquisitions (80 per cent) and divest non-core assets to realise capital (74 per cent).

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Online poll results
September 2009

Q: The market will turn...

It already has	: 6%
Q4, 2009	: 17%
Q1, 2010	: 18%
Q2, 2010	: 41%
It won't	: 18%

Go to www.moneyworks.ae now to give your opinion on where Dubai real estate is headed.

Equities trading volumes on NASDAQ Dubai rose to 175 million shares in August 2009, up 80 per cent from 97 million reported in August 2008. The increase followed year-on-year monthly volume rises of 110 per cent in June 2009 to 190 million shares and 32 per cent in July 2009 to 128 million shares.

In the first eight months of 2009, trading reached 2.06 billion shares, up 71 per cent from 1.2 billion shares reported in the same period of 2008. The exchange introduced mandatory reporting of all over-the-counter equities trades in September 2008. Equity derivatives trading volumes grew in August to a monthly record of 12,115 futures contracts, up 37 per cent from 8845 in July. A total of 55,307 futures contracts have traded since NASDAQ Dubai launched its equity derivatives market in November 2008.

Training series paves way for new building codes in Abu Dhabi

As part of its initiative to launch new building codes in 2010, the Department of Municipal Affairs (DMA) will be hosting a series of training courses in Abu Dhabi, Al Ain and the western region.

The workshops, open to the public and private sectors, will focus on the guidelines set by the International Building Code and supporting codes

such as the International Energy Conservation Code, International Fire Code, International Plumbing Code, International Mechanical Code and International Fuel and Gas Code.

"The DMA is leading the way to provide safer, better and more economical buildings across the emirate of Abu Dhabi. Next year, Abu Dhabi will

introduce new building codes based on the ICC international building codes," said Rashid Mubarak Al Hajeri, chairman of the DMA.

Al Hajeri added: "The Abu Dhabi codes will set the framework for construction of buildings and will outline the health and safety regulations for the building industry in the emirate."

Dubai commercial property market looks up

The Dubai commercial property market is becoming more competitive on a global scale as falling rents and increased vacancy make the city more attractive to potential tenants, according to a report from Jones Lang LaSalle MENA released last month.

Office rents across Dubai continue to decline, but at a lower rate than before. Rental decline in the second quarter of 2009 averaged 25 per cent, compared to a 45 per cent decline in the first quarter of 2009.

Office rents for Grade A space across Dubai (excluding the Dubai International Financial Centre) now average AED225 per square foot annum. This figure is in line with those seen in mid-2007 and is similar to rental levels in other major commercial centres globally, making Dubai more competitive moving forward, said the report.

The report added that a further decline in average rents is likely, due to increasing levels of new supply. By the end of 2011,

25 million square feet of additional office space is forecast to enter the market, which will increase the vacancy rate and place further downward pressure on average rentals.

In the second quarter of 2009, the vacancy rate increased to around 25 per cent in the face of more than two million square feet of additional space entering the market in a period of subdued leasing demand.

"The market has swung in favour of tenants over the past six months and there are some very attractive deals available in a range of newly completed buildings across Dubai," said Matthew Hammond, head of agency at Jones Lang LaSalle MENA. "This has created a situation where tenants can take advantage of tomorrow's prices today and negotiate rents below current asking levels."

The average prime office rentals in Dubai are now below those in the major international office centres of London, Paris, Hong Kong, Mumbai and Moscow.

DAMAC Properties said that two of its projects in Business Bay have officially reached the top level. Both Business Tower and XL Tower were officially topped off at floors 18 and 19 respectively.

The company's twin tower development Park Towers is also expected to reach the top floor this month.

Construction of both Business Tower and XL Tower commenced in January 2008 and form part of DAMAC's portfolio of eight projects that are currently underway in the Business Bay area. Both towers are due to be completed by the end of this year.

Deyaar Development said that it will double the size of its property management portfolio in the next five years.

The company currently manages over 16,000 commercial and residential properties in the emirates, with over 95 per cent occupancy.

"Since the past year, Deyaar has been working with a long-term strategy of diversifying its income streams, and our planned expansion in property management is in line with this overall strategy," said Markus Giebel, chief executive of Deyaar.

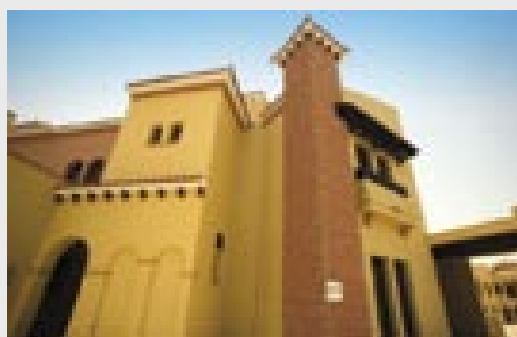
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Dubai Properties completes new community in Mirdif

Dubai Properties Group has completed Shorooq, its new community featuring villas and apartments in the heart of Mirdif in Dubai.

Salwan Property Management, a subsidiary of Dubai Properties Group, will lease and manage the development.

Khalid Al Malik, group CEO of Dubai Properties Group, said that the development caters to residents seeking a self-sustained community without long-term purchase commitments.



Mayfair Wealth Management (MWM),

a Cayman-Islands-based financial and investment advisory service, is planning to launch a series of funds for the European market starting next year, according to Amani Choudhry, CEO of MWM.

The first fund will be a close-ended commercial property fund for the UK market and will be launched by the first quarter of 2010. This fund will be followed by an Eastern European fund around the second or third quarter of 2010. The investment advisory firm is also planning various other products covering gold, foreign exchange and properties.

Started nearly 10 years ago as property advisory firm, Mayfair International used to deal with property financing, mitigating taxation issues related to properties and identifying properties for high net worth individuals across Europe. MWM was incorporated two years ago to provide financial and investment advisory services.

The company recently launched Real Estate Musharakah Notes, a Shariah-compliant distressed property fund in the UAE worth US\$50 million.

Unicorn Capital Saudi Arabia has received

approval from Saudi Arabia's Capital Market Authority to commence operations in the Kingdom. Unicorn Capital Saudi Arabia will offer a range of Islamic investment products and services with the full support of Unicorn Investment Bank, by which it is majority owned.

National Bank of Abu Dhabi has opened

its 27th branch in Egypt. The bank said it is planning to enlarge its branch network in Egypt to 50 branches by 2013.

Gulfmena gets licence to operate from DIFC

Gulfmena Alternative Investments has received a licence from the Dubai Financial Services Authority to operate as an asset management company from the Dubai International Financial Centre.

Gulfmena is a fund and asset manager specialised in the Middle East and North Africa (MENA) markets. Its primary fund management activity focuses on introducing absolute return strategies and enhanced alpha solutions for institutional clients and qualified high net worth investors seeking exposure to MENA markets.

The company also offers international and regional clients customised strategies and investment management services catering to both conventional and Shari'ah-compliant investors.



Dubai International Financial Centre and Gulfmena officials

Gulfmena will introduce its flagship investment strategy through the Gulfmena Arab Opportunities Fund, a macro-directional absolute return public equities fund that will be launched in the last quarter of 2009. The first MENA hedge fund of its kind, the fund will seek to adopt global investment performance standards from the start.

For more on this, go to www.moneyworks.ae and search 'Gulfmena'

Abu Dhabi Finance introduces mortgages for non-residents

Abu Dhabi Finance has launched a new mortgage product for clients residing outside of the UAE.

The product offers salaried non-residents wishing to invest in residential property in Abu Dhabi up to 75 per cent mortgage finance. Self-employed investors are eligible for a maximum of 70 per cent finance.

Abu Dhabi Finance is offering a minimum loan amount of AED250,000, with the maximum amount depending on the individual applicant's circumstances. Other features of the new product include a maximum mortgage tenor of 30 years, an upper age limit of 70 at loan maturity and the option to repay up to 10 per cent of the outstanding loan amount once per

year without incurring any early repayment charges.

The mortgage is expected to appeal to buy-to-let investors, as well as those seeking equity release and remortgaging. Mortgage repayment options are flexible and include an interest-only option for both completed properties and those under construction, regular capital repayment and a combination of interest only for part of the mortgage and capital repayment for part of the mortgage.

"Our non-resident product will also provide an option for those expats who are here on a fixed-term contract and expect to be transferred to other destinations," said Philip Ward, CEO of Abu Dhabi Finance.

NCB launches Shari'ah-compliant Visa platinum credit card

National Commercial Bank (NCB) has launched a new Shari'ah-compliant Visa platinum credit card. The card is available in two separate loyalty schemes: bonus (cash back) and Amyali (air miles). In addition to the loyalty programmes, the new card offers travel insurance benefits of up to US\$200,000 and Visa global assistance services.



National Bonds likely to launch finance company

National Bonds plans to expand beyond the UAE to international markets. The company has been in contact with three Arab countries and one Asian country in this regard.

Mohammad Qasim Al Ali, CEO of National Bonds, said that the company has engaged an international consultant to study these markets. He added that talks are in an advanced stage with Indonesia.

National Bonds is also exploring the possibility of launching a finance company in the UAE. Al Ali disclosed that this company will have a paid-up capital of AED30 million. The paid-up capital could increase depending on market conditions when the finance company is launched, he said.

Al Ali added that National Bonds will also launch its own distribution centres this

year. In three years, the company will open between 12 and 15 centres primarily in the UAE, starting with Dubai, Abu Dhabi and Al Ain.

National Bonds currently sends its sales representatives to the homes of people contributing over AED5000. Customers can also invest in National Bonds savings schemes through various banks and their branches across the country.

According to Al Ali, National Bonds is now working with various government and private organisations in the UAE to initiate a compulsory saving scheme with them. The company also plans to launch end-of-service benefits for employees in the future.

The CEO added that National Bonds will announce a number of new products in the months ahead.

State Bank of India (SBI) has started

providing a complete range of banking services from its base in the Dubai International Financial Centre (DIFC). SBI has received a full banking licence from the Dubai Financial Services Authority that enables its DIFC branch to accept deposits and provide credit.

The bank has also obtained a retail endorsement to its licence that enables it to arrange investments for retail customers and offer credit to small and medium enterprises.

SBI's DIFC branch will provide trade finance and short-term working capital loans including letters of credit and bank guarantees, term loans, project finance and syndication of credit requirements. The branch can arrange and advise on the investment products of the State Bank Group and other reputed fund houses. It can also accept deposits from non-UAE-based professional clients/corporates in US dollars, euros and GBP.

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Shari'ah-compliant mezzanine fund to raise US\$200 million

QInvest and Fortis Bank Nederland are in the advanced stages of launching a Shari'ah-compliant mezzanine fund targeting financing opportunities in the marine transportation industry.

The proposed fund aims to raise US\$200 million and will target mezzanine investment opportunities in deep sea vessels. The fund has an average life of five years and seeks to benefit from

the down cycle of the shipping industry through an extended investment period of around 18 months.

The fund is targeting a running cash yield and is structured to benefit from the potential asset appreciation on vessels through an equity kicker. It aims to capitalise on the significant dislocation the shipping industry has witnessed over the last 12 months.

Appointments - September 2009



Anand Krishnan

Dubai International Capital has appointed **Anand Krishnan** as CEO from his existing role as COO.

Ernst & Young Middle East has chosen **Sherif El-Kilany** to lead its regional tax practice.



Sahba Hadipour

Sahba Hadipour has joined Barclays Wealth as director of its international private banking team in the Middle East.



Gregor Muenstermann

Emirates Steel's board of directors has appointed **Gregor Muenstermann** as the company's new CEO.

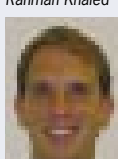
Nigel Hawkins has been appointed as senior private banker at Fairbairn Private Bank, based at the bank's new office in London.

Khalid Mahdi Al Ahbabi has joined al khaliji to head 'al khaliji al islami'.



Khaled Abdel Rahman Khaled

Global Investment House has appointed **Khaled Abdel Rahman Khaled** as senior vice president to head the brokerage business in the Gulf region.



Matthew Dadd

Gulf Healthcare International, owned by the private equity funds managed by Global Private Equity Group Global Capital Management, has appointed **Wayne Stewart Hidge** as finance director.

Jim Coupe joins Skipton International Limited, the specialist Guernsey-based offshore savings and mortgage subsidiary of Skipton Building Society, as commercial director.

Knight Frank Middle East has appointed **Matthew Dadd** to its global capital markets team, based in Bahrain.



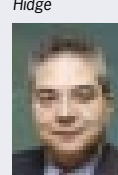
Atul Shukla

Jitendra Chartered Accountants has appointed **Atul Shukla** as anti-money laundering officer. Shukla joins Jitendra Chartered Accountants as an audit partner and will head the audit and accounting business.



Wayne Stewart Hidge

Banque Saudi Fransi has appointed **Dr. John Sfakianakis** to its management team. Dr. Sfakianakis will be chief economist of Banque Saudi Fransi and will also serve in various management committees as a group general manager.



Dr. John Sfakianakis

Dana Gas PJSC, the Middle East's first and largest private-sector gas company, has appointed **James Dewar** as group chief financial officer.



The rise of the Middle Eastern art market

The GCC is taking strong strides in furthering the Middle Eastern art cause. Dubai is building an art and culture district, while Abu Dhabi, Qatar and Saudi Arabia have their own programmes. **Utpal Bhattacharya** investigates.

Like most asset classes, art has begun to see some recovery since the second quarter of 2009, albeit marginally. Art Price's Art Price Global Index rose 4.97 per cent in the second quarter of 2009 after declining over 30 per cent since the beginning of 2008. Confidence is also on the rise, with Art Price's Art Market Confidence Index adding 20 points by the end of the first quarter of 2009.

Various other art market tracking reports point to similar trends. After an 81 per cent drop in the ArtTactic Art Market Confidence Indicator in December 2008, there are signs of improvement. The ArtTactic Expectation Indicator also stands 46 per cent above the current indicator.

The signs of renewed confidence reflect the recovery in stock markets globally. The correlation between the two asset classes became ever-more obvious during the financial crisis, as heavily leveraged wealthy people from across the world sold artworks to fund their debts in stock markets. In fact, even as the Dow lost one-third of its value in 2008, Skate's Art

Stocks Index lost nearly two-thirds in the same period.

Led by Dubai, which is fast emerging as an important regional art auction centre, there have been some positive indicators in the GCC region too. Although there are no benchmark indices or compiled statistics available of the regional art market, auction house sales are looking good. Christie's April 2009 auction of Middle Eastern artwork in Dubai raked in only US\$4 million in sales – much lower than 2008 – but more than 80 per cent of the artworks under the hammer were sold.

Christie's upcoming auction later this month will have 165 lots of artworks valued at US\$8-11 million going under the hammer. There will also be a Bonhams auction this month, which augurs well for the regional art market.

The rise of Middle Eastern art

Jussi Pylkkänen, president of Christie's Middle East, described Dubai as an established international marketplace after the auction house's April 2008 sales

in the emirate. Michael Jeha, managing director of Christie's Middle East, couldn't agree more. Speaking to **MONEYworks** last month, Jeha said that Christie's Dubai office was opened to service the company's Middle Eastern customers. Seeing the surge of art interest in the region, however, prompted the start of auction sales in 2006.

In fact, the opening of the auction house's office in Dubai has led to a 400 per cent increase in Middle Eastern spend with Christie's, according to Jeha.

"We find a direct correlation between the opening of our office in Dubai and the increase in Middle East spends with Christie's," he said.

The opening of Christie's and other international brands in Dubai has helped to take Middle Eastern art to the world market in the last few years. In the last three years, Christie's Middle East sold well over US\$125 million worth of artworks through its Dubai operations. Jeha said there has been a discerning trend of cross-border interest in these

works of art. Different nationalities are buying these works rather than those of artists from their own countries.

“As the Middle Eastern art category internationalises, we find some of our biggest international clients in New York, London and Asia participating in the sales in Dubai,” noted Jeha.

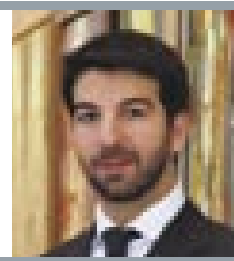
The Dubai art market has grown organically. It has developed as a natural progression resulting from various factors, including the emirate’s ambition to build an international financial centre. The Dubai government has now decided to support the nascent local art market and build it up in such way as to create a distinct differentiation from other regional centres.

There are two projects that the Dubai government plans to initiate shortly to boost the art and culture milieu of the emirate. Mishaal Al-Gergawi, projects and events department head at the Dubai Culture and Arts Authority, described the first project as an incubation centre for aspiring artists. The second project involves a much larger allocation of resources involving the creation of an art and culture district that will, apart from housing galleries and shops, a rehearsal theatre, a library and an exhibition centre, focus on affordable housing for artists.

The incubation centre will offer aspiring artists general advice and arrange meetings with veteran artists and academics to help their learning process. This centre will also have a grant desk, a scholarship desk and a workshop desk for aspiring artists.

The Dubai Culture and Arts Authority is also working with relevant government departments for creating legislations that would allow artists to work part-time in the UAE. Al Gergawi argued that artists are rather poor at the beginning of their careers as artists and need to support themselves with part-time work. That’s

“As the Middle Eastern art category internationalises, we find some of our biggest international clients in New York, London and Asia participating in the sales in Dubai.” *Michael Jeha*



why legislations that would allow artists to work part-time are so important, he added.

“I believe the combination of these two projects will give a tremendous boost to people pondering creativity in the UAE and the region. With the first project, we feel people will start responding from the country, and once we have the second project going, we expect artists to come from all over the region,” noted Al-Gergawi.

Al-Gergawi said that the Dubai government is currently in the process of finalising a location for the planned integrated art and culture district from a shortlist of three different identified sites.

Specific announcements in this regard are expected by the end of the year, he added.



From exhibition to creation

The two projects that the Dubai Culture and Arts Authority is undertaking clearly mark a shift in the emirate’s approach towards creativity and entertainment from being an exhibitor to being a content creator. Al-Gergawi acknowledged this shift and explained that the ultimate differentiator between two cities is the different art and culture they offer. Dubai can differentiate from others only with what the emirate can claim to be created by its own.

A similar line of thinking is also apparent in other parts of the region, as Qatar builds its own museums and Abu Dhabi

emerges as an important art centre with international brand names coming to the emirate.

But Dubai has a slightly different strategy from the rest. It is working towards creating its own content, rather than just acquiring from abroad.

“You can build roads, hotels and infrastructure, which others can also build. But with art and culture, there are unique attributes to a place, and that’s why in Rome you do not feel like in Paris. We want to create that differentiator in Dubai with our art and culture initiative,” Al-Gergawi explained.

Al-Gergawi defined local content as not just the creation of Emarati artists, but also of all those who live and work in the city.

“For example, we would rather support through our initiatives an aspiring South African, Indian or Palestinian artist who has been living in the UAE for six years than somebody coming from outside the country,” he clarified.

This approach from Dubai will help to address one of the biggest challenges the emirate faces as it tries to create a composite culture from the over 100 nationalities that reside in the emirate.

“When the Emaratis and non-Emaratis living in Dubai start using art as a platform of communication, we will begin addressing one of the biggest challenges the UAE faces, which is developing an identity that is inclusive, encompassing both nationals and non-nationals,” Al Gergawi said.

This is good news for entrepreneurs who have decided to make Dubai their home, like Ghada Kunash, managing director of Vindemia Gallery. Kunash, who owns Vindemia, is an expatriate. She set up the gallery three years ago when she decided to live in Dubai.

Sitting in her Jumeirah Beach Residence gallery, Kunash told **MONEYworks** how all nationalities patronise her gallery that sells collectibles, antiques and mostly contemporary art.

“As we made Dubai our home, we felt it was the right time to set up this store, as many people were settling and retiring in Dubai and we had some of the most unique furniture and collectibles apart from art to offer,” she said.

Market potential

Kunash’s art director is Italian expatriate Annamaria Bersani, who has had her own gallery in her home country for the last 20 years. But she decided to shift to Dubai, as her husband works there. Bersani said that Vindemia mostly sells artworks of local artists with whom the gallery works.

There are nearly 60 or more galleries now in Dubai, compared to five or six in the early part of the decade, indicating the meteoric growth of the local art market. Vindemia Gallery is an example of how local galleries are helping the local art market deepen.

“We do not go and purchase art, but we identify young and talented artists who are ready to sell their paintings at a fair, acceptable price. A good artist will increase in value over a period of time,” explained Kunash.

Working with Kunash is Syrian artist Ismail Refai, whose artworks tripled their value in the last two years that Vindemia identified and began working with him.

Kunash promotes her gallery through exhibitions on the premises of Jumeirah



“As we made Dubai our home, we felt it was the right time to set up this store, as many people were settling and retiring in Dubai and we had some of the most unique furniture and collectibles apart from art to offer.” *Ghada Kunash*

Beach Residence, shopping malls and five-star hotels. And she is not the only one. There are other galleries in Dubai that take a similar approach, which is what the Dubai government wants to promote: local content creation of art and culture.

It is interesting that in a region where visual art was not much appreciated or understood in the past, we are witnessing this tremendous support for it now. The influx of people from various nationalities to the region is helping significantly, while young nationals are also showcasing their talent in various exhibitions, be it in Abu Dhabi, Dubai, Saudi Arabia or Venice.

It is significant that Christie’s is selling Emarati and Saudi contemporary artists along with other regional art, while countries from the region are participating in such international fairs as Venice Biennial with their local contemporary art.

In fact, the global art market boom of 2006 to 2008 favoured contemporary art and living artists were the fastest growing subset of Skate’s Top 1000. This global trend helped boost regional contemporary art, and there is no slowing down that

momentum now. Even international fund managers are talking about the Middle Eastern market as the next big thing.

There are various estimates of the regional art market’s potential, although there is no way to verify these claims. But some feel that the UAE art market alone has the potential to develop into a US\$250 million industry in the next few years, while the rest of the GCC reaches a value of another US\$100 million.

Jeha won’t quantify or put any figures to the market as yet, but according to him, the regional market, despite softening with the global downturn, has remained above the levels of what it was four to five years ago.

These are all good signs, and with the regional governments backing the market, there is no turning back.

Al-Gergawi said that the Dubai government is reacting to an organic situation with artists, galleries and thinkers already in place and is now moving towards the direction of its own content creation. In Abu Dhabi, a message has been sent to the local community that the emirate will create a multicultural society, while Qatar is investing in museums. The goals of creating a vibrant art and culture environment are similar across the GCC.

“What is happening now is that everyone is trying to do the same things. But eventually, every centre will find its own place. There are museums in Boston and New York and London and Paris, but they all are different in what they offer and the cities as well,” Al-Gergawi added.

In 10 years, we are likely to build up a fabulous art market in the GCC, with centres dotted all over the place. Each will be different, of course, but together, the centres will collectively reinforce and enrich the Middle Eastern tradition of art and culture.



“When the Emaratis and non-Emaratis living in Dubai start using art as a platform of communication, we will begin addressing one of the biggest challenges the UAE faces, which is developing an identity.” *Mishaal Al-Gergawi*



Owning a home to become easier in KSA



Saudi Arabia is waiting for a mortgage law to be announced soon. Experts point to the ever-widening gap between demand and supply in the Kingdom and say that only a mortgage law will reduce this gap over a period of time. **Amir Elalfy** examines how owning a home will become easier in the Kingdom once the mortgage law is approved.

The demand for housing is continuing to grow in Saudi Arabia. Various estimates indicate that between 55 per cent and 65 per cent of Saudi nationals do not yet own a home. While this circumstance offers a tremendous opportunity in a market that boasts of liquidity in excess of SAR1 trillion, as reported by the Saudi Arabian Monetary

Agency (SAMA) in May, the market has its challenges as well.

One challenge that continues to stymie the growth of the residential market in the Kingdom is the lack of a mortgage law. The draft of a mortgage law that has been lying with the Shura Council for the last two years has finally been put up for approval of the council of



in the Kingdom from 2005-2010 will stand at 95,300 units, aggregating 571,780 units in total for the period. This supply falls far short of the aggregate demand for 1.08 million units in the same period. The gap is nearly 510,000 units, which works out to be a shortfall of 85,000 units a year.

Saudi Arabia's property market offers tremendous potential for investors in the region and internationally, although the Kingdom continues to tread cautiously when it comes to liberalising the sector. According to the ministry of economy and planning, total property market transactions in the Kingdom exceed well over SAR200 billion on average annually.

This figure could well go up a few folds once the mortgage law is approved and in place.

In fact, the shortage of supply of housing has pushed rents up considerably. Between 2005 and now, rents have risen by about 30 per cent across the Kingdom. Many experts say that unless the Kingdom quickly addresses the demand for housing, the situation could become worse for both citizens and residents. Riyadh alone has a need for 30,000 housing units every year, while the supply is just 10,000 units.

Housing finance

These days, it is impossible for most people to think about building a home without a loan. But studies reveal that about 75 per cent of real estate transactions in the Kingdom were privately funded last year, taking the total number

of residential units that were transacted, including new and old ones, to 3.99 million units.

But loans were available too, albeit few and far between and coming with a host of conditions.

According to SAMA, the value of loans granted to individuals for the purpose of financing real estate in the Kingdom grew from SAR3.3 billion in 2001 to SAR4.5 billion in 2002 and SAR13.7 billion in 2005. Although later figures are not available, the Saudi Fund for Development (SDF), which has been lending money to Saudi nationals for the purpose of building homes, is not able to keep pace with the rising demand.

From 1989 up until today, SDF has not gone beyond approving more than 10,000 loans a year, with the exception of 1993 and 1994, when the numbers were above average. The waiting period for applicants has only increased over the years, and the average number of requests continues to head north at 30,000 applications annually.

But one should not discredit the contribution of SDF towards the housing market in the Kingdom. As of 2006, it had sanctioned 511,824 loans with disbursements totalling SAR135 billion, which helped to build 614,288 housing units. SDF also disbursed loans totalling SAR5.18 billion towards investments that went on to create other types of residential units and offices.

In fact, SDF was forced to cut back on its lending programme following a number of its customers defaulting on repayments. The default rates exceeded 30 per cent in 2004, compelling the fund to reduce the volumes of lending.

There are various estimates of the total mortgage market in the Kingdom. According to one estimate, mortgage

ministers. The draft law is reportedly being checked thoroughly before being introduced, but experts say that it is expected anytime now. The market has continued to wait patiently, along with the six mortgage companies that were specially set up with a total capital of SAR7 billion to provide mortgage finance in Saudi Arabia.

The demand supply gap

According to the Kingdom's ministry of economy and planning, Saudi Arabia currently has a shortage of one million housing units. Real estate developers are not able to meet this demand, which works out to be about 200,000 new units on average annually for the next five years.

Some interesting statistics are available from the ministry. It says that the average annual supply of all housing

“The Kingdom has a demand for four million new housing units up to 2020. This works out to be 163,750 units every year. To be able to build at this rate, the Kingdom will need to invest SAR80 billion every year until 2020.” *Hassan Al-Najjar*



Population growth projections in Saudi Arabia

Year	Population (million)					Average annual growth rate (%) 2004-2024
	2004	2009	2014	2019	2024	
Total population	22.67	24.39	26.45	28.15	29.86	1.47
Saudis	16.53	18.57	20.79	23.21	25.81	2.25
Non-Saudis	6.14	5.82	5.66	4.94	4.05	-2.0%

Source: CSR Database

lending will touch SAR8 billion this year, compared to SAR3 billion in 2008. It is, however, difficult to verify these estimates independently.

Financiers also regularly use *ljarah* to finance home purchases in the Kingdom, bridging some of the demand for funding in the housing market. According to Darwish O. Bakeer, marketing director of Rafal Real Estate Development Company, the annual *ljarah* volume towards house purchases in Saudi Arabia is no less than SAR30 billion. These volumes are likely to grow to SAR180 billion in the next few years as demand for housing explodes in the Kingdom, he adds

Expectation of new law

Hassan Al-Najjar, chief marketing officer of Saudi-based Ewan Real Estate, says that the Kingdom has a demand for four million new housing units up to 2020. This works out to be 163,750 units every year. To be able to build at this rate, the Kingdom will need to invest SAR80 billion every year until 2020, Al-Najjar points out.

Saudi Arabia is a young country with 40 per cent of Saudi nationals under the age of 20 and 70 per cent below the age of 30. The annual average growth rate of the Saudi national population is 2.25 per cent, while in the case of expatriates, it is 1.47 per cent. By 2024, the Kingdom's population will touch nearly 30 million.

According to Mohammed Rabih Itani, vice president of marketing with Injaz Development Company, the housing situation in the Kingdom is so desperate with the middle income group among Saudis that they no longer have any reservations about living in apartments, as long as these are independent units.

"Some of the latest studies show that 40 per cent of Saudis live in apartments today, while 60 per cent of the population in the central and western region live in rented units. Most people are not looking for choice, especially newlyweds. They are just looking for an independent dwelling unit, which is hard to come by at an affordable price," he adds.

Itani further asks: "If these Saudis had the option to purchase a mortgage, why would they live in rented houses?"

Why, then, is the mortgage law taking so long to be approved and become effective?

Itani answers: "Manipulation and misuse of the mortgage system in the US has resulted in the current crisis. The lawmakers in Saudi Arabia want to ensure that when they come out with the mortgage law, it does not have any loopholes. So, it is better late than being flawed."

Itani is confident that the mortgage law will be approved sooner rather than later. The mortgage law is set to be introduced at a time when developers are looking forward to investing in the market, he says.

It is also true that investors are much more aware of the potential of the Saudi real estate market today than they were a few years ago. The increased awareness of private sector developers will allow them to plan properly before entering the mass market for housing development once the mortgage law is approved.

According to Al-Najjar, 30.3 per cent of people in Saudi Arabia belong to the middle income group, earning between SAR8001 and SAR20,000 per month, while 34 per cent earn less than SAR5000 a month. Another 30 per cent earn between SAR5000 and SAR8000 a month.

As such, real estate developers will have to build accordingly, while



"The annual *ljarah* volume towards house purchases in Saudi Arabia is no less than SAR30 billion. These volumes are likely to grow to SAR180 billion in the next few years as demand for housing explodes in the Kingdom."

Darwish O. Bakeer

Household income

Monthly income (SAR)	% of Kingdom
Less than 5,000	34
5,000 – 8,000	30
8,001 – 10,000	12.5
10,001 - 15,000	13
15,001 - 20,000	4.8

Source: CSR Database

home financiers will have to provide easy lending terms and inject sufficient liquidity into the market, says Al-Najjar.

Until the law comes

There is a lot of expectation for the mortgage law and what it will mean for the Saudi residential market, especially now that the global financial crisis has affected the Saudi banking industry as well. Banking and financial institutions have tightened their belts and have made borrowing difficult, especially for those planning to buy homes with bank loans

For a number of developers, until the mortgage law is introduced, there is very little that can be done to address the burgeoning demand coming from the middle income group in the Kingdom's housing market.

Foreign ownership of property in KSA

A foreigner or an expatriate can purchase a maximum of one property in Saudi Arabia, but there are a number of conditions attached. One is that a non-Saudi can own a house in the Kingdom only for residence purposes and can buy only one property. There are expectations for the mortgage law to address this issue.

“A very large section of the Saudi middle class lives in rented apartments. They do not have the ability to buy houses at current prices, nor do the large majority

Until that happens, though, all parties will have to wait patiently.

It is, however, important to put into context what is happening in Saudi Arabia in terms of the development of the real estate market other than the mortgage law. The Kingdom is investing US\$400 billion in developing four economic cities. In fact, in 2007, Saudi Arabia's real estate investment more than doubled to US\$26 billion.

It is also important to note that the residential sector encompasses 70 per cent of all real estate activity in the Kingdom as of now and that people are still able to access financing to purchase

“Manipulation and misuse of the mortgage system in the US has resulted in the current crisis. The lawmakers in Saudi Arabia want to ensure that when they come out with the mortgage law, it does not have any loopholes. So, it is better late than flawed.” *Rabih Itani*



of youths that are coming to the mainstream economy. They need long-term funding to buy houses, but at lower rates,” says Bakeer.

And he's right. But long-term loans at reasonable rates can only happen through mortgage lending.

houses, even if that financing is rare. Above all, it is important to note that the lower income group in the country is not being neglected. King Abdullah has set aside US\$2.7 billion to build 66,000 new low-cost homes in the next four years.

Demographics: Affordability							
Median house cost	1.5 million	1 million	800,000	600,000	500,000	350,000	250,000
Monthly income (SAR)	Affordability						
25,000	Unaffordable	Barely affordable	Barely affordable	Affordable	Affordable	Affordable	Affordable
20,000	Unaffordable	Barely affordable	Barely affordable	Affordable	Affordable	Affordable	Affordable
15,000	Unaffordable	Barely affordable	Barely affordable	Barely affordable	Affordable	Affordable	Affordable
12,000	Unaffordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Affordable	Affordable
10,000	Unaffordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Affordable
6,000 to 8,000	Unaffordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable
5,000 to 5,500	Unaffordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable	Barely affordable
Unaffordable		EMI over 50% of monthly income					
Barely affordable		EMI between 35 to 50% of monthly income					
Affordable		EMI less than 35% of monthly income					

Pearl Dubai can save AED3 billion in costs

Abdul Majeed Ismail Al Fahim comes from a family that started off trading in foodstuff. Riding the economic growth story of the UAE, the family business transformed into a large family group in less than 50 years with interests in different industries. Here Al Fahim speaks to **Amir Elalfy** about his initial years and the group's prestigious Pearl Dubai project.



How did you enter the world of business and finance?

Ours was a family of traders and we started off with trading in foodstuff in the UAE and in markets like Al Hamriyah. In my business, I started small in foodstuff and then moved on to trading in land and real estate. I purchased land in good locations and then sold these off at a profit. However, my first real big investment opportunity came in Sharjah where I started investing in medical centres.

You held several senior government positions in Abu Dhabi and Dubai. How have those experiences helped you?

Although I was passionate about trading since my childhood, my mother insisted that I complete my studies first. She said education would help me with enhancing my business skills. By the time I completed my studies, I already owned 13 companies between food and plastic industries.

My mother's advice was really useful, as studies helped me to whet my business skills. I realised this even more when I joined the Abu Dhabi Investment Company (AD Invest), which I consider my real starting point in the world of business. Apart from the many different skills and expertise that I picked up working at AD Invest, I was fortunate enough to meet professionals from various countries. I also learnt about new investment regulations and was introduced to asset classes like private equity.

You began your career at a time when the UAE was going through a phase of economic transition.

I am a very conservative person, but I have always looked for opportunities. And in those days there were many opportunities, depending on how one took advantage of them.

The rise in the trading volumes in the country, the development of Dubai into a huge financial centre and my experience in AD Invest helped me in growing my business volumes over the years.

How large was your first investment?

Those days, when the country was undergoing a trade Renaissance of sorts, it was more about finding a good project rather than huge capital. My first investment was AED300,000 in the medical services facilities initiative in Sharjah. It was a lot of money in those days.

What inspired you to enter the real estate market? Why did you choose Pearl Dubai?

Pearl Dubai was inspired by the vision and strategy of the real estate development of His Highness Sheikh Mohammed bin Rashid Al Maktoum. Pearl Dubai was conceived at a time when people were wondering about the feasibility of mega projects in Dubai. These people were arguing that Dubai or the UAE did not have the right population density to justify large real estate projects.

Of course, no one had imagined at that

time that there could be artificial islands in the sea or sea water in the desert.

Today, Dubai has achieved these feats and the emirate has become a global tourist destination. We have demand outstripping supply, whether in the real estate sector or hotels.

In fact, the idea of a government-led real estate development was presented by me to the board of directors of AD Invest before the establishment of Emaar, but it did not happen. I had suggested urban development plans for cities and giant shopping malls at that time. Don't forget that some of Emaar's founders were from AD Invest.

The idea of Pearl Dubai was conceived by us and we were one of the first investors in the project. However, the project was not developed properly and there were flaws in it, so we had to take over the whole project.

Did these flaws delay the project?

We received the project from the old developer in 2007 and started re-designing it, as there were flaws in the development. We have changed the contractors and now we have ensured that we come up with a unique project after careful planning.

We are committed to the development of this project, which represents one of the qualitative projects in Dubai. The market conditions are also favourable for real estate investment in the country, as raw material prices are declining and contracting companies are available now, unlike in the recent past.

But has there been a cost overrun in the project?

Yes, replacing the old designs and developing new ones has cost us a lot. It has increased the financial burden on the project, but we see future benefits from making these changes. It took us a year to come up with new designs.

As for the time of completion, I will not say that there is any real delay. Besides, we must not forget the fact that when we started the project, we were in the midst of a construction boom in Dubai and contractors and engineers were difficult to come by. Also, it would not be right to talk about the completion time of the old project, which was launched in 2004. That project no longer exists, and we have a new Pearl Dubai in the making.

Hotels and tourist facilities are an important part of the Pearl Dubai project. What is the expected number of hotels in the project and the number of hotel rooms?

The project will include six prestigious hotels offering 1600 hotel rooms, representing one-third of the project. Residential units and office and recreational facilities will represent two-thirds of the project.

What is the new timetable for the completion of the project?

The first five floors of the four towers, which constitute the backbone of the project, are expected to appear before the end of the year, while the towers will reach their 15th floor constructions within 12 months from now. We will also complete the foundations for the rest of the components of the project by the end of this year. The entire project will be delivered in 2013 with full-fledged services.

We will rely on several alternatives, including self-financing, to fund the construction of the project. We are currently examining the possibility of involving new strategic partners and new investors in the project.

How has the financial crisis affected real estate developers and their strategies in the UAE?

The financial crisis has given the market a good shake. Of course, there are many negatives. But there are some positives also, as now we can distinguish the real developers from the fake ones.

We at the Pearl Dubai development have been positively impacted by the crisis. Our

“The cost of basic construction materials are down on an average by 35 per cent over the prices in 2008. The initial savings resulting from lower prices of basic construction materials like iron, cement and others are estimated at AED1 billion for the project. We expect the total cost savings for the project to be in the range of AED3 billion (total project cost AED15 billion) if we take into account all items involved in project development.”



construction prices have reduced, as material and manpower costs have dropped compared to 2008. Human resource is available and so are contractors. When it comes to funding, we have been affected negatively, as banks are proving difficult to work with. However, sustainability of our projects is what ensures our ability to fulfil our obligations.

You have talked about the drop in prices of basic construction materials. How much have prices declined? And will it affect the unit prices of Pearl Dubai?

The cost of basic construction materials is down on an average by 35 per cent over the prices in 2008. The initial savings resulting from lower prices of basic construction materials like iron, cement and others are estimated at AED1 billion for the project. We expect the total cost savings for the project to be in the range of AED3 billion (total project cost AED15 billion) if we take into account all items involved in project development.

Regarding your second question, of course we have considered the idea of informing our customers about the current situation. But we have come to the conclusion that the market is volatile and costs could go up again, thus affecting some of our estimates.

What are your thoughts about the future of the real estate sector in the country?

I feel that the UAE real estate market will remain in a state of volatility and instability throughout 2009. But this is true for other sectors as well. I believe that signs of relative stability will start showing at the beginning of 2010, and 2011 will be a good year. I also think that Dubai will lead the recovery.

Do you have plans to invest in new real estate projects outside of the UAE?

We could invest in new real estate projects in Dubai or Abu Dhabi if we find the right opportunity. Studies indicate that there are opportunities to invest outside of the country. However, I am in favour of first making the best of what is available at home before venturing abroad.

Do you plan to launch any IPO of your group companies in the coming months?

We have group companies that are already publicly listed. We do have intentions of launching IPOs of our real estate development companies as well. But we also plan to raise capital through the issuance of bonds and other instruments.



The return of consumer confidence

There has been a marginal improvement in demand for personal loans in the GCC, while the liquidity situation is also getting better. But how has this progress impacted retail spending in the UAE and particularly in Dubai, which has emerged as the retail capital of the GCC? **Ritwika Chaudhuri** investigates.

Economics talks about rational expectation. But consumers, who constitute one of the most important pillars of any country's economic foundation, do not always expect or behave rationally. Nevertheless, however rational or irrational consumers' behaviour may be, their saving and spending habits ultimately reflect the health of an economy.

The MasterCard Worldwide Insights Report for the second quarter of 2009 on consumer confidence and recovery prospects in Asia Pacific, the Middle East and Africa referred to

John Maynard Keynes's description of confidence as animal spirit. The report noted: "Confidence [both consumer and business] has been referred to by John Maynard Keynes as 'animal spirit', without which a decision cannot be made in the face of uncertainty."

Since the future is uncertain, confidence is as important a guiding indicator as interest rates, price movement, the demand-supply scenario and consumption and investment patterns. This confidence is a collective data summation of what people in a country feel, which in turn reflects their faith in a system. If that is

true, then certain research-based findings on consumer confidence and spending in the UAE and in the region in the last couple of months are showing positive indications. There is more optimism now than there was in the early part of the year. There is also belief that economic gears are shifting for the better.

Consumer confidence surveys

Although the GCC region cannot be isolated from consumer behavioural trends in other parts of the world, survey results from different consultancy firms are pointing towards more resilient

people in the region. This circumstance, in turn, is engendering the belief that consumer confidence is coming back faster in the GCC region than in some of the other global economies.

According to a Nielsen Global Consumer Confidence Survey conducted in 28 markets in June

2009, consumers were more hopeful in the second quarter of 2009 about an end to the global economic crisis.

The Nielsen global consumer confidence index rose to 82 from 77 in March 2009, spurred by renewed consumer optimism and stock market gains in BRIC markets and key Asian countries. The survey suggests that consumer confidence in the UAE – the only country in the GCC to be surveyed – rose four index points to 93 in June (out of a possible 200 points) from 89 in the previous survey conducted in March 2009, though still down from 110 points in the second half of 2008.

Almost half of consumers surveyed by Nielson in the UAE expected the country to emerge from the current downturn in the next 12 months. A total of 87 per cent of consumers questioned in the survey said they believed they were in

an economic recession, but 45 per cent said they were confident that the country would emerge from the downturn next year, up 13 per cent from the company's last survey in March (see graph 1).

The rise in confidence levels has been the result of some positive economic news being reported in the media. As a result, the UAE ranked as the seventh most optimistic country in the Nielsen survey. Of course, there is no denying that despite the rise in confidence, UAE consumers continue to remain cautious about job security, with the state of the economy weighing on their spending habits.

A Booz & Company survey of consumers in Saudi Arabia and the UAE conducted in May 2009 reported similar findings. This survey concluded that consumer sentiments and spending levels had held up better in the GCC than in other regions in the world. According to the survey, GCC residents had maintained their pre-recession spending levels. Only 28 per cent of consumers in the UAE and Saudi Arabia had reduced spending levels in the past six months, while 26 per cent had increased spending.

In the UAE, 55 per cent had maintained consistent spending levels since the crisis began, while 37 per cent had reduced spending. Nine per cent, however, were spending more. In Saudi Arabia, consumer spending was more resilient, as 36 per cent of consumers had maintained spending levels and 20 per cent had scaled back, while 43 per cent reported spending more.

“Reductions in spending are still not

widespread. They are concentrated within a relatively small portion of the population, suggesting that some consumers believe their local economies can remain resilient despite gloomy global developments,” noted Gabriel Chahine, a partner at Booz & Company.

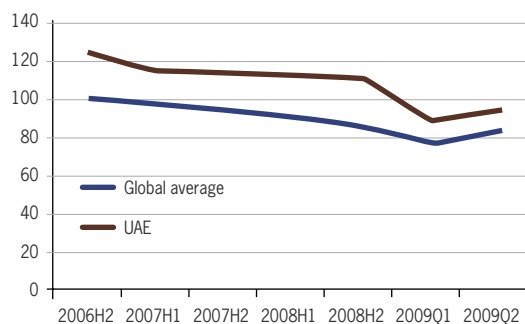
It was also clear from the Booz & Company survey that UAE nationals had made relatively fewer cuts, while Asian expatriates had made greater reductions in spending.

A few other interesting trends also emerged from the survey. For example, it was seen that items on sale had greater resiliency, while high-value items were finding fewer takers. There was also a decline in the number of shopping trips and fewer occasions of dining out. Entertainment was beginning to revolve around visits to friends' homes, rather than going out. But most consumers who had reduced spending had not done so out of compulsion, but rather out of choice because of lingering uncertainty in the economy, according to the survey.

The latest MasterCard Worldwide Index of Consumer Confidence indicated similar trends in purchasing priorities and saving and investments in the Middle East and Africa (MEA) region. As far as savings and discretionary spending are concerned, 83.72 per cent people in the UAE had decided to save for precautionary reasons, which was much higher than the MEA average of 73.43 per cent. In the UAE, nearly 46.50 per cent had decided to save more in the next six months compared to the previous six months, a figure much more than the corresponding

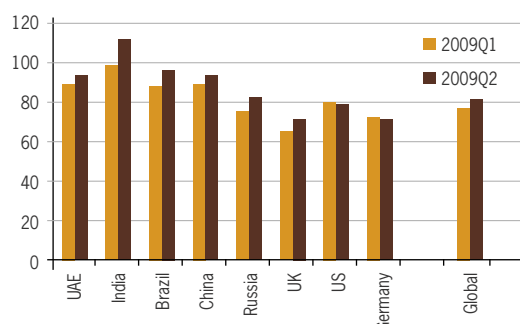
Graph 1

Global and UAE consumer confidence index



Source: Dubai Chamber based on data from the Nielsen consumer confidence survey

Consumer confidence index for selected countries



Source: Dubai Chamber based on data from the Nielsen consumer confidence survey

MEA figure of 31.47 per cent. In the UAE, only four per cent said they would increase discretionary spending in the next six months compared to the previous six months, whereas 52.75 per cent said they would only decrease spending in the next six months (see table 1).



Hugh Dickerson

Relatively speaking, however, there was considerable optimism across different age groups and genders in the MEA region in the first half of 2009 compared to other regions like Asia Pacific. The optimism index was down in absolute terms from 68.2 in the first half of 2008 to 53.9 in the first half of 2009. But even this lower index was better than that of Asia Pacific, which had become pessimistic at -38.7 in the first half of 2009 compared to 56.0 in the first half of 2008.

It is also important to look at changing purchasing priorities (see table 2). In the entire MEA region, dining and entertainment came out on top, followed by fashion and accessories and fitness and wellness. In the UAE, however, travel was more important than fashion and accessories, while children's education and property were more important than fitness and wellness.

The retail spending scenario

The GCC has always been a retailer's, and hence a shopper's, paradise. This is especially true for the UAE and Dubai in particular. Retail alone contributes to one-third of Dubai's GDP. Total consumer

spending in Dubai hit AED37.9 billion (US\$10.3 billion) in 2008, according to data from the Dubai Statistics Centre (DSC).

Although there are no figures available for 2009, a local newspaper quoting retail industry estimates reported in December 2008 that retail spending in the

UAE would remain around AED36.7 billion (US\$10 billion) in 2009. Of this number, Dubai's share was likely to be US\$8 billion, while Abu Dhabi's share was likely to be US\$2 billion.

Sources among large retailers roughly estimate that retail spending in Dubai declined somewhere between 15 per cent and 40 per cent in the first half of the current year, compared to the same period in the previous year. There is, of course, no way to independently verify these estimates. But according to *The National*, despite a 36.5 per cent increase in the number of GCC visitors to Dubai since the start of this year's Dubai Summer Surprises (DSS) over the same period in 2008, retail sales in the emirate have dropped by as much as 20 per cent from last year.

Industry sources say that almost all industries have been affected. The electronics industry has seen a decline of up to 40 per cent, according to J. P. Nambiar, general manager of Jumbo Electronics' retail division. Nambiar attributes

the decline in the sales revenues of electronics goods to a contraction in prices. Low tourist traffic and resident customers being cautious in spending have also affected sales, he adds.

Hugh Dickerson, general manager of sales and marketing at Al Futtaim Motors, believes that the automobile sales market has fallen considerably year on year as the general economic situation, particularly banking and customer confidence, has fallen. Dickerson, however, fails to provide any numbers, citing the unavailability of official statistics in the UAE.

"The data available is heavily distorted by vehicles re-exported abroad," he points out.

The story is the same for other sectors. Siddharth Suri, head of marketing for Britannia and its subsidiaries in the region, confirms that the group's rate of growth has slowed down.

"Our sales and volumes have been affected far more in the UAE compared to other GCC countries. However, in the GCC region, Qatar continues to grow and has barely seen any impact," he notes.

Even Landmark Group, one of the largest non-food retailers in the market, has been affected, albeit more in the sales of big ticket items like electronics and home furnishings.

"While we look at the group as a whole, our like-to-like sales have experienced a small growth during the period. Overall, though,



Siddharth Suri

Purchasing priorities	Dining and entertainment	Fashion and accessories	Fitness and wellness	Children's education	Consumer electronics	Property	Own education	Travel	White goods	Automobiles
MEA	66.59	49.09	35.25	36.16	41.88	38.00	22.72	31.41	25.94	31.81
UAE	57.00	39.75	29.50	32.25	26.25	38.50	26.00	50.75	12.50	18.75
Kuwait	85.75	46.00	34.25	35.50	51.25	40.00	14.75	70.50	20.25	38.75
Qatar	51.00	52.75	22.75	24.25	23.50	23.00	5.00	22.50	10.00	20.25
Saudi Arabia	87.5	53.75	44.00	51.00	53.25	60.75	27.25	30.00	51.75	56.50

Source: MasterCard Worldwide consumer confidence insight report, Q2 2009. All figures in percentage.

the company has done well because we operate in multi-brands and in a GCC-wide environment,” says Vipin Sethi, CEO of Landmark Group.

But Sethi admits that DSS did not show a significant improvement in sentiment.

Moreover, with Ramadan being in the summer at a time when kids had to go back to school, the increase in sales during the period was not significant for the Landmark Group.

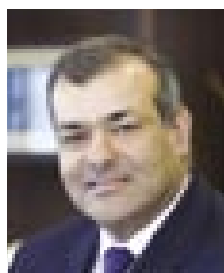
Since Dubai has emerged as the GCC region's retailing capital, the emirate has borne the brunt of the downturn in retail spend.

Keith Flanagan, general manager of Al Ghurair Retail, explains: “Dubai has been hit mainly because of its dependence on tourism. In Dubai, 15 to 40 per cent of retail sales used to come from tourists depending on malls. In Abu Dhabi, it used to be only 10 per cent, and it was even less in Al Ain and Ras Al Khaimah. That's why the other emirates do not feel the impact as much.”

Nambiar says that all malls in Dubai have been severely hit and are drawing traffic only during weekends.

“The new malls may have generated traffic out of novelty value initially, only to find it difficult to sustain the momentum over a period of time,” he points out.

But does that mean that the shine in the shopper's paradise is fading? Not necessarily. Some have already seen signs of recovery, while others feel that recovery is yet to come and may take



Vipin Sethi

until the middle of next year to turn around.

Dickerson is among those who are more positive. He feels that the worst is over.

“Banks' desire to lend has improved considerably since the beginning of the year, and we find customers more confident than they were a few months ago,” he says.

Suri also expects the market to grow. Sethi sees no signs of recovery yet, but feels that the market has bottomed out and that a recovery at the end of this year or the early part of next year is imminent. Flanagan and Nambiar expect the recovery much later in the second half of 2010.

“The recoveries that we see now are more stimuli and cyclical led. We expect the spend-led recovery to happen only during the second half of 2010,” says Nambiar.

Personal loan and credit scenario

Personal loans and private consumption are perhaps the best proxies to judge consumer behaviour in a country. Figures for the past few months paint a gloomy picture, although bankers are of the opinion that the situation is gradually improving.

In the UAE, personal loans grew by only 0.7 per cent to AED208.8 billion at the end of July 2009 from AED207.2 billion at the end of 2008, as per UAE central bank

data. The first half of 2008 had seen some very strong activity in personal loans. The figure grew from around AED137.31 billion at the end of 2007 to a record AED201.65 billion at the end of June 2008. In the second half of 2008, however, banks hardly lent any money.

Private consumption in the UAE, which covers spending by individuals and non-profitable organisations on goods and services, also started registering slow growth in 2008, growing by around 16.6 per cent compared to 31.5 per cent in 2007 and 24.1 per cent in 2006.

Personal loans were at their peak during early 2008, but suffered a steep fall during the fourth quarter of 2008 and the first quarter of 2009. Bankers estimate that the fall may be a third to a quarter of the previous peak figure. Some are of the view that the mortgage finance market dropped by one-tenth of the peak volume in this period.

Sanjoy Sen, consumer bank head for the Middle East at Citibank, notes that the steep growth and fall of personal

loans always follows the economic cycles, especially in markets where the borrowing levels of individuals are not regulated by credit bureaus. This means that during a period of high economic growth, there are huge increases in the disbursement of personal



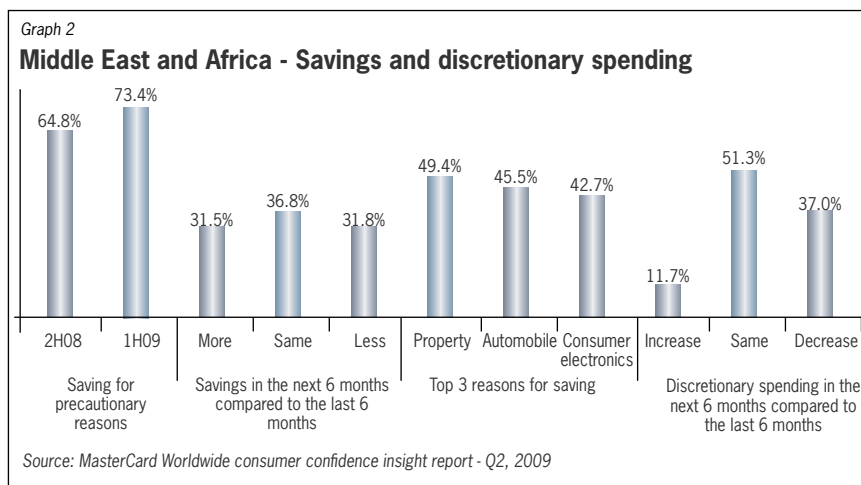
Sanjoy Sen

Savings and discretionary spending - MEA, UAE, Kuwait, Qatar and Saudi Arabia

Table 2

		Savings in the next six months compared with the last six months			Discretionary spending in the next six months compared to the last six months		
Purchasing priorities	Savings for precautionary reasons	More	Same	Less	Increase	Same	Decrease
UAE	83.72%	46.50%	28.75%	24.75%	4.00%	43.25%	52.75%
Kuwait	69.75%	27.75%	50.25%	22.00%	12.75%	68.50%	18.75%
Qatar	83.49%	44.00%	34.75%	21.25%	21.00%	44.75%	34.25%
Saudi Arabia	62.46%	25.00%	58.25%	16.75%	11.25%	67.25%	21.50%
MEA	73.43%	31.47%	36.78%	31.75%	11.66%	51.34%	37.00%

Source: MasterCard Worldwide consumer confidence insight report, Q2 2009



loans. The lending levels fall at the same speed during an economic recession, since the lending institutions become more sensitive towards the ability of the borrower to repay. This reality is reflected in the region.

“Personal loans have been affected by the economic slowdown, with a drop in overall demand during the first half of 2009 of more than 20 per cent when compared to the last quarter of 2008,” says Arup Mukhopadhyay, executive vice president and head of consumer banking at Abu Dhabi Commercial Bank.

Starting with the economic slowdown, most banks suffered a decline in the growth rate of personal loans due to job losses, uncertainty, less spending by individuals and significant policy tightening in the second quarter of 2008 by the local government.

“Consumers have become more discretionary in their spending habits. As a result, there has been an overall decline in credit card spend worldwide. The same trends are observed in the UAE,” adds Mukhopadhyay.

Sources in the UAE banking industry estimate that there was roughly a 30 per cent reduction in overall credit card spend between the fourth quarter of 2008 and the second quarter of 2009.

However, according to both retailers and retail bankers, a significant portion

of this cut came from spending less on luxury good items.

Rana Zeeshan Salem, consumer banking director for the UAE at Barclays, notes: “There has been a marked change [decline] in spending on big ticket items like holidays abroad, jewellery

and furnishings, as visible from credit card spending habits, but this is not visible for small ticket items or spend on utilities.”

In contrast to credit cards, debit card spending has either remained flat or increased in some cases, as consumers are using more of their personal funds. This fact is also corroborated

by the Booz & Company study, which indicated that consumers had delayed luxury purchases along with higher-end home goods while spending on necessities such as groceries.

Along with reduced demand for loans, there are increasing trends in delinquencies and loan defaults, as customers used to take multiple loans for different purposes without having adequate debt servicing capability and have failed to service their loans.

“Though every product has

a different loss rate, credit losses have become in excess of double digit in the case of unsecured debt,” Sen admits.

Some of the above developments have forced a change in local banks’ lending patterns. They are now cautious, seeking more documentation and educating customers to use debt wisely. The issuance of new credit cards has also taken a hit in the UAE.

“This is the result of both reduced demand and tighter credit criteria, but the usage of those cards on issue have increased, as would be expected during the summer period – especially when people travel outside of the country.

People have become aware of their spending patterns and are using cards responsibly on the whole,” says John Malouf, general manager of consumer banking at National Bank of Abu Dhabi.

The third quarter of the year is actually bringing some hope to the UAE, as demand for personal loans has picked up in the last couple of months and there has been stronger growth.

“The marginal improvement we have experienced over the last few months is primarily driven by increased demand as the job market stabilises and consumer confidence begins to rise,” observes Mukhopadhyay.

Malouf is also of the opinion that the global financial crisis has weakened and people have become more confident about borrowing again, which is reflected in the marginal improvement in demand.

While the UAE’s banking industry expects the growth trend to get stronger in the months ahead, retailers are

expecting Abu Dhabi and other smaller emirates to show the first signs of growth, as they have not been hit as hard as Dubai. The consensus is that Dubai might take more time – namely until the middle of next year – to see marked improvement in retail margins.



John Malouf



Arup Mukhopadhyay



Rana Zeeshan Salem



Dunia makes its presence felt

Launched in the middle of one of the worst global recessions in decades, Dunia is a fit candidate for case studies. **Utpal Bhattacharya** finds out how the company plans to do business as the market starts to turn for the better.

Building a new brand is never easy. But launching a new brand timed with the onset of the worst global financial and economic crisis in over 70 years is an extraordinary thing to do. For Dunia Finance, the case went a step further. Dunia Finance was not only a new brand, but also a new financial services company, and when the company was launched last September, many were of the opinion that it was the end of the road for the global banking and finance industry.

But Dunia was not the only financial company to be launched in the UAE around that time. It was one of several companies that received licences from the UAE central bank last year to operate as finance companies in the country. Most of those new companies have been quiet ever since, while some have even shrunk their operations.

No shortcuts

Promoted by Mubadala Development Company, Waha Capital, A. A. Al Moosa Enterprise and Temasek Holdings' subsidiary Fullerton Financial Holdings, Dunia always had very strong support at the shareholders level. The company's capital at AED586 million was also sound to launch a new financial services business in a country that had been called overbanked time and again.

However, the dramatic changes brought about to the business environment in the UAE, primarily led by global financial cues and the busting of the local real estate market, had an impact on Dunia. By that time, Dunia was committed and had taken up a massive space of 52,000 square feet in the Dubai Outsource Zone. The company was also hiring aggressively, even as liquidity dried up quickly in the market.

Rajeev Kakar, executive director and CEO of Dunia, says the crisis actually validated the company's business model and approach more than before. However, he adds that since Dunia was not conceived during the recession, but rather at a time when the world was experiencing a big boom, the company had to undertake specific recalibration to reflect the new market realities. But that did not stop Dunia and its management from hiring or holding back the introduction of new products or opting for outsourcing.

"Throughout this period of macro-stress, we never wavered or deviated from our original principles. We never thought of shortcuts, but kept on hiring the best talent we could find from across the world," says Kakar.

Of course, the company had to make a few changes. Kakar describes these changes as

smart moves. He says that the original business plan of the company had assumed stress at some point. And this aspect helped as projections and operational plans were reviewed and adapted to the new realities.

One of the first steps that Dunia took with the onset of the crisis was to redefine its customer segments. It also started working on creating better alliances and focusing on working its frontline harder.

"We put more capacity on our frontline, while our middle and back offices went into multitasking, thus adding more value at all stages," discloses Kakar.

Notwithstanding this approach, Dunia has grown from one person to 750 people since inception. The CEO expects that by the end of this year, more than 1000 people will be working at Dunia.

"We have not made anybody redundant since we began to hire. We were never bulimic. Many people think that we have a lot of space, real estate and people. But these are essential for building a business," he explains.

Leaving the downturn

Kakar claims that despite the economic downturn, Dunia has been able to keep ahead on all of its top line and bottom line indicators, versus the original business plan. Even as credit tightened and demand declined, resulting in falling volumes, adapting the business plan to the changed environment has helped the company, says the CEO.

In the time that Dunia has been operational, it has created a differentiation between expenses and investments and has continued to invest in those pillars that are expected to boost the business when markets turn for the better, including hiring new people.

"We are ahead on our expenses through some smart initiatives, while we are also better on our investments in terms of making sure that we have not undercut on investments. We are also ahead on our revenues and, as a result of that, ahead on our bottom lines," Kakar says.

Since Dunia is a closely-held company, Kakar won't give any financial numbers. But he says that the month-on-month growth of its customer base is healthy. Also, among the major customer

"Throughout this period of macro-stress, we never wavered or deviated from our original principles. We never thought of shortcuts, but kept on hiring the best talent we could find from across the world." Rajeev Kakar

segments of mass market, mass affluent and self-employed mass market that Dunia caters to, the company is in the first two spots as far as the share of flow of business from these customers are concerned, claims the CEO.

A number of reasons have helped Dunia achieve this position. One is the conservative approach of competition in the market, as banks have tightened their belts when it comes to lending. Dunia's aggressive selling of its products has also helped.

During the last year, Dunia has launched a number of products targeting its various customer segments. The company has entered the corporate segment by targeting small and medium enterprises. Dunia offers a holistic financial solution catering to its transaction, borrowing, saving and protection needs. It has also been into auto loans, education loans, credit cards and tying up with stores to offer loans for durable goods.

Kakar, however, insists that

Dunia is not product-centric in its approach, but rather customer-centric. The company has something for everybody at all life stages, he adds.

Having spent the last year doing the groundwork, putting the infrastructure and people in place and placing products on the market, Dunia is all set for the upturn in the months ahead. The company now has approval from the UAE central bank for four branches and 15 service centres. A number of these are in

an advanced stage of being set up, mainly in Abu Dhabi, Dubai and Sharjah.

Customer-centric

An extensive physical presence across the UAE will help Dunia to be near its customers, notes Kakar. He says that the finance company has invested heavily in a sophisticated technology system that allows customers to link in from anywhere in the world, regulations permitting. However, a robust branch network will complement this reach, adds Kakar.

"Consumer and mass banking require that you deal with people as human beings. Customer-centricity requires that you are able to look at people in a certain fashion. Apart from good banking professionals, you also require good systems, workflow, credit analytics and rule engines for that," he says.

Dunia's approach is all about having its customers profiled in its sophisticated customer



relationship management (CRM) system. Once a customer is profiled in the CRM, he is put under a particular segment and the finance company underwrites him to a certain extent. In other words, once a customer is with Dunia, he or she is pre-approved for personal loans or other products according to his or her profile. If a Dunia customer walks into an automotive showroom and selects a car, he will most likely be pre-approved for an auto loan that will enable him to purchase the vehicle of his choice without delay.

“Many banks talk about this approach. But they do not have the technical capabilities to achieve these efficiencies, as their workflows are not right. We had the luxury of building a technology-based system in-house from day one. All the documents and records of our customers are with us and they do not have to give anything that they have given us once,” Kakar says.

What Dunia is trying to build is very akin to a private banking service for the mass market. He explains that since the number of customers that Dunia targets is large, unlike with private banks, an efficient technology platform is essential to lift the service standards to the desired levels.

“Of course, talent and strong human capital are the most important criteria for any successful business, but technology is essential to deliver the service

standards we are trying to offer to our customers. We have also defined good service as a combination of three factors: competence, error-free and timely,” Kakar adds.

Shareholder support

The CEO attributes the dynamic ethnic mix in the company and those that it targets to the brand name Dunia, which means “the world” in Arabic and 11 other languages. Dunia also derives a lot of strength from its shareholders, even though none of the names of the shareholders are carried in the brand.

Kakar, who is also the regional CEO for Fullerton’s Central Europe, Middle East and Africa region and heads the group’s consumer banking division, says that Dunia will offer its customers the benefit of the significant financial and banking network that the Temasek subsidiary commands across a number of emerging markets.

Fullerton is now setting up a brokerage and the largest non-banking finance company in India with 850 branches. It also has significant branch network presence in countries like China, Pakistan and Indonesia through banks and financial institutions that it owns.

Kakar says that Fullerton was started by a bunch of global bankers to make the best out of the demand coming from emerging markets, where large swathes of the under-served population are looking for good financial services. It was not just about banking; the idea was to make a difference and show that there is fortune at the bottom of the pyramid.

“Of course, talent and strong human capital are the most important criteria for any successful business. Technology is essential to deliver the service standards we are trying to offer to our customers. We have also defined good service as a combination of three factors: competence, error-free and timely.” Rajeev Kakar

Dunia is one of the many initiatives of Fullerton and its partners. It is too early to say how successful the company will be even as it plans regional expansion in the GCC and North Africa. But undoubtedly, how it fares will be closely followed, and having been launched in the middle of one of the worst meltdowns of our time makes it a great candidate for a future case study.



Global markets, watch out!

There are a number of reasons why the current optimism in the financial markets may be a chimera. **Matein Khalid** urges caution.

The financial sun used to rise in Singapore and set in Manhattan, even five years ago. Yet, the inexorable rise of BRIC means that the sun now rises in Shanghai and sets in Rio de Janeiro, even as its glare illuminates Moscow and Mumbai. Shanghai led the world markets down when the grizzlies ran amok in October 2007 and led the world when the bulls seized control in March 2009.

The Chinese Politburo's decision to stimulate its economy with US\$1.1 trillion in bank loans, a feat only possible in the Middle Kingdom's command economy, triggered the current rally in global equities. The euphoria only deepened when the American central bank slashed interest rates to zero and began to buy a trillion dollars of toxic mortgage bonds in March 2009. Naturally, the Chinese Politburo's fiscal largesse ended up in the Shanghai property and real estate bubbles.

The Chinese government has, in essence, created the illusion of white hot nine per cent GDP growth, even as world trade contracted for the first time since Deng Xiaoping repudiated Chairman Mao's ideology and declared that to be rich is glorious. Yet, China's promiscuous 40 per cent bank credit growth rate will trigger an inflation nightmare, exactly as happened in the GCC in 2006-2008. The People's Bank of China will be forced to raise interest rates

and boost bank reserves as early as next February. Chinese money supply growth has gone ballistic and the 20 per cent fall in the Shanghai stock index in August has now turned into something a lot more sinister. It is no coincidence that US\$2-3 billion IPOs in the Hong Kong IPO markets, such as Metallurgical Corp of China priced at an unjustified 22 times earnings, are snapped up by eager investors in Hong Kong. A rally driven by government stimulus and speculative margin trading is living on borrowed time. Watch out.

Asian equities have soared more than 60 per cent in 2009 on the Panglossian view that the Chinese stimulus and Federal Reserve monetary largesse will create the best of all possible worlds for the US consumer in 2010. Nonsense. In 1998, Asian economies snapped back from the 1998 currency/banking meltdown because the US consumer was cash rich and tech mania on Silicon-Valley-triggered soaring asset values. Asia exported its way out of a savage recession with the US consumer as its macroeconomic locomotive. Yet, the US consumer, one-fifth of the global GDP, could well take five years to recover from an epic destruction in net worth in the property crash, mounting job losses, anemic wage growth, epic debt burdens and the

new mania for thrift (deleveraging in the icy jargon of Wall Street economists).

The American consumer economy is worth US\$10 trillion, four times more than the combined consumer economies of India and China. Can the emerging markets, with their dominant model of export-led developments, decouple from a multi-year US consumer retrenchment? No way. Can China and India replace the US as the largest, most profligate consumer in human history in the next decade? No way. Yet, why should Asia (excluding Japan) trade at a significant premium to western equities and its own valuation range if its GDP growth is largely hostage to the US consumer? Even domestic consumption-oriented Asian economies like Indonesia and India are vulnerable to the mood swings of global investors (capital inflows in the jargon of the dismal science) into their local stock exchanges. Watch out.

The collapse of the dollar reflects Wall Street's deep discontent with Obamanomics and the penchant to raise taxes, regulate banks, raise spending and generate trillion-dollar Uncle Sam budget deficits. Even the Democratic-Party-dominated Congress estimates that the 2010 budget deficit will be a shocking US\$1.6 trillion. This will mean that Washington's financing needs will surge at the same time as Asian central banks,



its traditional creditors, accumulate lower reserves from exports.

US debt is hardly attractive to foreign investors at a time when the Bernanke Fed has launched history's greatest money printing spree, known in polite company as quantitative easing. It is no coincidence that more than half of all Treasury bills, notes and bonds outstanding are held by foreign investors, primarily the central banks of Japan and China. Yet, Chinese and Japanese inflows into the US Treasury market in the past year have plunged by US\$200 billion a quarter. The dollar rose when real interest rates were strong (Reagan in the early 1980s) or Silicon Valley's Internet IPOs lured foreign money, as under Clinton in the late 1990s. Yet, American stocks and bonds will no longer enjoy a performance advantage in the decade ahead. Watch out.

The gold market's recent breakout above US\$1000 an ounce, an event I had predicted in late 2008 when gold traded at US\$800, disconcerts me. Why should gold soar in a world where geopolitical risks in the Middle East are muted (Obama's rapprochement with America's enemies and troop withdrawals from Iraq) and banking risks have been contained (the reason the Ted spread is only 20 basis points and the shares of Barclays/Citigroup/Bank of America have quadrupled in the past six months)? Moreover, it is obvious that inflation risks are meaningless (the American CPI fell in July and global industrial spare capacity is at its highest since the 1980s recession) and physical demand (jewellery demand) is at a six-year low. Dubai gold exports have plummeted. The fact that

Indian brides are reluctant to buy 10-tola bars at stratospheric current prices means fundamentals no longer boast the yellow metals. Yet, despite no banking, geopolitical or inflation risks and lousy fundamentals, gold has finally soared above US\$1000 an ounce. Why? A global loss of confidence against the US dollar, whose US Dollar Index has fallen below 78 from 90 in March.

In essence, the London G-20 conclave determination to print money, the real risks of beggar thy neighbour competitive devaluations, the Chinese reserve buying of bullion and the reluctance of international investors to finance Obama's trillion-dollar deficits have all combined to turbo-charge the bull market in gold. The financial markets are now convinced that the world's most powerful central bank will do its best to reflate debt-burdened economies with easy money at zero interest rates. Ben Bernanke and Barack Obama risk a global panic-run against the dollar and US\$1200 (or even higher) gold. Watch out.

Argument for caution

The clear message from the conclave of central bankers at the recent Federal Reserve's Jackson Hole monetary conference and the London G-20 meetings of finance ministers was that cash rates in dollars, sterling, Swiss francs and euro will remain near zero for an extended period. After all, the three-month Treasury bill yield is a mere 12 basis points and the three month Eurodollar rate is only 32 basis points, meaning that the money markets have concluded that the international banking credit risk (whose proxy is the Treasury bill/Eurodollar or Ted spread) is the lowest in the generation at only 20 basis points. This is an absolutely ridiculous notion in a world where the International Monetary Fund estimates US\$2 trillion in bank asset write-offs, Wall Street money centre bank colossi such as Citigroup trade below US\$5 a share and European Central Bank inflation hawks such as Bundesbank head Axel Weber are forced to act as de facto lenders of the last resort to German banks trapped in the credit/mortgage Armageddon.

It is also significant that the entire US Treasury bill, note and bond-yield curve has moved lower in the past three months. The yield on the bellwether Treasury note was

almost four per cent in July. It has now fallen to a mere 3.40. The conclusion is obvious. Unlike the full throttle bull run in the global equity market, the bond market does not believe that the global economic recovery will be anywhere near as robust as investor risk appetites, Lord Keynes's proverbial animal spirits of capitalism suggest. This divergence between equities and bonds is a compelling argument for caution. Watch out.

The storm clouds of international politics can well derail the bull run in the financial markets. The election of President Obama promised the end of the confrontation ethos of the Bush era. Yet, war and terror continue unabated in Iraq and Afghanistan, and no Palestinian-Israeli peace settlement is in sight. In fact, the withdrawal of US troops could well trigger another sectarian civil war in Baghdad or even an Iraqi-Syria conflict. An Al-Qaeda suicide bomber almost assassinated a senior prince of the House of Saud in his own palace. Iran allegedly backs an insurgency in Yemen even while Al-Qaeda uses terrorist attacks against Saudi Arabia, the central bank of black gold and Washington's closet ally in the Middle East. A renewed war between Israel and a resurgent Hezbollah is not at all unthinkable. The Uighur rebellion in China's Sinkiang province could well threaten the economic stability of the Middle Kingdom. The west threatens to tighten sanctions against Iran to compel the Khomeini/Ahmedinijad regime to stop its nuclear programme. Massive vote rigging compromised the NATO mission in Afghanistan and its human symbol President Hamid Karzai.

The financial crisis has wrecked havoc on the lives of hundreds of millions of human beings and has devastated economies and property markets that might not recover for the next generation. It has eroded the legitimacy of dozens of autocratic, as well as democratic, governments all over the world. The endgame of the 1930s Great Depression was Hitler, Mussolini and World War II. The lights may well go out in diplomatic chancelleries in the dark alleys of the planet, a grim scenario not priced into current prices. Watch out.

Opinions expressed in this article are those of the author and do not necessarily represent those of the MONEYworks group of magazines. This article should not be misconstrued as financial advice. Don't forget that investments can go down as well as up and you may not get back the amount originally invested.

Banking on gold coming

With the rising demand for gold as safe haven investing in the Middle East, the World Gold Council is taking a number of steps to make it easier for investors to access this precious metal. **Tarub Huleisy** finds out how investors could start saving and investing in gold very soon through normal banking channels.

The World Gold Council (WGC) is in talks with a leading international bank in the UAE to offer gold as an investment to residents in the country. The disclosure of these developments comes on the back of the successful launch of Dubai Gold Securities (DGS) on Nasdaq Dubai earlier this year.

Anan Fakhreddin, the WGC's managing director for the Middle East and Turkey, said that the Middle East is witnessing a strong surge in investor demand for the yellow metal. In the past, the region was primarily known for its love of jewellery, and hence more than 90 per cent of the demand for gold came from jewellery. However, with the onset of the financial crisis, the region has seen a spurt in demand for gold as investment, which in turn has led the WGC to come up with ideas to support this demand.

Fakhreddin disclosed that the WGC is currently developing two gold-backed investment programmes with a leading international bank in the UAE. The first programme entails selling gold coins through the distribution network of the bank, while the second programme, being developed with the same bank, will involve a golden bank account.

The WGC is well advanced in executing the first programme. Fakhreddin said that the WGC expects that through this programme, three tonnes of gold will be sold in the UAE in the first year. The target is to launch this programme by the last quarter of the year.

As for the second programme, Fakhreddin said that it will entail a mechanism that will allow investors to open a special account with the international bank. The cash in that account will be used to purchase gold, which will be deposited in a golden account. The deposited gold in that account can be liquidated at any point against cash at the prevailing market rates. In that way, for investors, gold investments will be as liquid as cash.

The WGC is aiming to launch the golden account investment programme sometime in the first quarter of 2010.

Fakhreddin said: "We found out that the demand for gold from investors in the Middle East rose with the onset of the financial crisis. In fact, gold was the most popular asset during the crisis, even as investors lost interest in other commodities and equities. The two programmes that we are working on will address some of the needs of gold investors in the region."

Total gold sales in the Middle East rose more than 48 per cent in the second quarter of 2009 over the previous quarter to US\$4.15 billion. First quarter sales of gold in the Middle East totalled US\$2.8 billion.

Sales in the UAE also saw a market increase in the second quarter. WGC figures show that gold sales rose over 13 per cent in the second quarter in the UAE to US\$932 million, compared to US\$824.6 million in the first quarter of 2009.

Gold averaged US\$871.96 per troy ounce in 2008, up from US\$695.39 in 2007 and US\$603.46 the year before. In 2009, gold has already touched the US\$1000 mark. There are various estimations of how the yellow metal will end the year, although most believe that it will average a higher price in 2009 over 2008 as the US dollar continues to weaken, primarily due to the large deficit in that economy.



The volatility of the currency market and some of the traditional asset classes has seen Middle Eastern investors also moving towards safe haven investing in gold.

Fakhreddin said that the investment component in gold sales in the Middle East had gone up to 57 tonnes in the quarter ending on June 30. This is a phenomenal increase compared to just four tonnes in the same period of the previous year.

The launch of DGS – an initiative of the WGC and the Dubai Multi Commodities Centre – earlier this year is also helping the cause. The securities began trading on Nasdaq Dubai last March. They also represented the first exchange-traded commodity (ETC) to list on

the exchange and the first Shari'ah-compliant gold ETC in the region.

DGS have already achieved a volume of US\$3.65 million thus far.

Fakhreddin said that it is still too early to judge the success of DGS, despite the very encouraging response the product has received from investors. He felt that the product had tremendous potential going forward. Asked if there would be similar initiatives from the WGC in other regional markets, the managing director replied that a decision in that regard is yet to be made.

Fakhreddin added that the WGC will analyse the performance of DGS and take a decision by the end of the first half of 2010 regarding whether to launch similar gold-backed securities in other regional markets.

“In the longer run, we are firmly committed to launching a number of products for investors in the region. We are also aware of the need for Shari'ah-compliant investment products in this part of the world and we are committed to launching them in the future,” he said.

Fakhreddin said that the WGC is working on various programmes at this time to promote gold sales in the region. There are plans of launching new brands in the region working with existing brand owners. There are also new ideas being put in place for supporting the jewellery trade in the region, while developing new marketing opportunities in such segments as weddings and festivals. HWW



Dana Gas: Riding the oil wave

Dana Gas has great growth prospects, favourable industry dynamics and a strong balance sheet. It is also investing for the future. **Irfan Chaudhry** analyses the company's prospects.

Dana Gas is the Middle East's first and largest regional private sector natural gas company. It was formed in July 2005 by acquisition of SAJGAS, UGTC and CNGCL. The company subsequently went public with an IPO in December 2005 on the Abu Dhabi Securities Exchange. It has core businesses in oil and gas exploration and production, gas transmission, development of LNG terminals, gas processing and marketing.

The company is drilling quite aggressively and its average success rate (estimated at 35 per cent) is higher than comparable companies (estimated at 26 per cent). It has been able to increase its proven reserves by 45 per cent in the last year and production by 34 per cent. Production is still at an early stage of well lives (estimated at less than 0.7 per cent of reserves) and is expected to increase exponentially by year four to five of operations, which should translate into higher revenues in the future years.

Operational performance

During the most recent quarter, Dana Gas reported a revenue of AED303 million (a two per cent drop year on year), a gross profit of AED97 million (up 31 per cent year on year) and a net profit of AED32 million, compared to a net profit of AED32 million in the second quarter of the previous year. The net profit was boosted by the gain on sales of 10 per cent of Pearl Petroleum to OMV and MOL.

Oil and gas production during the quarter reached 35,000 barrels a day (3.19 MMBOE) compared to 25,000 barrels of oil equivalent in the same period of the previous year. The decrease in revenues resulted from lower LPG and distillate prices (offset by gas sales at relatively fixed contracted prices in Egypt in increased volumes). As for Kurdistan, gross production exiting the quarter was 105 mmscf/d of gas and 6300 boe/d of condensates (50 per cent net interest to Dana Gas).

Future earnings drivers

Dana Gas is blessed with huge untapped potential gas reserves in the region of its operations (MENASA has 45 per cent of world's proven gas reserves and presents huge undeveloped opportunities in

the natural gas value chain). Dana Gas has a cash balance of about AED1.1 billion. Management recently said that it wants to pursue asset and corporate acquisitions in the second half of 2009 and new projects in the Gulf Arab region and North Africa. As per provided guidance, it plans to invest about US\$500 million in Egypt and Iraq's Kurdish region in 2009 to boost natural gas output. It also aims to increase petroleum production by over 70 per cent to 68,000 barrels of oil equivalent per day by the end of the year. Production ramp up, higher selling prices and capacity increases will drive the company's margin expansion and future earnings growth.

Egypt gas exploration

The company has undertaken an aggressive exploration and development program in Egypt (15 exploration wells and 12 development wells). It is targeting 600 bcf of risked reserves. This exploration programme looks promising in terms of new discoveries, highlighted by the company's recent successes in finding new reserves. The company was able to add four gas discoveries in the second quarter of 2009 (West Qantara), one exploration and three appraisals, which are expected to add 27 billion cubic feet of gas reserves (with expectations of another 28 bcf) and production of an additional 7000 barrels of oil equivalent per day, bringing total production at the end of the second quarter of 2009 to 37,000 barrels of oil equivalent per day. This figure is expected to increase to 40,000 BOE per day by the end of the year.

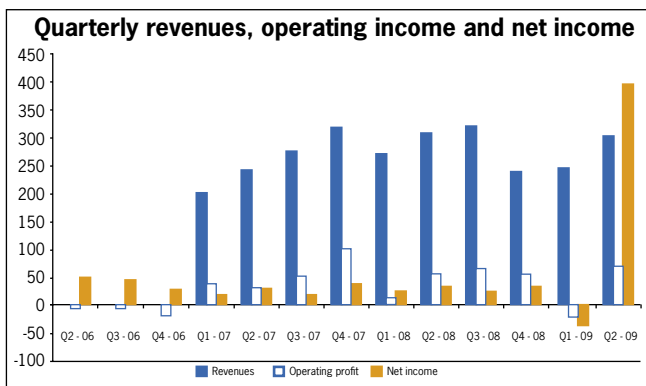
Kurdistan developments

The first phase of the Kurdistan operation is already underway, supplying an initial quantity of 150 mscfd of gas from the Khor Mor field to various Kurdistan power stations and producing 470 tonnes of LPG per day and 7000 barrels per day. With the commencement of phase two in the second half of 2009, the pumped gas may double to 300 mmcf/d. LPG may increase to 940 tonnes per day and condensate may increase to 14,000 bbl/d. Dana Gas generates revenues only from the sale of liquids and condensates from rich gas and not from the sale of gas.

Joint venture with OMV and MOL

The company sold a 10 per cent stake in Kurdistan's pearl subsidiary (50/50 owned by Crescent/Dana Gas) to Austria's OMV and Hungary's MOL for AED1.3 billion in cash and a six per cent stake in MOL (valued at AED1.39 billion). Dana Gas's remaining 40 per cent stake in Pearl Petroleum may be valued at AED5.3 billion, which is 60 per cent of Dana Gas's current enterprise value of AED8.15 billion.

The joint venture may supply gas from the Khor Mor and Chemchemical fields, which, after meeting the power generation needs in Kurdistan, may transport gas to Europe via the Nabucco gas pipeline (through Turkey) by 2015. Dana Gas has been able to position itself



as a regional partner to big global energy players looking to enter the Middle Eastern region, given its regional expertise. This circumstance may act as a positive share price driver catalyst in the second half of 2009 and 2010.

Iran gas supply

UGTC/CNGCL will be responsible for the transportation of 600 MCFPD of imported gas from Iran, which may later increase to one billion CFPD gas in the UAE Gas Project if and when Crescent Gas is able to settle the price with the National Iranian Oil Company. UGTC has yet to contribute revenues/profits to the overall numbers; however, many in the investment community believe that UGTC will start contributing to Dana Gas's top and bottom lines by 2010.

Other projects

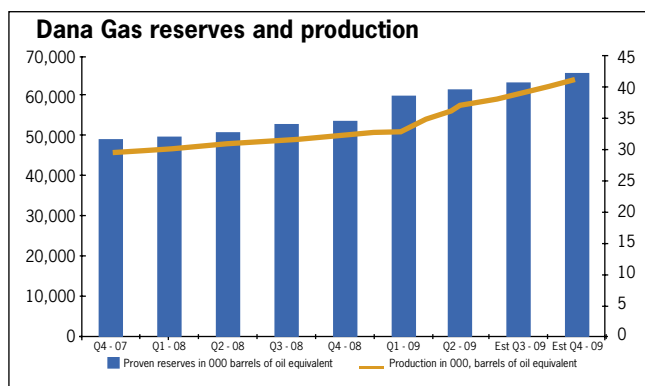
Other projects include Kurdistan Gas City (for which land has already been acquired), a joint venture with Emarat (50/50) for supply of 1000 MMscfd within Sharjah, a grant of Sharjah western offshore concession (total area of a 1000 km including the Zora gas field), the awarding of a contract for building an LPG plant in Egypt on a BOO basis and a 10 per cent share in the Nigerian Sao Tome B-4 development zone. These projects may add a significant upside to Dana Gas's revenue and net profit in three to five years.

Investment summary

PBK is a preferable metric (over PER) for valuing growing companies like Dana Gas, considering that the true potential of earnings will be realised by underdeveloped reserves from FY13 onwards and that the transmission of gas in Kurdistan (MOL and OMV) and Iran have not yet been realised.

On the basis of its PBK of 0.9x for FY2009, Dana Gas is undervalued as compared to its global peers (PBK 1.15x) despite higher net profit margin (11 per cent) and price to free cash flow. Its PER may drop to the industry average by FY2012 (even if the share price gains 30 per cent), as higher earnings potential may be realised from current finds/projects. The shares are still trading 70 per cent below the share price peak in FY2008 and below the floatation price even after the 100 per cent run up from the bottom of AED0.56 per share.

The Kurdistan operation, new gas finds in Egypt and positive news may act as catalysts for shares in the short term. But project delays, low prices and delays in gas supplies in Kurdistan and from Iran could prompt selling pressure and a decline in the share price.



Description	Mkt cap	PER	ROE%	Div%	PBK
Noble Corp.	8830	5.51	29.50	1.20	1.46
EnSCO International Inc.	5070	4.98	22.50	0.30	0.99
Nabors Industries Ltd.	4800	50.15	1.90		0.95
CNX Gas Corporation	4190	19.73	17.20		2.83
Helmerich & Payne Inc.	3400	8.04	18.00	0.60	1.31
Concho Resources Inc.	2740	12.07	21.60		2.12
Patterson-UTI Energy Inc.	1980	10.48	8.90	1.50	0.93
Atlas Energy Resources LLC	1580	14.47	12.30	9.70	1.48
Bill Barrett Corp.	1300	15.89	9.00		1.48
Wt Average	3766	15.02	19.00	1.00	1.48
Dana Gas	1890	68.78	1.40	0.70	0.99

Description	Production		Reserves	
	KBOED (Da)	MMBOE	Proven reserves (1P)	Proven & probable (P2)
Egypt	37.00	55.60	76.12	157.70
Kurdistan Distillates	17.00			
LPG tonnes per month	3000			
Total		55.60	76.12	157.70

Future earnings drivers
• Price of liquids: Improvement in liquid price to the level of US\$80 per barrel
• New discoveries: New discoveries in Egypt raising the proven reserves
• Production rates: Increase in 2009/2010 driven by drilling successes in Egypt and production ramp up in Kurdistan

Key issues

Dana Gas acquired Centurion Energy, a Canadian E&P company active in drilling and exploration with exploration rights in Egypt, Iraqi Kurdistan and Nigeria, for US\$950 million in cash in 2007. Because of some questions on 36 per cent paid premium, some questions have been raised regarding the justification of this acquisition. However, the paid price comes out to be US\$2.98/MMBTU for 1P reserves and at US\$1.52/MMBTU, as against the current price of US\$3.2/MMBTU.

Also, because of repeated delays and disagreement on prices (contracted price of US\$17/BOE), it may be safe to assume no supply of gas to CNGCL in the second half of 2009. UGTC's management has recently announced that it is seeking international arbitration on the pricing issue, which means no early resolution of the pricing issue.

Dana Gas derives most of its current revenues and net profit from gas production from its Egyptian finds, which are shallower compared to those in the Arabian Gulf area. This decreases ultimate recovery rate and estimated average life of the wells, reducing the IRR of the wells below the international average. Besides, the gas is sold to the government of Egypt at a below market fixed price, which caps any upside pricing potential.

In addition, there was some fear of dilution of shareholders equity (when conversion price was fixed at AED2.118 per share, a conversion premium of 29.3 per cent). The issue is payable by December 2010 and is anti-dilutive at a current share price of AED1.15 per share.

The author is an equity analyst with EIS Asset Management

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GCC, Regional and World Benchmarks - Conventional

As of September 15, 2009

All data courtesy of MSCI Barra, correct as of date indicated.

MSCI data on these pages have been selected to show comparative returns in the GCC for the financial/telecoms and real estate sectors against the overall GCC countries index.

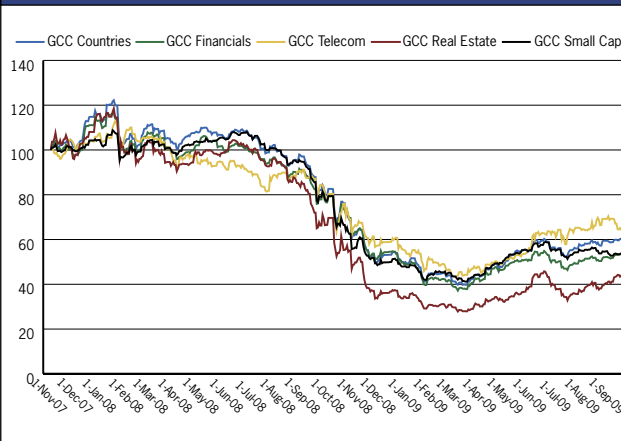
World Comparative Returns and Valuation Ratios contrast the MSCI World, the Emerging Markets, the GCC Countries, the Jordan+Egypt+Morocco and the Arabian Markets indices.

The Performance Values table takes into account eight regional/international and sector-specific indices to show month, quarter and year-to-date performance levels.

GCC: Comparative Returns

Comparative returns for four MSCI GCC indices

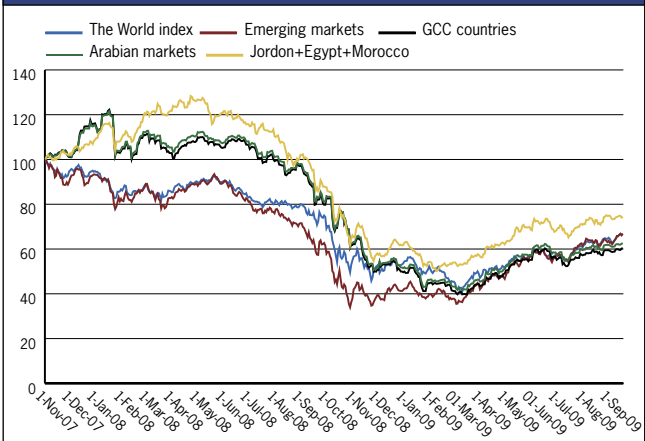
(Period: October 31, 2007 to September 15, 2009, rebased to 100)



WORLD: Comparative Returns

Comparative returns for five MSCI indices

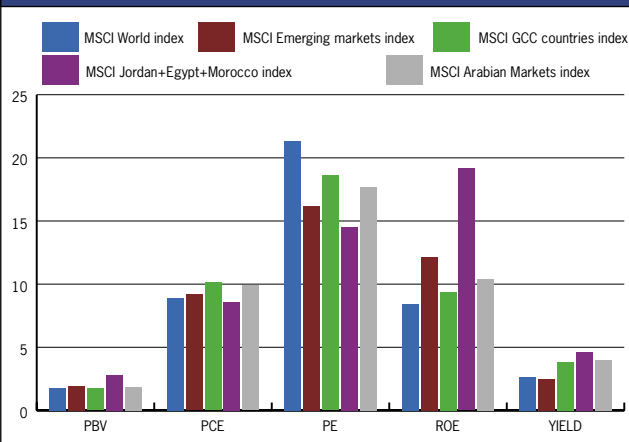
(Period: October 31, 2007 to September 15, 2009 rebased to 100 on October 31, 2007)



Valuation Ratios

November month-end valuation ratios

(Five MSCI indices PBV, PCE, PE, ROE and YIELD)



Performance Values

QTD, MTD, YTD performance in US\$

(Eight indices as of September 15, 2009)

Index	Performance in % US\$ (MTD) this month	3 month performance in % US\$ (3M)	Performance in % US\$ (YTD)
GCC countries	2.017	9.474	22.455
GCC Financials	2.717	5.258	9.539
Arabian Markets	1.521	9.500	21.776
GCC Real Estate	6.934	12.905	30.161
GCC Telecom SVC	-8.880	13.924	19.469
The World index	3.16	15.454	21.699
Emerging Markets	6.498	15.636	57.661
Jordan+ Egypt +Morocco	-0.743	8.777	17.672

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GCC, Regional and World Benchmarks - Islamic

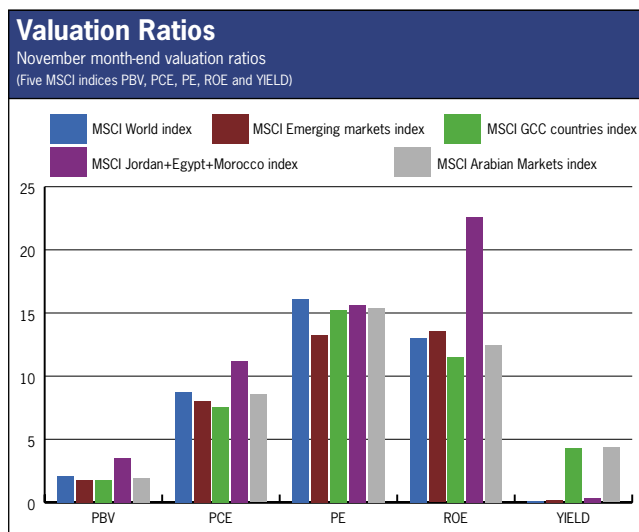
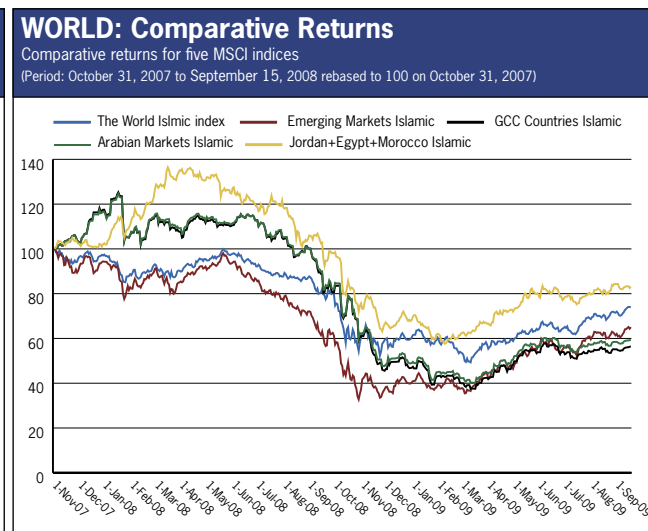
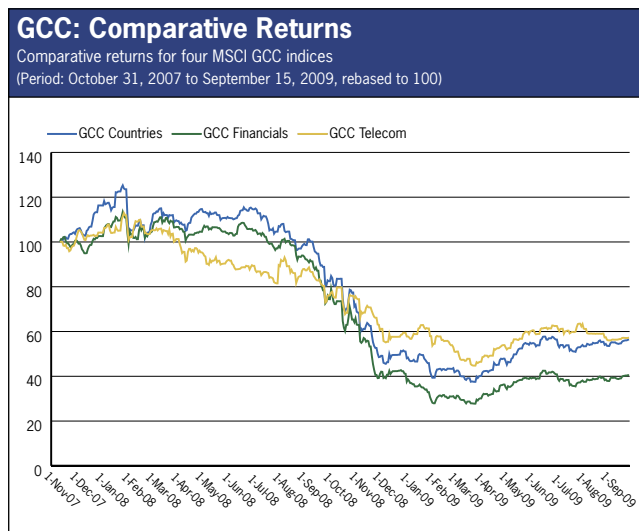
As of September 15, 2009

All data courtesy of MSCI Barra, correct as of date indicated.

MSCI data on these pages have been selected to show comparative returns in the GCC for the financial/telecoms and real estate sectors against the overall GCC countries index.

World Comparative Returns and Valuation Ratios contrast the MSCI World, the Emerging Markets, the GCC Countries, the Jordan+Egypt+Morocco and the Arabian Markets indices.

The Performance Values table takes into account eight regional/international and sector-specific indices to show month, quarter and year-to-date performance levels.



Performance Values

QTD, MTD, YTD performance in US\$
(Eight indices as of September 15, 2009)

Index	Performance in % US\$ (MTD) this month	3 month performance in % US\$ (3M)	Performance in % US\$ (YTD)
The World Islamic Index	3.839	13.718	20.254
GCC Countries Islamic Index	3.024	4.835	21.122
GCC Islamic Financials Index	3.718	3.817	14.13
Emerging Markets Islamic Index	6.829	12.972	58.48
Arabian Markets Islamic Index	2.096	5.504	21.359
GCC Islamic Telecom Services Index	1.682	-2.757	-2.624
Jordan + Egypt +Morocco Islamic Index	-1.411	6.424	18.075

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Signs of exhaustion in the rally

The GCC markets have witnessed strong momentum. There are some signs of exhaustion in the rally. A **Markaz** report.

The GCC markets continued to witness strong momentum in returns for August. In August, the MSCI GCC Total Return Investible Index posted a gain of 2.3 per cent, which marked the sixth consecutive month of positive performance since March 2009 and a return of 44.8 per cent from the bottom posted in February.

The style leadership continued in August with the large cap index posting a return of three per cent on a month-on-month basis. It should be noted that the large cap index has been consistently outperforming the small cap index since the turn towards positive returns in March.

However, the leadership pattern seen among the geographies and the sectors witnessed a change. For the month of August, the Saudi Arabian index was down by one per cent. Saudi Arabia carries a weight of 55 per cent in the overall GCC index. Yet, the overall GCC index managed to post a positive return, mainly on the back of strong performance in both Kuwait and the UAE, with returns of eight per cent and five per cent respectively. On

a weighted basis, Kuwait contributed to two per cent of the 2.3 per cent return in August.

Among the sectors, financials have a weight of 44 per cent in the GCC and represent the largest contributor to the GCC index in terms of market cap. For August, even though returns were positive at plus three per cent, leadership in terms of weighted returns was from the telecom sector. In stark comparison to financials leading the rally in July, telecom contributed to 63 per cent of the overall return of the GCC in August, showing some amount of exhaustion in leadership in the rally.

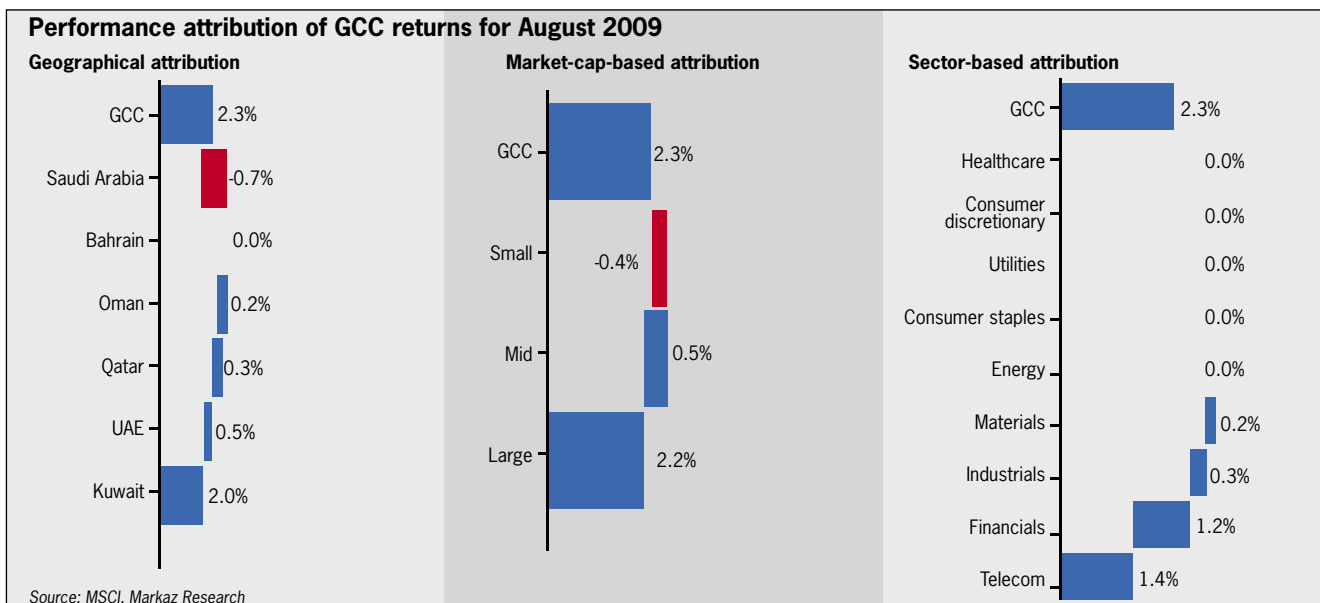
However, the risk levels in the equity markets in general have dropped from the highs seen in the fourth quarter of 2008. In the GCC, the overall GCC risk levels as characterised by the Markaz Volatility Index are down by 70 per cent since October 2008. For August, the risk levels in the equity markets in the GCC declined by 15 per cent. Among the six GCC markets, Kuwait witnessed the highest decline in risk

levels in August at 69 per cent on a month-on-month basis. If compared across the emerging markets and the S&P 500, all the markets (excluding China) have witnessed a decline in risk levels.

In August, even though risk levels had declined, they were still above the average risk levels. In September, risk levels in some of the key markets in the GCC have pierced through the average risk line and have moved further downwards.

The discount rates from the central bank stayed constant in August as compared to July. For Kuwait, the central bank discount rate was at three per cent, which is a decline from a high of 6.25 per cent in December 2007. The repurchase rate was at 1.75 per cent, which is a decline from a high of 5.87 per cent in March 2007.

The value traded in the stock markets continues to be low, with the month of August posting a total value traded of US\$37 billion, which is a six per cent decline on a month-on-month basis and a 22 per cent decline on a year-on-year basis.



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Political risk to rise in 2010

Investors should expect political premia to rise in emerging markets in 2010. But **Stefan Hofer** believes that Brazil has the ability to weather the storm.

Considering the tumultuous market events of the past two years, investors in emerging markets have been confronted with myriad issues distracting them from the normal risks inherent to the asset class. Fears that the global financial system was bordering on collapse and the severe spike in risk aversion in late 2008 took a toll on emerging market assets, but these accounted for an exogenous, not endogenous, shock.

Today, as increasing countries around the world show signs of recovery and capital markets become more buoyant, this is a good time to consider how traditional emerging market risks are being priced and whether this includes traditional risk factors.

A key consideration for emerging markets has always been political risk. While difficult to isolate in its purest form, a standard proxy for emerging market country risk has been the spread (difference in yields) between an emerging market hard currency sovereign bond and its country-risk-free US Treasury benchmark bond. During periods of

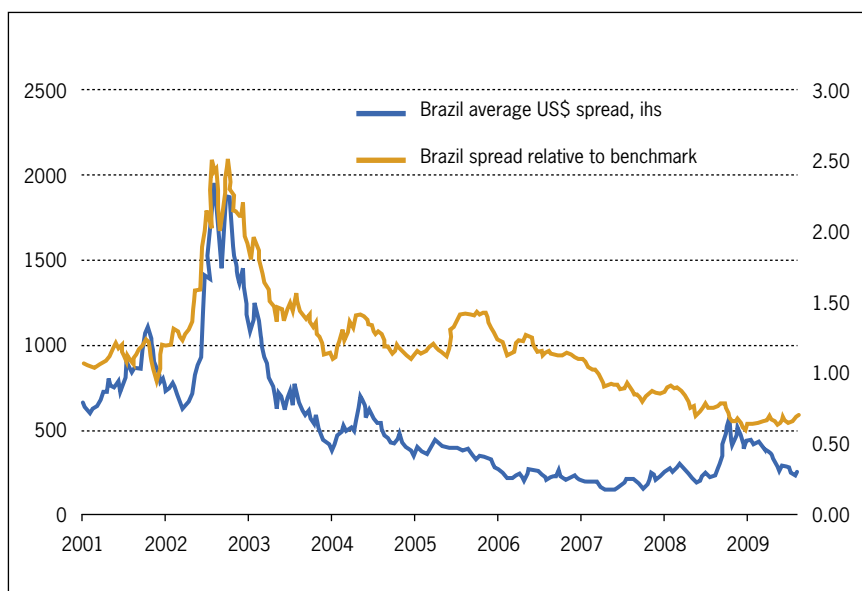
heightened political risk, this spread can widen dramatically. To illustrate, during the campaign phase prior to Lula da Silva first being elected Brazil's president in 2002, investor concerns over economic policy (and the potential of a debt restructuring) saw spreads jump to distressed levels. Needless to say, swings in political risk are also to be seen in other asset classes, as was the case with Brazilian equities and the currency.

In the end, not only did these concerns prove unfounded, but the Lula administration oversaw an arguably unprecedented period of growth and macroeconomic stability. Over the course of Lula's tenure, the government implemented prudent fiscal policy and debt management, which helped raise Brazil's credit rating to investment grade. Under Brazil's constitution, Lula cannot run for a third consecutive term, although he would be eligible in 2014. Thus, investors are now confronted with a post-Lula Brazil scenario, which means grappling with the near inevitable increase in political noise from the campaign, but also assessing

the quality of policies that will follow Lula's departure. In short, given Brazil's importance for bond and equity investors, traditional emerging markets political risk will become an unavoidable issue in 2010.

In terms of the election itself, the most critical period for investors will possibly be mid-August next year, when the television and radio-based campaign kicks off. Other countries, notably Colombia and the Philippines, will be holding presidential elections earlier in the summer, adding further scope for political noise for the asset class. In a somewhat paradoxical twist, the further improved state of the global economy by mid-year 2010 may see investors set free to focus on classical emerging market risks. That could threaten both the unwinding of emerging market performance and the growing popularity of the decoupling theme, which has been evidenced this year by emerging markets' lead in the global recovery.

On a medium-term horizon, we believe that Brazil in particular has the institutional capacity to weather the election-driven storms that are likely to appear in 2010. The central bank and ministry of finance have achieved levels of independence and credibility that place them at the top of the league in emerging markets. Further, we believe that the dividends of prudent economic management during the Lula years are broadly recognised in Brazil. Thus, they should not be under serious threat, irrespective of the campaign rhetoric ahead. A final verdict on that front will have to wait until the next administration takes office on January 1, 2011. All else being equal, however, investors should expect political risk premia to rise in 2010, acting as potential drag on emerging markets overall.



The writer is a research analyst at Bank Julius Baer.

Hope and fear driving markets

Some countries are expected to do better than others in 2010, but most will end the year flat to negative, writes **Sachin Patki**.

It's been a while since everyone talked about the new shoots of spring, referring to the general market expectations that measures taken by regulators and governments in 2008 and the first quarter of 2009 were having a positive impact on growth. It is expected that some countries will do better than others in 2010. Most, however, are expecting 2009 to end flat to negative across the globe.

The US is one country that is expected to break ahead of the pack, given the early measures taken by the Obama administration, the depth of the measures impacting retail spending and the deep cuts made by the Fed early in the slide to negative growth. But the Eurozone is expected to lag behind this recovery in the US, and UK growth is expected to be closer to the Eurozone.

To support the drive to get retail consumption back on track, the US government has spent huge amounts. All of its measures have been funded by

issuance of bonds to the global investor pool. There has been around US\$2.2 trillion of bond issuance this year, a 114 per cent rise from 2008, and a buyback of US\$300 billion a month of US treasuries over August. Around US\$1.25 trillion of mortgage-backed securities have been purchased so far.

The Eurozone, in contrast, has issued EUR832 billion, a mere 40 per cent rise over 2008. This circumstance is expected to impact recovery and monetary policy changes in 2010. The markets currently don't expect the Fed to reverse its easy monetary policy by May 2010, although interest rate hikes are not expected to be sharply higher. The Fed remains vigilant on any rise in the long-term inflation rate, which can erode value for investors in the US.

The European Central Bank is not expected to touch its interest rate policy until the end of 2010, with the economic recovery deciding the timing for this key shift. This view will see consumers investing in yield-based products in euro, with borrowings in US dollars. This informal carry trade could drive the rise of the euro against the US dollar in the short term.

The Eurozone has a negative GDP of 4.7 per cent YTD 2009, with consumer confidence and industrial confidence still negative too. In contrast, US consumer confidence was at 54.10 in August (a reading above 50 indicates a positive trend in sentiment). US industrial production saw a rise of 0.50 per cent in July, with June industrial production in the Eurozone down by 17 per cent in June.

In the short term, the euro looks to rally further, testing the resistance at 1.4830, 1.5080 and moving to a potential spike of 1.5230. Profit-taking will form a top for the rally near the 1.5300 region. On the downside, look for supports at 1.4270, 1.4170,

1.4030 and 1.3900. The GBP/euro cross looks ready for a correction with a test of 1.1270, 1.1030 and 1.0945. On the upside, resistance is at 1.1600, 1.1760 and 1.1930.

In the UK, industrial production is still down, consumer confidence is still negative and the HBOS housing index is still down 10 per cent year on year. In short, the mood of the economy is yet to turn. The Bank of England's monetary policy is expected to be on hold for most of 2010, which should support the returns from sterling-denominated bonds and investments being attractive in return to the US-dollar-denominated returns. This may buoy the sterling for a while, though we should expect gravity to take over after some time. The sterling looks to rally further in the short term, but it will trail the euro, given the sharp downside potential of the GBP/euro cross. The upside resistance areas are at 1.6700, 1.6870, 1.7010 and 1.7480. Supports are at 1.6330, 1.6185, 1.6070 and 1.5855.

The economic recovery in the US is bad for the price of bonds there, but it is great for a recovery in the equity market. The same holds true for the Eurozone.

Japan is one country that has such a protracted period of low to no growth over a decade and a half that we cannot really assess the impact the recent support by the government will have. We also have a change of guard with a new party in power for the first time since WWII. We hope that the new administration will have more concrete measures to help the economy grow to reach the level of economic leadership it enjoyed 30-40 years ago.

The writer is head of Mashreq Gold & Investments with Mashreq.

Views expressed are the author's and not necessarily those of Mashreq. Data and comments are as of September 14, 2009.



How long will the rally persist?

Despite the strong performance of commodities in the last few months, one cannot feel safe about the rally. An **MF Global** report.

Commodities have witnessed a roller coaster ride in the past year after the collapse of Lehman Brothers in September 2008. Commodities imploded in the following October and November. A weaker view of the global economy and a fall in asset values across the board forced investors to sharply trim their position in commodities, which continued to drift lower until March 2009, when signs of recovery began to be noticed. From there on, commodities and equity markets maintained their gradual ascent. One year after the Lehman collapse, which nearly pushed the global markets into abyss, we find equities and commodities trading nearly 50 per cent higher than the bottom touched in February 2009, though lower than the levels seen in September 2008.

Moving on, the precious metals complex has seen strong gains over the past month, followed by energy. This period has also seen changes being made by the US commodities regulator on how market information on exchange-traded commodity derivatives is disseminated. Many commodity-exchange-traded funds readied themselves by stopping sales of new shares, ahead of the much feared and anticipated limits to be announced by the US regulator.

In precious metals, gold has risen at a steep pace. This rise has been boosted by the slide in the US dollar, as well as by concerns that inflationary pressures would emerge strongly as economic activity rebounds.

The US dollar has sunk to the lowest level in a year against the euro to US\$1.4737 on reduced risk aversion. The US dollar index, which reflects the greenback's move against the trade basket (including the euro, yen, pound, Canadian dollar, Swiss franc and Swedish krona) has fallen to the lowest level since September 2008 to 76.17. The sharp drop in the US dollar has

increased the allure of gold, often seen as an alternative investment.

Gold (Comex near-month futures contract) has pushed past US\$1024 per ounce, up eight per cent on month.

Some have argued that gold's recent surge has been due to purchases made by central banks in Asia and the Middle East to diversify away from the US dollar. Yet, others argue that de-hedging by the world's largest producer, Barrick Gold, fuelled the rally. Meanwhile, holdings in SPDR Gold Trust, the world's largest gold-exchange-traded fund, have increased by over 13 tonnes to reach 1078 tonnes, but still remain lower than the historical high reached at 1134 tonnes. SPDR gold fund holdings are the sixth largest in the world. Silver has galloped away, boosted by buying interest due to gold's surge. Silver has risen by 13 per cent to US\$16.97 per ounce.

In the base metals complex, lead has been the only constituent to register strong gains. Lead (LME three-month forward) has risen 17 per cent on month to US\$2166 per tonne, though lower than the monthly high at US\$2350. Lead got a boost on speculations that Chinese authorities could order smelter shutdowns totalling over 500,000 tonnes after a spate of lead poisoning cases. However, China's industrial lead production increased by five per cent in August to 365,000 tonnes, which indicates that the concerns over output drop were overblown and triggered a sell-off. Aluminium, on the other hand, has seen the steepest decline in the complex. Despite an accident in Russia's most important hydro-electricity plant, which threatened power supply to some of the largest smelters in the country, aluminium prices have continued to remain weighed by the massive overhang of stocks.

In the base metals complex, production data from the world's major producer,

China, have been reassuring. With the exception of aluminium, production of all other base metals gained on month in August.

In the energy complex, crude oil (NYMEX near-month futures) has crept steadily higher to US\$72 per barrel, up 6.5 per cent on month, boosted by improved industrial output data across the globe and from the EU and the US in particular.

OPEC, which controls nearly 40 per cent of global supplies, kept its monthly quota unchanged at 24.85 million barrels per day (mbpd) for third time in the year. Meanwhile, the International Energy Agency increased its 2010 estimate of global consumption by 500,000 barrels to 85 mbpd, citing the improved pace of economic recovery.

Among major oil deals, Venezuela has announced a US\$16 billion deal with China and a US\$20 billion deal with Russia, which allow for joint exploration.

In other developments, the US Commodities Futures Trading Commission has expanded its weekly commitment of traders' reports with the aim to improve transparency in the trading activities of hedge funds, large institutions, producers, merchants and traditional commodity hedgers.

Going forward, worries remain over the growing feel-good factor on global economic growth, as government spending has fuelled a large part of this recovery. Well aware of the perils of removing assistance, as well as of the strain of the present funding on the future, governments are in a dilemma.

A recent International Monetary Fund report points out that in the past, governments have been able to recover only 55 per cent of the total cost borne by them in past crises, putting severe strain on spending on pension, health entitlements and education in the coming decade.



OFFSHORE SAVERS SELECTION

Provider	Telephone Number	Account	Notice/Term	Deposit	% Gross	Interest Paid
No Notice US Dollar Accounts						
Anglo Irish Bank Corporation (International)	01624 698000	Privilege Access	None	\$5,000	1.50%	Yly
Skipton (Guernsey)	01481 727374	International US Dollar	None	\$25,000	1.00%	Yly
Halifax International	Via website	International Web Server	None (W)	\$25,000	0.90%	Yly
Irish Permanent International	01624 641641	Instant Access	None	\$50,000	0.75%	Yly
Nationwide International	01624 696000	Tracker Premium	None	\$50,000	0.50%*	Yly
No Notice Euro Accounts						
Anglo Irish Bank Corporation (International)	01624 698000	Privilege Access	None	€5,000	2.25%	Yly
Skipton (Guernsey)	01481 727374	International Euro	None	€25,000	1.75%	fYly
Irish Permanent International	01624 696000	Instant Access	None	€5,000	1.15%	Yly
Halifax International	halifaxinternational.com	International Web Server	None (W)	€1,000	1.25%	Yly
Zurich Bank International	01624 671666	Euro Reward	None	€5,000	1.25%	Yly
No Notice Accounts						
Halifax International	01534 846555	International Bonus Server	None	£2,500	3.00%*	Mly
Anglo Irish Bank Corporation (International)	01624 698000	Privilege Access II	None	£5,000	2.80%	fYly
Alliance & Leicester International	www.all.co.im	eSaver Offshore 2	None (w)	£15,000	2.76%	Yly
Bradford & Bingley International	01624 695000	Easy Saver	None	£5,000	2.50%	Yly
Bank of Scotland International	01534 613500	International Bonus Saver	None	£5,000	2.50%	Mly
Notice Accounts						
Alliance & Leicester International	www.all.co.im	eSaver Offshore Notice 50	50 Day (w)	£25,000	3.00%	Yly
Alliance & Leicester International	www.all.co.im	eSaver Flexible Income 1	60 Day (w)	£25,000	2.97%	Qly
Anglo Irish Bank Corporation (International)	01624 698000	Privilege 30 II	30 Day	£5,000	2.75%	Yly
Bradford & Bingley International	01624 695000	Global Saver	60 Day	£5,000	2.75%	Yly
Alliance & Leicester International	01624 641888	Select 50 International 1	50 Day	£25,000	2.75%	Yly
Monthly Interest						
Halifax International	01534 846555	International Bonus Saver	None	£2,500	3.00%*	Mly
Alliance & Leicester International	www.all.co.im	eSaver Flexible Income 1	60 Day (w)	£25,000	2.96%	Mly
Bradford & Bingley International	01624 695000	Global Saver	60 Day	£5,000	2.72%	Mly
Alliance & Leicester International	01624 614888	Select Income International 1	60 Day	£25,000	2.72%	Mly
Yorkshire (Guernsey)	01481 724353	Global 90	90 Day	£100,000	2.57%	Mly
Fixed Rates						
Clydesdale Bank International	01481 711102	Term Deposit	60 month Bond	£10,000	5.10% F	Yly
Yorkshire (Guernsey)	01481 724353	5 Year Fixed Rate	30.09.14	£10,000	5.10%F	Yly
The Co-operative Bank	01481 710527	Fixed Term Deposit	36 month Bond	£5,000	4.50% F	OM
Yorkshire (Guernsey)	01481 724353	3 Year Fixed Rate	30.09.12	£10,000	4.30%F	Yly
Clydesdale Bank International	01481 711102	Term Deposit	36 month Bond	£10,000	4.25% F	Yly
Current Accounts						
Abbey International	01534 885000	Offshore Gold	None	£100,000	1.49%	Qly
Royal Bank of Scotland International	01534 724365	Royalties Cheque	Instant (A)	£5,000	0.25%	Mly
Royal Bank of Canada (CI)	01534 283000	Executive Plus	None	£100,000	0.12%	Mly
Clydesdale Bank International	01481 711102	Current	None	£2,500	0.10%	Mly
Standard Bank	01534 881188	Optimum	None	£3,000	0.05%	Qly
Accounts for Non UK Residents						
Bradford & Bingley Int. Ltd.	www.bbi.co.im	eAccess 2	None (W)	£1,000	2.50%	Yly
Lloyds TSB Offshore Banking	01624 638000	International Bonus Saver	None	£5,000	2.50%*	Mly
Bradford & Bingley Int. Ltd.	www.bbi.co.im	eAccess 2	None (W)	£1,000	2.47%	Mly
Standard Bank	01534 881188	Expatriate Savings	90 Day	£10,000	0.65%	Yly
Lloyds TSB Offshore Banking	01624 638000	International Savings A/C	None	£25,000	0.05%	Mly

All rates are shown gross. * = Introductory variable rate for limited period. A = £9 fee per month F = Fixed Rate. H = Operated by Internet, Post or Telephone OM = On Maturity. W = Operated by Internet
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OFFSHORE CHEQUE ACCOUNT RATES

	Telephone	Account Name	£5K	£10K	£25K	£50K	£100K	£250K	£500K	£1m	Int paid	Cash card
Abbey International	01534 885100	Gold	0.00	0.00	0.00	0.00	0.30	0.50	0.50	0.50	Qly	Yes
Bank of Scotland International Ltd	01534 613500	Flexible Plus Current	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	Mly	Yes
Barclays	01534 880550 01481 723176	International Cheque International Premier Chq	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	Qly Qly	Yes Yes
Close Wealth Management Group	01481 746333 01624 643270	Advantage Advantage Plus	0.00 0.00e	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	Mly Mly	No No
Fairbairn Private Bank	01624 645000	Accumulation High Interest Accumulation Reserve	0.00 - 0.00	0.00 - 0.00	0.00 - 0.00	0.00 0.00 0.00	0.00 0.00 0.00	0.00 0.00 0.00	0.00 0.15 0.00	0.00 0.25 0.00	On Closure On Closure Qly	Yes No Yes
HSBC International	01534 616000	Offshore Bank Premier Offshore Banl	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	0.00 0.00	Mly Mly	Yes Yes
Investec Bank (CI) Ltd	01481 723506	Private Interest Current	-	-	0.05	0.05	0.05	0.05	0.05	0.05	Qly	No
Isle of Man Bank	01624 63700	Gold Account	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	Mly	Yes
Lloyds TSB Offshore Banking	01624 638000	International Sterling	0.00	0.00	0.05	0.05	0.05	0.05	0.05	0.05	Mly	Yes
NatWest Offshore	01534282828	Advantage Cheque	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	Mly	Yes
Royal Bank of Canada (Channel Islands) Ltd	01534 283000	Executive Plus	-	-	-	0.06	0.12	0.305	0.305	0.305	Mly	Yes
Royal Bank of Scotland Intl. Ltd	01534724356	Royalties Cheque	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	Mly	Yes
Standard Bank	01534 881188 / 01624 643643	Optimum	0.05k	0.05	0.05	0.05	0.05	0.05	0.05	0.05	Qly	Yes

e = Rate applies from £1 i = Rate applies from £2k k = Rate applies from £3k. All rates are shown gross. All rates and terms subject to change without notice and should be checked before finalising any arrangement. No liability can be accepted for any direct or consequential loss arising from the use of, or reliance upon, this information. Readers who are not financial professionals should seek expert advice. Figures compiled on: September 02, 2009 Source: Moneyfacts

EURO ACCOUNTS - NO NOTICE OFFSHORE ACCOUNTS

	Telephone	Account Name	€5K	€10K	€25K	€50K	€100K	€250K	Int paid	Chq. Book
Abbey National	01534 885100	The Monthly Offshore Saver	10.00	10.00	10.00	-	-	-	OM	No
		Offshore Euro Call	0.00	0.00	0.00	0.00	0.00	0.00	Yly	No
		Offshore Gold	-	0.00	0.00	0.00	0.00	0.30b	Qly	Yes
Alliance & Leicester Intl. Ltd	01624 663566	Euro Savings	0.50	0.50	0.50	0.50	0.50	Yly	No	
Anglo Irish Bank (Corporation) International	01624 698000	Private Access	2.25	2.25	2.25	2.25	2.25	Yly	No	
Bank of Scotland International Ltd	01534 613500	Base Rate Tracker	-	-	-	1.25h	1.25	1.25	Yly	No
		International Savings	0.01	0.01	0.01	0.03	0.05	0.05	Yly	No
Barclays	01534 880550	International Bank	0.00	0.00	0.00	0.00	0.00	0.00	Qly	No
		International Tracker	-	-	0.10e	0.10	0.10	0.25b	Qly	No
Close Wealth Management Group	01481 746333 01624 643270	Advantage	-	0.00	0.00	0.00	0.00	0.00	Mly	No
		Advantage Plus	0.00	0.00	0.00	0.00	0.00	0.00	Mly	No
Clydesdale Bank International	01481 711102	Instant Savings	-	0.90	0.90	0.90	0.90	0.90	Yly	No
		Current	0.00	0.00	0.00	0.00	0.00	0.00	Mly	No
		Instant Savings	-	0.90	0.90	0.90	0.90	0.90	Mly	No
Fairbairn Private Bank	01624 645000	Accumulation	-	0.10	0.10	0.10	0.10	0.10	On closure	Yes
		High Interest Accumulation Reserve	-	-	-	-	1.00a	1.25b	On closure	Yes
Halifax International	01534 846501	International Web Saver	1.35	1.35	1.45	1.45	1.45	1.45	Yly	No
HSBC International	01534 616000	Offshore Bank	0.00	0.00	0.00	0.00	0.00	0.00	Mly	No
		Premier Offshore Bank	-	0.00	0.00	0.00	0.00	0.00	Mly	No
		Premier Serious Saver	-	0.10	0.10	0.10	0.10	0.10	Mly	No
		Serious Saver	-	0.05	0.05	0.05	0.05	0.05	Mly	No
Investec Bank (CI) Ltd	01481 723506	Private Interest Current	-	-	-	0.05	0.10a	0.10	Qly	No
Irish Permanent International	01624 641641	Instant Access	1.15	1.15	1.15	1.15	1.50	1.50	Yly	No
		Instant Access	1.14	1.14	1.14	1.14	1.49	1.49	Mly	No
Lloyds TSB Offshore Banking	01624 638000	Euro Intl. Account (Expatriates only)	0.00	0.00	0.00	0.05	0.05	0.05	Half Yly	No
		International Bonus Saver	2.00	2.00	2.00	2.00	2.00	2.00	Mly	No
Nationwide International Ltd	01624 696000	Euro Savings	0.15	0.15	0.20	0.20	0.20	0.25	Yly	No
		Euro Tracker Premium	1.05	1.05	1.05	1.05	1.05	1.10	Yly	No
NatWest Offshore	01534 282300	Advantage International	0.10	0.10	0.10	0.10	0.10	0.25	Qly	No
Royal Bank of Canada (Channel Islands) Ltd	01534 283000	Executive Plus	-	-	-	-	0.03	0.08c	Mly	No
Royal Bank of Scotland Intl. Ltd	01534 286850	Royalties International	0.10	0.10	0.10	0.10	0.10	0.25	Qly	No
Skipton (Guernsey)	01481 727374	International Euro	-	-	1.75	1.75	1.75	1.75	Yly	No
Standard Bank	01624 643643 01534 881188	Offshore Reserve	0.15	0.10	0.10	0.10	0.10	0.10	Half Yly	No
		Optimum	0.05	0.05	0.05	0.05	0.05	0.05	Qly	No
		Offshore Moneymarket Call	-	-	-	0.50	0.60	0.60	Mly	No
Woolwich Guernsey	01481 715735	Euro International Gross	-	-	0.10j	0.10	0.10	0.10	Qly	No
Zurich International Ltd	01624 671666	Zurich Euro Reward Call	1.25	1.25	1.25	1.25	1.25	1.25	Yly	No
			0.00	0.00	0.00	0.00	0.00	0.00	Qly	No

a = Rate applies from €75K. b = Rate applies from €150K. c = Rate applies from €200K. e = Rate applies from €15K. h = Rate applies from €35K. j = Rate applies from €20K. All rates are shown gross. All rates and terms subject to change without notice and should be checked before finalising any arrangement. No liability can be accepted for any direct or consequential loss arising from the use of, or reliance upon, this information. Readers who are not financial professionals should seek expert advice. Figures compiled on: September 02, 2009 Source: Moneyfacts

US\$ ACCOUNTS - NO NOTICE OFFSHORE ACCOUNTS

	Telephone	Account Name	\$5K	\$10K	\$25K	\$50K	\$100K	\$250K	Int paid	Chq. Book
Abbey National	01534 885100	The monthly Offshore Saver	6.00	6.00	6.00	6.00	-	-	OM	No
		Offshore US\$ Call	0.00	0.00	0.00	0.00	0.00	0.00	Yly	No
		Offshore Gold	-	0.00	0.00	0.00	0.00	0.10x	Qly	Yes
Alliance & Leicester International Ltd	01624 663566	US\$ Savings	0.25	0.25	0.25	0.25	0.25	Yly	No	
Anglo Irish Bank Corporation (International)	01624 641888	Privilege Access	1.50	1.50	1.50	1.50	1.50	Half Yly	No	
Bank of Scotland International Ltd	01534 613500	Base Rate Tracker	-	-	-	0.25	0.25	0.25	Yly	No
		International Savings	0.00	0.00	0.00	0.00	0.01	0.01	Yly	No
Barclays	01534 880550	International Cheque	0.00	0.00	0.00	0.00	0.00	0.00	Qly	No
		International Tracker	-	-	0.00u	0.00	0.10	0.10	Qly	No
Close Wealth Management Group	01481 746333 01624 643270	Advantage	-	0.00	0.00	0.00	0.00	0.00	Mly	No
		Advantage Plus	0.00	0.00	0.00	0.00	0.00	0.00	Mly	No
Clydesdale Bank International	01481 711102	Instant Savings	-	0.10	0.10	0.10	0.10	0.10	Yly	Yes
		Current	0.00	0.00	0.00	0.00	0.00	0.00	Mly	Yes
		Instant Savings	-	0.10	0.10	0.10	0.10	0.10	Mly	Yes
Fairbairn Private Bank	01624 645000	Accumulation	-	0.00	0.00	0.00	0.00	0.00	On Closure	Yes
		High Interest Accumulation Reserve	-	-	-	-	0.00	0.00	On Closure	Yes
Halifax International	01534 846501	International Web Saver	0.00	0.00	0.90	0.90	0.90	0.90	Yly	No
HSBC International	01534 616000	Offshore Bank	-	0.00	0.00	0.00	0.00	0.00	Mly	No
		Premier Offshore Bank	-	0.00	0.00	0.00	0.00	0.00	Mly	No
		Premier Serious Saver	-	0.00	0.00	0.00	0.00	0.00	Mly	No
		Serious Saver	-	0.00	0.00	0.00	0.00	0.00	Mly	No
Investec Bank (CI) Ltd	01481 723506	Private Interest Current	-	-	-	0.05	0.05	0.05	Qly	No
Irish Permanent International	01624 641641	Instant Access	0.25	0.25	0.25	0.75	0.75	0.75	Yly	No
		Instant Access	0.25	0.25	0.25	0.75	0.75	0.75	Mly	No
Lloyds TSB Offshore Banking	01624 638000	US International Acc.(Expatriates only)	0.00	0.05	0.05	0.05	0.05	0.05	fi Yly	No
Nationwide International Ltd	01624 696000	US Dollar Savings	0.10h	0.10	0.15	0.20	0.25	0.25	Yly	No
		US Dollar Tracker Premium	0.30	0.30	0.30	0.50	0.50	0.50	Yly	No
NatWest Offshore	01534 282300	Advantage International	0.05	0.05	0.05	0.05	0.05	0.05	Qly	No
Royal Bank of Canada (Channel Islands) Ltd	01534 283000	Executive Plus	-	-	-	-	0.07	0.09x	Mly	No
Royal Bank of Scotland Int Ltd	01534 286850	Royalties International	0.05	0.05	0.05	0.05	0.05	0.05	Qly	No
Skipton (Guernsey)	01481 727374	International US Dollar	-	-	1.00	1.00	1.00	1.00	Yly	No
Standard Bank	01534 881188 / 01624 643643	Offshore Reserve	0.10	0.10	0.10	0.10	0.10	0.10	Half Yly	No
		Optimum	0.05	0.05	0.05	0.05	0.05	0.05	Qly	No
		Offshore Moneymarket Call	-	-	-	0.15	0.15	0.15	Mly	No
Woolwich Guernsey	01481 715735	US\$ International Gross	-	-	0.00u	0.00	0.00	0.00	Qly	No
Zurich International Ltd	01624 671666	Zurich US Dollar Reward	0.25	0.25	0.25	0.25	0.25	0.25	Yly	No
		Easy Access Deposit	0.00	0.00	0.00	0.00	0.00	0.00	Qly	No

h = Rate applies from \$1K. u = Rate applies from \$20K. x = Rate applies from \$200K. All rates are shown gross. All rates and terms subject to change without notice and should be checked before finalising any arrangement. No liability can be accepted for any direct or consequential loss arising from the use of, or reliance upon, this information. Readers who are not financial professionals should seek expert advice. Figures compiled on: September 02, 2009 Source: Moneyfacts

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EXPATRIATE MORTGAGE TERMS - OCTOBER 2009

LENDER	INTEREST RATE%	MAX.% ADVANCE	ARRANGEMENT FEE	SPECIAL FEATURES
Bank of Scotland Intl.	Bank base +2.89%	70	1%	GBP100,000 minimum. Early Redemption Charge 3% - 36 months. Six months mortgage payments to be held on deposit by the bank for the life of the mortgage.
BM Solutions	4.10% 2 year tracker 5.40% 2 year fixed	60 75	3.00% 2.5%	Applicant must work for Govt Agency or Multi National Company. Rental calculation 125% at payrate.
Cheltenham & Gloucester	4.29% 2 year fix 5.09% 3 year fix 6.19% 5 year fix 3.79% 3 year tracker	75 75 75 75	995 895 995 995	Limited offers via IMP Every case has to be agreed with an underwriter before submission. Will not lend to Self employed expat applicants. Employed applicants need to work for large companies. Available for main UK residence only. Free property valuation and low cost legal fees for remortgages. No other UK mortgaged properties permitted.
Dresdner Kleinwort Benson	Cost of funds +1-1.5%	Purchase 60 Remortgage 50	Up to 0.75%	Minimum loan GBP500,00 Minimum income GBP150,000
Fortis Bank Group	Sterling mortgage LIBOR + 1% Foreign currency mortgage Cost of funds +1.25%	70 70	GBP500 GBP500	Minimum Loan £150,000 - 75% owner/family occupation. Loans to offshore companies and trusts.
Halifax PLC	4.74% 2 Year Fix Max GBP500K 3.79% 5 Year tracker Max GBP500K	Purchase 75 Purchase 75	GBP999 GBP999	Very restrictive terms. No capital raising allowed. Must be returning to the UK within 2 year period. 6 months bank statements required. Redemption Penalties Fixed rate 2% in first 3 years
HSBC	Under review	60	Varies	Applications accepted from HSBC Premier Customers only. Minimum savings investments £60,000.
Ipswich Building Society	4.99% two year discounted rate	75	GBP695	IMP exclusive expatriate residential scheme No early repayment penalties at on 50% of the advance.
Irish Permanent (Isle of Man)	Temporarily withdrawn	75	1%	Loans to offshore companies and trusts.
Natwest Bank	Base rate + 2.89	60	1%	New build flats maximum 55% loan to value.
Royal Bank of Scotland International	Base + 2.89% 2 year tracker Base + 3.09% 2 year tracker	60 65	1% 1%	Minimum GBP100,000 New build flats maximum 55% loan.

This table is supplied by IMP, for information purposes only, and is not to be viewed as a recommendation.

Notes: Some Lenders have onerous redemption penalties for fixed and discounted terms.

A usual penalty is six months interest in the first five years. Loans are, however, portable, but proportionate penalties would apply unless similar amount loans were taken. There are also proportionate penalties on partial repayments. BANK OF SCOTLAND, FORTIS, KLEINWORT BENSON and ROYAL BANK OF SCOTLAND all offer loans via offshore trusts and offshore companies. Arrangement fees can be as much as 1per cent of the loan. Some lenders make life assurance cover obligatory. Others insist on their "in-house" buildings and contents insurance as a loan condition. **Arrangement Fees** - All fees quoted are payable to the lender and are usually added to the loan, although some require payment with the application. IMP will charge an arrangement fee of 0.25 per cent subject to a minimum of GBP250 and a maximum of £500 but this can be waived where associated financial products, such as mortgage protection, are effected through the company's agencies. Most lenders have now settled on a base variable rate of circa 4/4.5%. Bank rate @ 10/09/09 - 0.50% 3 month LIBOR 0.38%, 02/09/09. IMP are authorised and regulated by the Financial Services Authority (302775) for mortgage advice and hold Consumer Credit Licence No: 592583.

www.international-mortgage-plans.com. Telephone: 44 (0) 1932 830660, Fax: 44 (0) 1932 829603.

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Credit Cards						SAUDI ARABIA
PROVIDER	CARDS OFFERED	ANNUAL FEE (SAR)	INTEREST/PROFIT RATE	INTEREST FREE CREDIT	VALUE ADDED	CONTACT
Al Rajhi Bank	Visa/MasterCard (Silver, Gold) Laki for Women Qassit Mini Visa Internet card	Silver/Gold/Laki for Women/Qassit - 275 Mini Visa - 100 Internet card - Free	Nil for purchases 18.5% on cash withdrawals from the bank, otherwise 27.5%	45 days for Visa/MasterCard (Silver, Gold) Laki for Women and Internet card. Qassit card - 5% or SAR100 whichever is higher than the amount due with no increase or profit.	Shari'ah compliant, photo-sign card, customer privilege booklet, Al Rajhi rewards programme, supplementary cards for dependents.	800 124 1222 www.alrajhibank.com.sa
AMEX	Blue/Gold/Platinum	Blue – 200, Gold – 400, Platinum – 900	2.25% on purchases, 3.5% or SAR40 on cash withdrawals	25 days	Free supplementary cards, 1% cash back on purchases, worldwide emergency assistance, travel accident insurance, security chip	800 124 2229 www.americanexpress.com.sa
Arab National Bank	Visa/MasterCard (Al Mubarak Silver, Al Mubarak Gold, ANB Silver, ANB Gold, ANB Internet Card), ANB Platinum (SAR and GBP)	Al Mubarak Classic Option 1 SAR 75 Al Mubarak Classic Option 2 SAR 130 Al Mubarak Gold SAR 180	Al Mubarak cards: N/A on purchases and cash withdrawals ANB cards: 1.97% on purchases, 3.5% or SAR45 on cash withdrawals	51 days	Cash on demand, ongoing merchant discounts, free supplementary cards Payment Holiday Program and Credit Shield. Al Mubarak cards are Shari'ah compliant.	800 124 4141 www.anb.com.sa
Bank Aljazira	Visa Islamic Gold Card	N/A	N/A on purchases, SAR30 for cash withdrawals	45 days	Free supplementary cards, cash advances available.	www.baj.com.sa
Banque Saudi Fransi	Visa/MasterCard (Silver, Gold) MasterCard Platinum	Silver – 150 Gold – 300 Platinum – Invitation only	1.99% on purchases, 3% on cash withdrawals	25 days	Free emergency medical and legal referral services, purchase protection, lost luggage insurance, 1% cash back.	800 124 0006 www.alfransi.com.sa
National Commercial Bank	Tayseer AlAhli (Classic, Gold), Tayseer AlAhli Titanium, AlFursan Credit Card, Internet Card	Free for the first year	SAR30-50 per transaction	50 days	Purchase protection, travel protection, credit shield, exclusive offers and discounts. 2% cash back on purchases with AlAhli Titanium. Earn Saudi Airlines miles with AlFursan card.	800 244 1005 www.ncb.com.sa
Riyad Bank	Visa/MasterCard (Silver, Gold) MasterCard Platinum Islamic Card	Classic – 115, Gold – 215, Platinum – 700, Islamic - 900	Silver, Gold and Platinum cards: 1.95% on purchases, 3.0% on cash withdrawals Islamic card: N/A on purchases, SAR75 for cash withdrawals	45 days	Signature card, emergency card replacement. For Platinum cardholders, airport lounge access, concierge services, travel services, emergency medical and legal referrals.	800 124 2020 www.riyadbank.com
SABB	Visa/MasterCard (Silver, Gold, Amanah and Conventional), Visa (Platinum), MasterCard - Premier,	Silver – 225, Gold – 350, Amanah Silver - 225, Amanah Gold - 350, Visa Platinum - 475, MasterCard Premier complimentary for SABB Premier customers	Silver and Gold cards: 2.22% on cash and retail purchases, 2% on purchases and cash withdrawals for Platinum and Premier	25 days	ICSABB rewards, Premier privileges and discounts at over 19,000 outlets in over 160 countries, complimentary road side assistance, air port pick and drop and priority pass for Platinum, local KSA discounts on all cards, cash advance up to 50% of credit limit, free supplementary cards, purchase protection, travel insurance & optional credit shield	800 124 8888 www.sabb.com
SAMBA	Visa (Silver, Gold), MasterCard (Silver, Gold, Platinum, Titanium), Samba Co-branded Credit Card (Silver, Gold), Samba Al Khair Credit Card (Silver, Gold)	Silver cards – 150 Gold cards - 300	Al Khair card: N/A on purchases and cash withdrawals Other cards: 1.95% on purchases, SAR45 for cash withdrawals	21 days	Up to four free supplementary cards, credit shield, credit limit increase, emergency card replacement, Bonanza programme for exclusive deals and services, special hotel and car rental rates for gold members. Al Khair card is Shari'ah compliant.	800 124 1010 www.samba.com
Saudi Hollandi Bank	SHB Smart Credit Card (Classic, Gold)	Free for life	Classic: N/A on purchases, 4.5% on cash withdrawals Gold: N/A on purchases, 3.5% on cash withdrawals	21 days	Daily draws to win free trip to Dubai, airline discounts (up to 18% on Emirates Airlines tickets), up to 100% cash advance limit, Smart Reward Points Programme.	800 124 2525 www.shb.com.sa

Personal Finance						SAUDI ARABIA
PROVIDER	PRODUCT	MAX. LOAN AMOUNT (SAR)	MIN. SALARY	PAYMENT TERMS	VALUE ADDED	CONTACT
Al Rajhi Bank	National Programme for Personal Finance	Up to 16 times of salary	5,000	Up to 60 months for Nationals, 48 months for expats		800 124 1222 www.alrajhibank.com.sa
Arab National Bank	Personal Finance Al Arabi Mubarak Finance Al Tawaruq Finance	Up to 16 times of salary for Nationals Up to 50,000 for expats	2,300	Up to 60 months	Personal Finance: Free credit card for one year, top-up option, cash assist credit facility available. No penalty on early pay-offs. Al Arabi Mubarak and Al Tawaruq schemes are Shari'ah compliant.	800 124 4141 www.anb.com.sa
Banque Saudi Fransi	Personal Loan Murabaha or Tawaruq	Up to 16-17 times of salary	3,000 for Nationals 5,000 for expats	Up to 60 months	Murabaha and Tawaruq schemes are Shari'ah compliant.	800 124 0006 www.alfransi.com.sa
National Commercial Bank	Tayseer Al Ahli (Cash) Murhaba Al Ahli (Goods)	Up to 15-17 times of salary	3,000 for nationals, 4,000 for expatriates	Up to 60 months	Both schemes are Shari'ah approved. Possible top-up finance. Supplier price discounts for goods.	800 244 1005 www.ncb.com.sa
Riyad Bank	Murabaha or Tawaruq	Up to 15 times of salary	2,500	Up to 60 months	Murabaha and Tawaruq schemes are Shari'ah compliant. Remaining installments waived in case of death.	800 124 2020 www.riyadbank.com
SABB	MAL (Islamic Personal Finance)	1,500,000 for Nationals, 350,000 for expats	2,500 for nationals, 5,000 for expatriates. At least 3-5 months service	Up to 60 months	Shari'ah compliant (based on Tawaruq concept). No guarantor required. Outstanding loan waived in case of death.	800 124 5557 www.sabb.com.sa
SAMBA	Personal Finance Al Khair Personal Finance	Up to 15 times monthly salary	3,000 for Nationals 4,000 for expats	Up to 60 months	Al Khair scheme is Shari'ah compliant. No guarantor required. Outstanding loan waived in case of death.	800 124 1010 www.samba.com
Saudi Hollandi Bank	Loanlink Morabaha Installment Sales	Up to 15-16 times of salary	5,000	Up to 48 months	No guarantor required. New finance after 25% repayment of existing finance. Outstanding loan waived in case of death.	800 124 2525 www.shb.com.sa

Auto Finance						SAUDI ARABIA
PROVIDER	PRODUCT	INTEREST RATE	LOAN TENOR	DOWN PAYMENT	CONDITIONS/RESTRICTIONS	CONTACT
Al Rajhi	Car Finance	3.99 - 5.49%	Up to 60 months	10%	Approved companies only. Must have been with current employer for six months. Minimum salary SAR3,000.	800 124 4141 www.alrajhibank.com.sa
	Car Lease	10.5%	Up to 60 months	None		
Arab National Bank	Auto Lease	7-9.30%	Up to 60 months	10%	Minimum salary SAR3,000. At least three months service with the current employer and minimum 20 years old.	800 124 4141 www.anb.com.sa
Banque Saudi Fransi	Murabaha or Tawarruq	9-11%	Up to 60 months	15%	Minimum salary: 3,500. Must have been with current employer for six months.	800 124 0006 www.alfransi.com.sa
National Commercial Bank	Murabaha	9.15% 6% for Murabaha 3.15% for Insurance	Up to 60 months	10%	Minimum salary: 3,000 for Nationals. Three months service with current employer.	800 244 1004 www.ncb.com.sa
Riyad Bank	Murabaha Finance	Starts at 5.5% yearly	Up to 60 months	10%	Minimum salary: 2,500 At least three months with current employer	800 124 2020 www.riyadbank.com
Saudi Hollandi Bank	Murabaha	4.99% for Nationals in public sector; 6.49% for expats; 5.99-6.49% for companies	Up to 48 months	None	Must be 21 years old. Minimum salary: SAR3000 Minimum of three months with current employer	800 124 3000 www.shb.com.sa

Personal Finance						OMAN
PROVIDER	PRODUCT	INTEREST RATE	MAX. LOAN AMOUNT (OMR)	PAYMENT TERMS	MIN. SALARY (OMR)	CONTACT
Bank Dhofar	Consumer Loan	8%	Up to 68 times salary for nationals, 75% of end of service benefits for expats (depends on salary)	Up to 120-180 months for nationals, up to 24 months for expats	250	800 766 66 www.bankdhofar.com
Bank Muscat	Consumer Loan	8%	Up to 75,000 for nationals, up to 50,000 for expats	Up to 72 months for nationals, up to 24 months for expats	300	800 795 555 www.bankmuscat.com
HSBC	Personal Loan	8%	Up to 40,000 for nationals, up to 20,000 for expats	Up to 84 months for nationals, up to 60 months for expats	500 for Nationals 700 for expats	800 7 4722 www.oman.hsbc.com
National Bank of Oman	Personal Loan	8%	Up to 68 times salary for public sector Up to 54 times for private sector	Up to 180 months for public sector and 120 months for private	200 for public 300 for private	800 77077 www.nbo.co.om
Oman Arab Bank	Personal Loan	8%	Up to 50 times salary for nationals, depends on end of service benefits for expats	Up to 108 months for nationals, up to 36 months for expats	150 for public 200 for private	247 06 265 www.omanab.com
Oman International Bank	Basma Personal Loan Scheme	8%	Up to 50 times salary for nationals, depends on salary for expats, up to 24 months salary	Up to 72 months	200	246 85252 (Head office) www.oiboman.com

Credit Cards						OMAN
PROVIDER	CARDS OFFERED	ANNUAL FEE (OMR)	MIN. SALARY (OMR)	INTEREST RATE	INTEREST FREE CREDIT	CONTACT
Bank Dhofar	Visa (Classic, Gold) MasterCard (Standard, Gold, Platinum) Al Noor Interest Free Credit Card Ecomcard	Visa: Classic - 30, Gold - 50 MasterCard: Standard - 30, Gold - 50, Platinum - 70	Classic/Standard: 250, Gold: 500, Platinum: 1,500	Nil on purchases, 3%+OMR1 on cash withdrawals	52 days	800 766 66 www.bankdhofar.com
Bank Muscat	Visa/MasterCard (Classic, Gold, Platinum)	Classic: Free for life Gold: 15	Classic: 200-300 Gold: 500 Platinum: Invitation only	Nil on purchases, 3%+OMR1 on cash withdrawals	52 days	2479 5555 www.bankmuscat.com
HSBC	Visa/MasterCard (Classic, Gold, Platinum) In-Site Virtual Card	Classic: 30, Gold: 50 In-Site: 10	Classic/Gold: 700	Purchases: Classic - 2.2%, Gold - 2%, 3%+OMR1 on cash withdrawals	56 days	800 7 4722 www.oman.hsbc.com
National Bank of Oman	NBO Visa/MasterCard (Silver, Gold); Al Amiyal MasterCard (Silver, Gold); NBO-Oman Air Card (Silver, Gold); NBO Webshopper Card	NBO Visa/MasterCard (Silver: 30, Gold: 50) Al Amiyal (Silver: 35, Gold: 55) NBO-Oman Air card (Silver: 15, Gold: 30) NBO Webshopper card: 10	Silver cards: 200 Gold cards: 350 for nationals, 500 for expats	1.5% on purchases, 3%+OMR1 on cash withdrawals	52 days	800 77077 www.nbo.co.om
Oman Arab Bank	Visa (Classic, Gold, Platinum)	Classic: 30, Gold and Platinum: 50	Classic: 200, Gold: 700, Platinum: 1,500	1.5% on purchases, 3%+OMR1 on cash withdrawals	40 days	797 432 www.omanab.com
Oman International Bank	MasterCard (Classic, Gold) Visa (Classic, Gold, Platinum, Business Card, Cyber Card)	Classic: 30 Gold: 50 Platinum: 70 (By invitation only) Business: 25 Cyber: 10	Classic/Cyber cards: 300 Gold cards: 700 Platinum: 1,400	1.5% on purchases, 3%+OMR1 on cash withdrawals	45 days Business - 37 days	246 85252 (Head office) www.oiboman.com

Personal Finance						QATAR
PROVIDER	PRODUCT	INTEREST RATE	MAX. LOAN AMOUNT (QAR)	MIN. SALARY (QAR)	PAYMENT TERMS	CONTACT
Ahli Bank	Personal Loan	Fixed rate: 10.00%	Up to 200,000	5,000 for Nationals 10,000 for expats	36-84 months	4324327 www.ahlibank.com.qa
Arab Bank <i>Note: Temporarily suspended all new loans</i>	Personal Loan	10.99% fixed rate	Up to 18 times monthly salary	20,000	Up to 84 months for national Up to 48 months for expats	4387777 www.arabbank.com.qa
Commercial Bank of Qatar	Personal Loan	Starting from 9.75% Depends on salary	Up to 200,000	7,000	Up to 84 months for nationals Up to 60 months for expats	4490000 www.cbq.com.qa
Doha Bank	Personal Loan	Fixed rate: 8.99% for Nationals 9.49% for expats	Depends on salary	Nationals : 3,000 Expats : 7,500	Up to 84 months for nationals Up to 60 months for expats	4456000 www.dohabank.com.qa
HSBC Bank Middle East	Personal Loan	9.99-10.49%, depends on the loan tenor	Up to 20,000	10,000 for Nationals 20,000 for expats	Up to 60 months for nationals, up to 48 months for expats	4382100 www.qatar.hsbc.com
Mashreqbank	Al Hal Loan for nationals Personal Loan for expats	8.5 - 11.5% for Nationals 9.74% for expats	Up to 1 million for Nationals Up to 350,000 for expats	5,000	12-72 months	4418880 www.mashreqbank.com
Qatar National Bank	Personal loan	Fixed rate: 11.50%	Up to 2.5 million for Nationals Up to 250,000 for expats	2,000 for Nationals 10,000 for expats	Up to 84 months for nationals and 60 months for expats	4407777 www.qnb.com.qa
Standard Chartered	Personal Loan	Fixed rate: 8.99%	Up to 500,000 for nationals, 200,000 for expats	2,000	Up to 84 months for nationals, up to 48 months for expats	4658555 www.standardchartered.com/qa

Credit cards						QATAR
PROVIDER	CARDS OFFERED	ANNUAL FEE (QAR)	MIN. SALARY (QAR)	INTEREST/PROFIT RATES	INTEREST FREE CREDIT	CONTACT
Ahli Bank	Visa (Classic, Gold) MasterCard (Standard, Gold)	Free for the first year, thereafter Classic - 200, Gold - 400	5,000	1.75% on purchases, 4.5% on cash withdrawals	45 days	4324327
Arab Bank <i>Note: Temporarily suspended all new cards.</i>	Visa (Silver, Gold), Internet Shopping Card	Silver - 200, Gold - 300	Silver - 20,000, Gold - 35,000	0.25% on purchases, 2.49% on cash withdrawals	45 days	4387878
Commercial Bank of Qatar	Visa/MasterCard Classic, Visa/ MasterCard Diners Club (Gold Plus, Platinum), Q-miles	Classic - 200, Diners - 500, Platinum - 500, Gold Plus - 400	Classic - 5,000, Gold Plus 8,000 Platinum - 15,000 Diners club - 7,500	Nil on purchases, 4.0% on cash withdrawals	45 days	4490000
Doha Bank	Visa/MasterCard (Dream, Platinum)	Dream - Free for life, Platinum - 500	Dream - 3,500, Platinum - 35,000	1.75% on purchases, 4.5% on cash withdrawals	55 days	4456000
HSBC Bank Middle East	Visa/MasterCard (Classic, Gold) Visa Platinum In-site Virtual MasterCard	Classic - 200, Gold - 350, Platinum - 450, In-site - 50	Classic and In-site - 10,000, Gold - 15,000, Platinum - 20,000	Classic 2.5%, Gold 2.25%, Platinum 1.9%, in-site 1.75% on purchases and 4.5% on cash withdrawals	56 days	4382100
Mashreqbank	MasterCard/Visa (Classic, Gold)	Classic - 50, Gold - 100	Classic/Gold - 2,500	2.25% on purchases, 2.5% on cash withdrawals	55 days	4418880
Qatar National Bank	Visa (Classic, Gold), MasterCard (Standard, Gold, Platinum), Qatar Airways Co-branded MasterCard, e-card	Silver - 300, Gold - 400, Platinum - 500, Qatar Airways Co-branded MasterCard Silver - 300, Gold - 400, Platinum - 500, e-card - 50	2,000 for Nationals, 10,000 for expats	2% on purchases, 4.5% on cash withdrawals	45 days	4407777
Standard Chartered	Visa (Classic, Gold) MasterCard (Standard, Gold)	Visa: Classic - 200, Gold - 400 MasterCard Standard - 250, Gold - 500	3,000 (Salary must be transferred)	2.25% on purchases, 4.5% on cash withdrawals	50 days	4658555

Home Contents Insurance						QATAR
INSURER/ PRODUCT	STANDARD ANNUAL PREMIUM (QAR)	EXCESS (QAR)	COVER (QAR)	COVER INCLUDES	CONTACT DETAILS	
AXA Insurance Home Comfort	250	250	50,000	Household contents, personal belongings and legal liability in the GCC countries up to QAR250,000 plus free additional benefits like tenants' liability, valuables, new for old, alternative accommodation, temporary removal, locks replacement, frozen food, money, visitor's personal effects, domestic helper's personal effects, mirrors and glass; optional coverage includes worldwide cover, domestic helpers, loss of passport/ driving license/residence and work permits	+973 17 210 778 www.axa-gulf.com	
Qatar General Insurance and Reinsurance Company Household Comprehensive Insurance	250	500 for each and every loss	50,000	Cover against fire, lightning, explosion, earthquake, volcanic eruption, subterranean fire, aircraft damage, bursting or overflowing of water tanks or pipes or heating apparatus, burglary house breaking and impact by road vehicle; Jewelry up to QAR5,000	+974 428 2222 gqic-tec@qatar.net.qa	
Qatar Insurance Company HomeCare Household Insurance	500 650 750 750 + 0.50%	250	50,000 (minimum per policy) 75,000 100,000 Above 100,000	Household possessions against damage or theft ; all platinum, gold and silver articles, jewelry and furs will be limited to 20 per cent of the total sum insured on contents; option for risk extension cover to insure valuable items while traveling locally or internationally (rates for above QAR100,000: Qatar - 2.5 per cent and worldwide - 4 per cent on the value)	+974 449 0476 www.qatarinsurance.com onestop@qic.com.qa	
Qatar Islamic Insurance Company Household Comprehensive	500 to 700	250	50,000	Cover against fire, burglary, allied perils; extra charge for jewelry and personal belongings, covered in Qatar home only	+974 465 8880 www.qiic.net	

Discounts are offered for listed companies, brokers and online applications. For more details, check with the provider. These tables are compiled using specific criteria widely considered by consumers as important when choosing a specific financial product. **Disclaimer:** These listings are NOT meant as a recommendation of a particular provider; listings are simply in alphabetical order and updated during September 2009. Information contained in these tables is subject to confirmation and is provided for information only. As with all financial decisions, MONEYworks recommends that you make enquiries and, if necessary, take appropriate advice before entering into any transactions. All rates were checked prior to publication and are subject to change without notice. All information contained above is freely available and was obtained directly from provider printed materials and websites, as well as direct from helplines and/or call centres. Please call your chosen provider for further information.

Medical Insurance						QATAR
INSURER/ PRODUCT	STANDARD ANNUAL PREMIUM (QAR)	EXCESS	COVER	COVER INCLUDES	CONTACT	
AXA Insurance *In reference to ages 0-10, cheaper premium for ages 11-20 by up to 500 depending on plan	Global Area 1: From 10,801 (ages 11-21) to 29,098 up to age 65. Global Area 2: From 3,638 (ages 11-21) to 9,541 up to age 65. Regional Plus: From 2,078 (ages 11-21) to 5,433 up to age 65. Regional: From 1,787 (ages 11-21) to 4,673 up to age 65		Global Area 1: QAR5 million Global Area 2: QAR2.5 million Regional Plus: QAR1 million Regional: QAR500,000	Global Area 1: Worldwide Global Area 2: Worldwide excluding USA , Singapore, Japan, Hong Kong & Switzerland Regional Plus: Regional cover plus India, Pakistan, Sri Lanka, Bangladesh, Korea, the Philippines, Indonesia, Nepal & Bhutan Regional: AGCC: Arabian Gulf Cooperation Council member countries being Saudi Arabia, Kuwait, Bahrain, Qatar, UAE and Oman	+973 17 210 778 www.axa-gulf.com	
Qatar General Insurance and Reinsurance Company Interglobal Healthcare Plan MedicalCare Health Insurance Plan	Interglobal Healthcare Plan Ultracare Plus: From 3,298 (child) to 107,663 up to ages 70-74 Ultracare Comprehensive: From 2,565 (child) to 87,710 up to ages 70-74 Ultracare Select: From 2,341 (child) to 79,599 up to ages 70-74 Ultracare Standard: From 1,616 (child) to 55,211 up to ages 70-74 MedicalCare Health Insurance Plan (up to 65 years old only) In-patient treatment: 399, In-patient and out-patient treatment: 899	Interglobal Healthcare Plan Standard Excess US\$42.50, Nil Excess 10% overload, US\$85, US\$170, US\$425, US\$850, US\$1,700, US\$4,250, US\$8,500 MedicalCare Health Insurance Plan In-patient treatment: 10% of claim amount for each and every claim Out-patient treatment: QAR25 per visit	Interglobal Healthcare Plan Ultracare Plus: US\$3.4 million Ultracare Comprehensive: US\$1.7 million Ultracare Select: US\$1,275,000 Ultracare Standard: US\$850,000 MedicalCare Health Insurance Plan In-patient: QAR100,000 Out-patient: QAR50,000	Interglobal Healthcare Plan *With optional coverage of Australia and New Zealand, Europe, Worldwide not including the USA or Worldwide. Ultracare Plus: Extended in and out-patient benefits, 45 days emergency coverage outside chosen area, dental coverage. Ultracare Comprehensive: In and out-patient benefits, 45 days emergency coverage outside of chosen area. Ultracare Select: In-patient benefits. Ultracare Standard: Limited out-patient benefits, 30 days emergency coverage outside of chosen area MedicalCare Health Insurance Plan (selected hospitals and clinics in Qatar) In-patient treatment: Hospital accommodation, surgical, medical and nursing, services and supplies, private room and board, ambulance services. Out-patient treatment: Consultation (general medicine, pediatric, obstetrics and gynecology, ophthalmology and dermatology), lab tests, x-ray and ECG diagnostics, prescribed drugs and medicines. Optional: Worldwide coverage in case of emergency excluding Canada and USA while on trip not exceeding 30 days and treatment in home country excluding Canada and USA up to QAR25,000	+974 428 2222	
Qatar Islamic Insurance Company	Balsam Gold: From 3,826 (child) to 7,699 up to age 60. Balsam Silver: From 2,114 (child) to 4,199 up to age 60. Ordinary Balsam: From 1,067 (child) to 2,118 up to age 60	50 per out-patient consultation	Ordinary Balsam: QAR100,000 Balsam Silver: QAR300,000 Balsam Gold: QAR500,000	Ordinary Balsam: Qatar Balsam Silver: Worldwide excluding Europe, USA and Canada Balsam Gold: Worldwide excluding USA and Canada	+974 4413 413 www.qiic.net qic@qatar.net.qa	

Disclaimer: All medical insurance policies include the standard in-patient and out-patient services generally provided by insurance companies. Covers specified are those deemed to be significant only as point of comparison among the plans. Other insurance companies offer the same plans as above. For example, Doha Insurance also offers the Interglobal Healthcare Plan. You may contact them at +974 433 5000. The annual premiums listed are simply an overview of how much an individual has to pay for an insurance plan for various age ranges. Discounts are available for those who would like to purchase plans by groups or companies. Premium rates quoted in US\$ are converted to QAR using the 3.68 conversion rate for consistency purposes. Please contact the insurance providers for more information. These listings are NOT meant as a recommendation of a particular provider; listings are simply in alphabetical order and updated during September 2009. Information contained in these tables is subject to confirmation and is provided for information only.

Personal Finance						BAHRAIN
PROVIDER	PRODUCT	INTEREST RATE	MAX. LOAN AMOUNT (BHD)	MIN. SALARY (BHD)	PAYMENT TERMS	CONTACT
Ahli United Bank	Consumer Loan	Reducing balance rate: 8.5-9%	Depends on salary	350 for Nationals, 1,000 for expats	Up to 84 months	17221999
Bahrain Credit	Personal Loan for nationals only	Reducing balance rate: 12%	Up to 30 times monthly salary (maximum 30,000, minimum 1,000)	350	Up to 84 months	8000 8000
Bahraini Saudi Bank	Personal Loan	Reducing balance rate starts at 9.90% (depends on salary) Fixed rate: 5.5%	Up to 40,000	1,000	Up to 36 months	17578888
Bank of Bahrain and Kuwait	Consumer Loan	Reducing balance rate: 9-10%	Up to 50,000	200	Up to 84 months	17207777
Citibank	Personal Loan Personal Installment Loan (PIL) - without salary transfer	Reducing balance rate: 10% for Nationals 11% for expats	Up to 15,000, depends on salary	300 300	Up to 72 months Up to 48 months	17582484
HSBC Bank Middle East	Personal Loan	Reducing balance rate: 7.25-15%. Depends on company status	Up to 60,000 for nationals, up to 20,000 for expats	500	Up to 84 months for nationals Up to 60 months for expats	17569999
National Bank of Bahrain	Personal Loan	7.85%	Up to 30 times monthly salary	200 for Nationals 300 for expats	Up to 84 months	17214433
Shamil Bank	Personal Finance (Tamweel Al-Shamil)	Fixed rate: starts at 3.99% (Depends on the salary and the loan amount)	Up to 100,000	200	Up to 84 months	17878777
Standard Chartered	Personal Loan	Fixed rate: starts at 4%	Up to 38 times monthly salary for nationals, up to 16 times monthly salary for expats	200	Up to 84 months	Toll free: 80001802

Credit Cards							BAHRAIN
PROVIDER	CARDS OFFERED	ANNUAL FEE (BHD)	MIN. SALARY (BHD)	INTEREST/PROFIT RATES	INTEREST FREE CREDIT	CONTACT	
Ahli United Bank	Visa/MasterCard (Standard, Gold, Platinum)	Standard - 10, Gold/Platinum - 25	Standard - 500 for expats, 300 Nationals Gold - 1,000 for Nationals and expats Platinum - 2,500 for Nationals and expats	Standard - 2.5% and Gold - 1.75%, Platinum - 1.5% on purchases, 4% on cash withdrawals	52 days	17221999	
Bahrain Islamic Bank	Classic, Gold, Platinum	Free for life	Classic-300, Gold-2,000, Platinum-3,000	Nil on purchases, 4% on cash withdrawals	25 days	17515151	
Bahraini Saudi Bank	Visa (Silver, Gold)	Free for life	1,000	1.62% on purchases, 4% on cash withdrawals	52 days	17578999	
Bank of Bahrain and Kuwait	CrediMax Visa/MasterCard/JCB (Classic, Gold, Platinum)	Free for life	Classic - 300, Gold - 800, Platinum - 2,000	Nil on purchases, 4% on cash withdrawals	25 days	17207777	
Citibank	Visa/MasterCard (Silver, Gold, Platinum) Emirates-Citibank card (Silver, Gold)	Visa/MasterCard: Silver - 25, Gold - 50, Platinum - 200, Emirates-Citibank card: Silver - 30, Gold - 55	Silver - 300, Gold - 800, Platinum - 1,500, Emirates-Citibank card - 800	Silver/Gold/Platinum 2.59% on purchases, 4% on cash withdrawals	52 days	17582484	
HSBC Bank Middle East	Visa/MasterCard (Classic, Gold), MasterCard In-site virtual, Premier MasterCard	Classic - 20; Gold - 30; In-site - 10; Premier free	Classic 300, Gold- 1,500, In-site - 50-300	Classic - 2.25%; Gold - 2%; In-site - 2%; Premier - 1.75% on purchases, 4% on cash withdrawals	56 days	17569999	
National Bank of Bahrain	Visa (Standard, Gold) MasterCard (Classic, Gold)	Free for the first year	200 for Nationals 350 for expats	1.84% on purchases. 4% on cash withdrawals	21 days	17214433	
Shamil Bank	Al-Rubban MasterCard (Classic, Gold)	Classic - 15; Gold - 25	300	One-off fee on guarantee of 6.5% or 0.6% per month on purchases, US\$10 on cash withdrawals	51 days	17878777	
Standard Chartered	MasterCard/Visa (Classic, Gold)	With salary transfer Classic 10, Gold 25, otherwise 20 and 60	Classic - 200, Gold - 800	Classic 2.25% with salary transfer, otherwise 2.95% - Gold 1.7% with salary transfer, otherwise 2% on purchases, 5% on cash withdrawals	50 days	Toll free: 80001802	

Home Contents Insurance						BAHRAIN
INSURER / PRODUCT	STANDARD ANNUAL PREMIUM (BHD)	EXCESS (BHD)	COVER (BHD)	COVER INCLUDES	CONTACT DETAILS	
AXA Insurance Home Comfort	25	25	5,000	Household contents, personal belongings and legal liability in the GCC countries up to BHD25,000 plus free additional benefits like tenants' liability, valuables, new for old, alternative accommodation, temporary removal, locks replacement, frozen food, money, visitor's personal effects, domestic helper's personal effects, mirrors and glass; excludes jewelry and personal belongings; optional coverage includes worldwide cover, domestic helpers, loss of passport/driving license/residence and work permits	+973 17 588 222 www.axa-gulf.com	
Arabia Insurance Householders Insurance	23-25	250 per claim	5,000	Full value of household goods and personal effects excluding valuables such as jewelry, furs, cameras and accessories; losses against fire, lightning, burglary and all other allied perils	+973 17 211 174 www.arabiansurance.com aicbn@batelco.com.bh	
Bahrain Kuwait Insurance Company Homeowners Insurance	Minimum 35	250 per condition	5,000	Cover against fire, domestic explosion, aircraft, earthquake or volcanic eruption, storm and tempest, flood, escape of water from any tank, apparatus or pipes, impact by any road vehicle or animal, theft, breakage of fixed glass and sanitary fixtures; can be taken only if you are a tenant in a building or an apartment, extra charge for jewellery, which should be kept in a safe.	+973 17 875 021 www.bkic.com info@bkic.com	
Bahrain National Insurance	25	250 for each and every loss	5,000	Cover against fire, special perils and theft for furniture, electrical appliances, electronic equipment, decorative items, personal belongings, watches and jewelry as long as kept in a locked safe	+973 1758 7333 www.bnhgroup.com bnl@bnhgroup.com	
Protection Insurance Services W.L.L .	30	50	5,000	Cover against fire, theft, water; Insured jewelry should be in a safe	+973 1721 1700 www.alhimaya.com	
Royal & Sun Alliance Insurance Homeshield Insurance	Minimum 25-35, depends on policy	50-100	5,000	Contents while in your home only including fire, theft, (by forcible means), flood, storm/hail, leakage of any water apparatus, impact damage; excludes riot, strike, malicious damage, sabotage and terrorism; extra damage cover includes sum insured excluding valuables, valuables (gold, silver, jewelry, works of art, carpets/rugs, coin/stamp or medal collections, curios), landlords furnishings; optional covers include personal possessions while outside your home in Bahrain and/or worldwide (loss or damage by fire or theft and accidental loss or damage to personal belongings such as jewelry, watches, cameras, binoculars and musical/sports equipment etc.) and small boats (accidental loss or damage to your boat and third party liability up to BHD50,000)	+973 17 581 661 www.royalsunalliance.com	
Saudi National Insurance Company BSC	Minimum 20	100 for every claim	5,000	Household contents against theft, perils, etc.; furniture - 20 per cent of actual market value, jewelry up to BHD5,000 as long as they are in a safe	+973 17 563 377	
Takaful Insurance Home Owners / Householders Takaful Scheme	Minimum 20	100	5,000	Cover against losses due to fire and perils such as storm, theft, flood, earthquakes, escape of water from fixed tanks, apparatus or pipes, impact damage, accidental damages to certain specified household items (TV, fixed glass, sanitary fittings etc); Jewelry in locked safe and personal effects have extra charge	+973 1756 5656 www.takafulweb.com	

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Medical Insurance				BAHRAIN		
INSURER/ PRODUCT	STANDARD ANNUAL PREMIUM (BHD)	EXCESS	COVER	COVER INCLUDES	CONTACT	
Royal & Sun Alliance Insurance	Almas: From 275 (child) to 1,042 up to age 65 Dana: From 148 (child) to 582 up to age 65 Delmon: From 141 (child) to 564 up to age 65	BHD5 per hospital consultation	Almas: BHD50,000 Dana: BHD25,000 Delmon: BHD10,000	Almas: Worldwide Excluding USA and Canada, travel worldwide Dana: Bahrain, Arab countries, Southeast Asia, travel worldwide Delmon: Bahrain, Southeast Asia, travel worldwide	+973 1758 1661 www.royalsunalliance.com *Plans also offered by: Saudi National Insurance Company BSC +973 1756 3377	
Fakhro Insurance Services W.L.L. - International Health Insurance (IHI)	*Ages 0-9 has no premium Hospital Plan: From 847 (ages 10-25) to 1,631 up to age 60+	None, US\$400, US\$1,600, US\$5,000 or US\$10,000	Hospital Plan: US\$1.8 million	Hospital Plan: comprehensive inpatient cover (hospitalisation expenses such as hospital services, childbirth, organ transplant, rehabilitation and emergency room treatment) with optional modules such as non-hospitalisation benefits (US\$35,000), medicine and appliances (US\$2,500), medical evacuation and repatriation, dental (US\$5,000) and optical (US\$7,500) covers	+973 1727 5000 www.fakhro.com www.ihl.com	
Interglobal Healthcare Plan	Ultracare Plus: From 332 (child) to 10,825 up to ages 70-74 Ultracare Comprehensive: From 258 (child) to 8,819 up to ages 70-74 Ultracare Select: From 235 (child) to 8,003 up to ages 70-74 Ultracare Standard: From 162 (child) to 5,551 up to ages 70-74	Standard Excess US\$42.50, Nil Excess 10% overload, US\$85, US\$170, US\$425, US\$850, US\$1,700, US\$4,250, US\$8,500	Ultracare Plus: US\$3.4 million Ultracare Comprehensive: US\$1.7 million Ultracare Select: US\$1,275,000 Ultracare Standard: US\$850,000	*With optional coverage of Australia and New Zealand, Europe, Worldwide not including the USA or Worldwide Ultracare Plus: Extended in and out-patient benefits, 45 days emergency coverage outside chosen area, dental coverage Ultracare Comprehensive: In and out-patient benefits, 45 days emergency coverage outside of chosen area Ultracare Select: In-patient benefits Ultracare Standard: Limited out-patient benefits, 30 days emergency coverage outside of chosen area	Protection Insurance Services W.L.L. +973 1721 1700 www.alhimaya.com www.interglobalpml.com Bahrain National Life +973 1758 7333 www.bnbgroupp.com bnl@bnhgroupp.com	
AXA Insurance	* In reference to ages 0-10, cheaper premium for ages 11-20 by up to 50 depending on plan Global Area 1: From 1,080 (ages 11-21) to 2,909 up to ages 60-65 Global Area 2: From 363 (ages 11-21) to 954 up to ages 60-65 Regional Plus: From 207 (ages 11-21) to 543 up to ages 60-65 Regional: From 179 (ages 11-21) to 467 up to ages 60-65		Global Area 1: BHD500,000 Global Area 2: BHD250,000 Regional Plus: BHD100,000 Regional: BHD50,000	Global Area 1: Worldwide Global Area 2: Worldwide excluding USA, Singapore, Japan, Hong Kong & Switzerland Regional Plus: Regional cover plus India, Pakistan, Sri Lanka, Bangladesh, Korea, the Philippines, Indonesia, Nepal & Bhutan Regional: AGCC: Arabian Gulf Cooperation Council member countries being Saudi Arabia, Kuwait, Bahrain, Qatar, UAE and Oman	+973 17 210 778 www.axa-gulf.com	
Bahrain Kuwait Insurance Company	Shefa'a Gold: From 520 (child) to 1,636 up to ages 60-65 Shefa'a Max: From 305 (child) to 957 up to ages 60-65 Shefa'a Plus: From 190 (child) to 598 up to ages 60-65 Shefa'a: From 44 (child) to 141 up to ages 60-65		Shefa'a Gold: BHD50,000 Shefa'a Max: BHD35,000 Shefa'a Plus: BHD10,000 Shefa'a: BHD10,000	Shefa'a Gold: In-patient and out-patient treatment, family doctor treatment, prescription medication, home nursing, maternity, dental and optical treatment; Elective treatment worldwide except Canada or USA Shefa'a Max: Out-patient consultations, diagnostic tests and in-patient hospital treatment; Elective treatment worldwide except in Europe, Canada or USA Shefa'a Plus: In-patient and daycare treatment as well as out-patient consultations in Bahrain Shefa'a: In-patient and daycare treatment in Bahrain	+973 1753 1555 www.bkic.com info@bkic.com	

Disclaimer: All medical insurance policies include the standard in-patient and out-patient services generally provided by insurance companies. Covers specified are those deemed to be significant only as point of comparison among the plans. The annual premiums listed are simply an overview of how much an individual has to pay for an insurance plan for various age ranges. Discounts are available for those who would like to purchase plans by groups or companies. Premium rates quoted in US\$ are converted to BHD using the 0.37 conversion rate for consistency purposes. Please contact the insurance providers for more information.

Personal Finance						KUWAIT	
PROVIDER	PRODUCT	INTEREST RATE	MAX. LOAN AMOUNT (KWD)	MIN. SALARY (KWD)	PAYMENT TERMS	CONTACT	
Bank of Kuwait and Middle East <small>Note: Temporarily stopped Personal loans</small>	Consumer Loan	6.75%	Up to 70,000 for Nationals Depends on salary and years of service for expats.	300 Nationals 1,000 for expats	60 to 72 months	1812000	
Burgan Bank	Consumer Loan	6.00%	Up to 70,000 for Nationals Up to 15 times monthly salary for expats	400	Up to 60 months	1804080 www.burgan.com	
Commercial Bank of Kuwait	Personal Loan for nationals only Consumer Loan	6.00%	Up to 70,000 for Nationals Up to 15 times salary for expats	350	Up to 180 months	1888225 www.cbk.com	
Gulf Bank	Al Afdal Loan for Nationals Consumer Loan	6.00%	Up to 70,000 for Nationals Up to 22,000 for expats	350 for nationals 1,000 for expats	Up to 180 months Up to 12-36 months	1805805 www.e-gulfbank.com	
National Bank of Kuwait	Consumer Loan Expatriate Loan	6.00%	Up to 70,000 for Nationals Up to 50,000 for expats (Depends on salary)	400	Up to 84 months Up to 60 months	1801801 www.nbk.com	

Credit cards							KUWAIT	
PROVIDER	CARDS OFFERED	ANNUAL FEE (KWD)	MIN. SALARY (KWD)	INTEREST/PROFIT RATES	INTEREST FREE CREDIT	VALUE ADDED	CONTACT	
Bank of Kuwait and Middle East	Visa/MasterCard (Standard, Gold) Visa Platinum, MasterCard CyberSmart Card	Free for the first year, afterwards Standard 20, Gold 40, Platinum 75, CyberSmart 5	250	0.9% on purchases, 5% on cash withdrawals	32 days	Discounts on airline tickets purchased with your card, global purchase protection worth US\$10,000 annually, travel insurance, free auto assist, travel services, discounts of up to 40% at select retail outlets	1812000	
Burgan Bank	Visa/MasterCard (Classic, Gold, Platinum)	Classic 20, Gold 30, Platinum 100	Classic/Gold - 400 Platinum - 1,200	Nil on purchases, 4% on cash withdrawals	35 days	Photo-sign card, online banking, can earn rewards, discounts and promotions every time card is used	1804080	
Commercial Bank of Kuwait	Visa Classic, MasterCard (Classic, Gold, Platinum), StarNet Card	Classic - 20, Gold - 40, Platinum - 60, Infinite card - 100, StarNet Card - 10	350	Nil on purchases, 4% on cash withdrawals, 5% on other banks card	35 days	Emergency funds if card is lost or stolen, ongoing promotions for prizes, travel benefits, STAR assist insurance coverage	1888225	
Gulf Bank	Visa/MasterCard (Classic, Gold) MasterCard Platinum, Visa Infinite, Visa Internet	Free for the first year, thereafter, Classic - 25, Gold - 40, Platinum - 100, Visa Infinite - 100, Visa Internet - 5	350 for Nationals 400 for expats	Nil on purchases, 4% on cash withdrawals, 5% on other banks	30 days	Photo card option, 24hr card replacement, discounted supplementary card, discounts at select retail outlets, MTC CO-branded Card - 3-5% discount of monthly mobile bills and Free International roaming service	1805805	
National Bank of Kuwait	MasterCard/Visa (Classic, Gold, Platinum, Titanium), Visa Internet Shopping card, DinersClub card, Visa pre-paid, Master Lucky Titanium, Black Visa	Free for first year. Classic - 30, Gold - 40, Platinum - 100 Internet Shopping Card - 5, DinersClub - 40, Visa pre-paid - 5, Master Lucky Titanium - 50, Black Visa (By invitation)	Classic - 250 Gold - 750 Platinum - 1,000 DinersClub - 600 Master Lucky Titanium and Black Visa (Up on request)	Less than 1% on purchases, 5% on cash withdrawals	32 days	Photo card option, free travel insurance if tickets are purchased with card, promo - apply for 2 cards and pay full fee for first card and half fee on second card	1801801	

Disclaimer: This table is meant ONLY as a guide and is not intended as a recommendation of a particular personal loan provider. The table was thoroughly checked for accuracy with each provider called individually for information during September 2009 and was correct at the time of going to press. Please note: information is subject to change without notice. Any errors or omissions are regretted. Corrections, if any, should be forwarded by fax to 04 391-2173, or by email to info@moneyworks.ae. All information contained is freely available from bank/provider printed information and websites, as well as direct from bank/provider helplines and/or call-centres. Note: Many banks operating in the GCC require you to be an account holder before approving personal loan applications. In many cases a salary transfer is compulsory and, where not possible, an assignment letter of salary and benefits may also be necessary. For further information, check with your chosen bank/provider direct. Don't forget to watch out for special deals available.

Medical Insurance						UAE
PROVIDER	STANDARD ANNUAL PREMIUM (AED)	EXCESS	COVER	COVER INCLUDES	CONTACT	
AXA/Norwich Union Insurance (Gulf) BSC(c)	Global Area 1: From 14,869 (0-10) to 50,576 up to ages 61-65. Global Area 2: From 4815 (ages 0-10) to 14,789 up to ages 61-65. Regional 1: From 3962 (ages 0-10) to 10,866 up to ages 61-65. Regional 2: From 2905 (ages 0-10) to 7878 up to ages 61-65. Local: From 2,177 (0-10), 6,309 (61-65)		Global Area1: AED5million Global Area2: AED2.5 million Regional 1: AED1 million Regional 2: AED500,000 Local: AED300,000	Global Area 1 & 2: Worldwide excluding US Regional 1: Middle East, Indian subcontinent, North Africa and South Asia Regional 2: Middle East, Indian subcontinent, North Africa and South Asia Local: Any of the GCC countries * Additional benefits for Global and Regional Plans	Toll free: 800 4845 www.axa-gulf.com	
Alliance Insurance (P.S.C.)	*With deductibles Universal Plan: From 3,704 (ages 0-17) to 13,806 up to age 65 Universal Plus Plan: From 5,501 (0-17) to 21,578 up to ages 61-65 International Plan: From 2,469 (0-17) to 7,317 up to ages 61-65 Basic Plan: From 2,151 (0-17) to 6,273 up to ages 61-65 Local Plan: From 2,114 (0-17) to 6,017 up to ages 61-65	Deductibles of: Universal Plan: AED200/150/100, Universal Plus Plan: AED200/150, International Plan: AED150/100/75, Basic & Local Plan: AED150/100/75/50	Universal Plan, Universal Plus Plan and International Plan: AED1 million Basic: AED500,000, Local: AED150,000	Universal Plus Plan: Worldwide Universal Plan: Worldwide exc. USA and Canada International Plan: UAE, Arab countries, sub-Asian Continent, Sri Lanka, Korea, Philippines Basic: UAE, Arab countries, sub-Asian Continent, Sri Lanka, Korea, Philippines Local: UAE	04 605 1111 alliance@alliance-uae.com www.alliance-uae.com	
BUPA International	Essential: From 2,598 (ages 0-15) to 33,650 up to age 82-120, Classic: From 3,743 (ages 0-15) to 46,707 up to age 82-120, Gold: From 4,725 (ages 0-15) to 59,380 up to age 82-120	Options of US\$160/ US\$400/US\$800/ US\$1,600	Essential: US\$900,000 Classic: US\$1.2 million Gold: US\$1.6 million	Essential: Hospital treatment as in/day-care patient Classic: Plus specialist medical treatment Gold: Plus home nursing, accidental dentistry, preventative health checks * All plans exc. USA	04 331 8688 info@bupa-intl.com www.bupa-intl.com	
Expat Services GmbH	Individual Policies Expat Executive: From 1,530 (ages 0-18 years) to 5,210 up to age 65, Expat Superior: From 1,750 (ages 0-18) to 8,490 up to age 65 Group Policies - Standard, Executive and Superior: Subject to individual quotation	Standard Excess Standard and Executive: AED50 or AED75 Superior: No excess	Standard: AED100,000 p.a. Executive: AED1,835,000 p.a. Superior: Unlimited	Standard Group: Covers Arab countries, Indian subcontinent, Philippines Executive and Superior (Group and Individual): Covers worldwide excluding USA and Canada. Cover may be extended to worldwide including USA and Canada at additional premium. Policies cover out and inpatient treatment, prescribed medicaments, dental treatment/replacement, pregnancy and childbirth, preventive checkups, etc.	04 341 5580 info@expatservices.ae www.expatservice.ae	
Aetna Global Benefits (ME) LLC	Major Medical: From 1,696 (ages 0-17) to 9,965 up to age 64 Foundation: From 1,741 (ages 0-17) to 10,219 up to age 64 Lifestyle: From 3,680 (ages 0-17) to 23,383 up to age 64 Lifestyle Plus: From 5,126 (ages 0-17) to 30,084 up to age 64	Major: Nil, US\$1,000/5,000 Foundation: Nil, US\$50/100/250/500/1,000/2,000/5,000 Lifestyle: Nil, US\$50/100/250 Lifestyle Plus: Nil, US\$50/100/250	Major Medical: US\$1.6 million Foundation: US\$1.6 million Lifestyle: US\$1.6 million Lifestyle Plus: US\$1.6 million	Major Medical: Treatment as an in patient and day patient, oncology treatment, CT and MRI scans, outpatient surgery and organ transplants Foundation: Includes all coverage provided by Major Medical, with the addition of full outpatient benefits, including primary care consultations, alternative medicines and outpatient psychiatric treatment Lifestyle: Includes all coverage provided by Foundation with the additional of routine management of a chronic condition and evacuation extension to the country of your choice Lifestyle Plus: Includes all coverage provided by Lifestyle with the addition of routine pregnancy and childbirth, routine and major restorative dental	04 04 438 7500 MiddleEastSales@aetna.com www.goodhealthworldwide.com	
InterGlobal Limited (Middle East)	*Depends on area of cover (your country of residence and home country if you require the option of returning to your home country for treatment): Europe, Worldwide excluding/ including US, Australia and New Zealand Plus: From 1,331 (Child) to 14,768 up to ages 70-74 Comprehensive: From 1,036 (Child) to 12,007 up to ages 70-74 Select: From 945 (Child) to 10,897 up to ages 70-74 Standard: From 653 (Child) to 7,571 up to ages 70-74	Standard: US\$850, US\$1,700, US\$4,250, US\$8,500 Plus/ Comprehensive/ Select: US\$85, US\$170, US\$425, US\$850, US\$1,700, US\$4,250, US\$8,500	Plus: US\$3.4 million Comprehensive: US\$1.7 million Select: US\$1,275,000 Standard: US\$850,000	Area 1: Europe, Area 2: Worldwide excluding US, Area 3: Worldwide including US, Area 4: Australia and New Zealand	04 272 5505 info@interglobal.ae www.interglobalpmi.com	
National General Insurance Co. PSC	*Higher premium for females than males except for ages 1-16, which have same rate Emirates Plan: From 1,603 (1-16) to 3,018 up to age 55 Emirates Plus Plan: From 1,775 (1-16) to 3,353 up to age 55 International Plan: From 1,978 (1-16) to 5,780 up to age 55 Global Plan: From 2,750 (1-16) to 9,741 up to age 55	AED40-75 on medical services	Emirates Plan: AED100,000 Emirates Plus Plan: AED250,000 International Plan: AED1 million Global Plan: AED2 million	Emirates Plan: UAE Emirates Plus Plan: UAE and up to 90 days per annum in Middle East, India, Bangladesh, Pakistan, Sri Lanka, Singapore, Philippines and Malaysia International Plan: Worldwide exc. USA, Canada and the Caribbean Global Plan: Worldwide *Additional benefits for International and Global plans	04 222 2772 www.ngi.ae	
National Health Insurance Company – Daman	Basic (Abu Dhabi Plan): For less than AED4,000 or AED 3000 plus accommodation monthly salary – fixed premium AED600 Enhanced (UAE, Regional, International, Global Plans): UAE: from 1,400 (ages 1-15) to 8,000 up to ages 66-99; Regional: from 1,700 (ages 1-15) to 9,500 up to ages 66-99; International: from 2,200 (ages 1-15) to 13,000 up to ages 66-99; Global: from 4,000 (ages 1-15) to 29,000 up to ages 66-99 For more than AED4,000 monthly salary – premium is quoted per individual depending on age, gender, health conditions, preferred health benefits (e.g. maternity AED1,800/ dental AED300/ etc.)		Abu Dhabi Plan In & Out-Patient: AED250,000 UAE Plan In & Out-Patient: AED250,000 Regional Plan: AED1 million International Plan: AED2.5 million Global Plan: AED5 million	Abu Dhabi Plan In & Out- Patient: Abu Dhabi and life-threatening emergency outside Abu Dhabi at public providers only UAE Plan In & Out- Patient: Life-threatening outside UAE, emergency cover in Arab Countries, India, Sri Lanka, Pakistan, Bangladesh, Philippines (Blue Collar Home Country) Regional Plan: UAE, Arab Countries, Iran, Afghanistan, India, Pakistan, Bangladesh, Philippines (Blue Collar Home Country), life-threatening emergency worldwide International Plan: UAE, Europe, Arab Countries, Iran, Afghanistan, India, Pakistan, Bangladesh, Philippines (Blue Collar Home Country), life-threatening emergency worldwide Global Plan: Worldwide, life-threatening emergency worldwide	800 4 DAMAN (800 4 32626) www.damanhealth.ae	
Oman Insurance Company	*In ref. to ages 14 days to 30 years, lower premium for ages 18-25 by up to AED300 depending on plan Plan 1: From 1,765 (14 days-17 years) to 3,575 (56 - 60 years) Plan 2: From 2,600 (14 days-17 years) to 5,250 (56 - 60 years) Plan 3: From 2,820 (14 days-17 years) to 5,672 (56 - 60 years) Plan 4: From 4,350 (14 days-17 years) to 8,750 (56 - 60 years) Plan 5: From 5,020 (14 days-17 years) to 10,100 (56 - 60 years) Plan 6: From 4,560 (14 days-17 years) to 9,200 (56 - 60 years) Plan 7: From 5,270 (14 days-17 years) to 10,575 (56 - 60 years)	AED25 deductible on out-patient consultation fees	Plan 1: AED50,000 Plan 2: AED100,000 Plan 3: AED100,000 Plan 4: AED200,000 Plan 5: AED200,000 Plan 6: AED300,000 Plan 7: AED300,000	Plan 1: UAE, Plan 2: UAE, Plan 3: UAE, Arab countries, South East Asia excluding Singapore and Hongkong Plan 4: UAE, Arab countries, South East Asia excl. Singapore and Hongkong, extended to worldwide exc. US, Canada Plan 5: UAE, Arab countries, South East Asia excl. Singapore and Hongkong, extended to worldwide incl. US, Canada Plan 6: UAE, Arab countries, South East Asia excl. Singapore and Hongkong, extended to worldwide incl. US, Canada Plan 7: UAE, Arab countries, South East Asia excl. Singapore and Hongkong, extended to worldwide incl. US, Canada	Toll Free: 800 4746 ocicm@tameen.ae www.tameen.ae	
Royal & SunAlliance UAE	*Higher premium for females aged 16-60 than males and lower premium for males aged 66-99 by up to 800 depending on plan ** Visit www.fasterquote.ae for personalised quote. Columbus: From 2,727 (ages 0-20) to 14,879 up to age 99 Ulysses: From 2,353 (ages 0-20) to 12,631 up to age 99 Marco Polo: From 2,040 (ages 0-20) to 10,756 up to age 99 Local Health: From 1,991 (ages 0-20) to 10,457 up to age 99	AED50 deductible on physician's consultation	Columbus: AED1 million Ulysses: AED500,000 Marco Polo: AED300,000 Local Health: AED100,000	Columbus: Worldwide Ulysses: Worldwide exc. USA and Canada Marco Polo: UAE, Arab Countries, South East Asia, Iran and Afghanistan Local Health: UAE, South East Asia, Iran and Afghanistan	04 334 4474 fasterquote@notes.royalson.com www.royalsonalliance.ae www.fasterquote.ae	
<p>Disclaimer: All medical insurance policies include the standard in-patient and out-patient services generally provided by insurance companies. Cover specified is deemed to be significant only as point of comparison among plans. Please note that some insurance companies offer the same/similar plans - for example, Arab Orient Insurance Company and Nasco Karagolan Dubai have plans offered by Royal & SunAlliance UAE as part of their medical insurance proposals. The annual premiums listed are simply an overview of how much an individual may have to pay per insurance plan. Premium rates quoted in US\$ are converted to AED using a conversion rate of 3.68 for consistency purposes. Please contact providers direct for more information. Tip: Discounts are available for those who would like to purchase group of corporate plans as well as, in some cases, for annual or online payments - or example AXA offer a three per cent discount for annual payment and Royal Sun Alliance offer 10% per cent when you purchase online. As ever, it doesn't hurt to ask. Notes: These tables are compiled using specific criteria widely considered by consumers as important when choosing a specific financial product; they are NOT meant as a recommendation of a particular provider and listings are simply in alphabetical order and updated during September 2009. All information included tables is subject to confirmation and is provided as an overview only. As with all financial decisions MONEYworks recommends that you make enquiries and, if necessary, take appropriate advice before entering into any transactions. All rates were checked prior to publication and are subject to change without notice. This list is not an exhaustive list. Any errors and/or omissions are regretted. Additions/corrections, if any, should be forwarded by fax to 00971 4 391 2173, or by email to info@moneyworks.ae. All information contained above is freely available and was obtained directly from provider printed materials and websites, as well as direct from helplines and/or call centres. Please call your chosen provider direct for further information.</p>						

Home Contents Insurance					UAE
INSURER/ PRODUCT	STANDARD ANNUAL PREMIUM (AED)	EXCESS (AED)	COVER (AED)	COVER INCLUDES	CONTACT DETAILS
Abu Dhabi National Insurance Company – Householders Comprehensive Insurance	350 minimum	None	50,000	Cover against loss or damage caused by fire, theft, water damage, earthquake and other allied perils; excluding jewellery and money	02 626 4000 www.adnic.ae
Al Dhafra Insurance – Householders contents policy	500 minimum, 350 in special cases, depends on the value	500	50,000	Contents while contained in the buildings against the risks of fire, lightning, explosion, thunderbolt, subterranean fire, earthquake, volcanic eruption, aircraft or other aerial devices or articles dropped, bursting or overflowing of water tanks, apparatus or pipes, theft, impact by any third party road vehicles, horses or cattle, storm, tempest, flood or overflow of the sea; all kinds of declared household items and jewellery; contents temporarily removed from the building while in any bank safe deposit or private dwellings where the insured or members of his family are residing or employed are covered; reasonable costs of the alternative accommodation in the event of building being rendered uninhabitable; standard policy may be extended to cover legal liability to landlord and third parties	02 672 1444 www.aldhafrainsurance.com
Al Ittihad Al Watani General Insurance Company – Householders Comprehensive Insurance	1,500-2,000	250	50,000	Cover against fire and perils. 10,000 limit on money are jewellery	04 282 3266 www.unic.ae
Arab Orient Insurance Company – Home Contents Insurance	750 minimum	1,500 for every claim	50,000	Furniture, fixtures, AC; optional – clothing, jewellery (2,500 for each item), excluding cash	04 209 3705 www.insuranceuae.com
AXA / Norwich Union Insurance (Gulf) BSC(c) – Home Comfort Insurance	800	250	200,000	Home contents (0.4 per cent), personal belongings (1.4 per cent) lap top (2.5 per cent) plus tenants and legal liabilities, alternative accommodation, new for old, unexpected events and natural calamities, while you are away, Theft of keys AED1,000, frozen food AED2,500, contents in the open AED2,500, household removals; optional coverage includes domestic helpers, against loss of important documents, money and credit cards, accidental damage	Toll Free 800 4560 (HSBC) www.axa-gulf.com
Lebanese Insurance Company – Home Contents Insurance	1,500 minimum	3,000	100,000	Furniture, fixtures; safes, antiques, jewelry have additional charge	04 222 5323 www.lebaneseinsurance.com
Dubai Islamic Insurance & Reinsurance Company (AMAN) – Householders Comprehensive Insurance	1,500 and up to 2,000 if including all options	1,000 of each and every loss	1 million	Anything insurable in the house against material damage. Can be extended to people living in the house against personal accidents, third party liability, loss of accommodation. Also includes clothes, jewelry and other items, safe in the house, gold as long as kept in a safe.	04 319 3111 www.aman-diir.ae
Gargash Insurance – Home Contents Insurance	200	250	50,000	Cover against accidental damage, fire, and theft; everything inside the house such as furniture, landlord's fittings, permanent fixtures and fittings, interior decors, safety locks up to AED1,000, jewelry up to AED2,500, servants with extra charge (AED150 per person)	Dubai – 04 337 9800 Sharjah – 06 572 3434 www.gargashinsurance.com
National General Insurance – Home Contents Insurance	500 minimum	1,500	50,000	Home contents against fire, principal perils, theft. Jewellery has extra charge.	04 222 2772 www.ngi.ae
Oman Insurance Company – Home Umbrella	200 minimum	250	50,000	Household contents covered against fire and allied perils, escape of water, theft or attempted theft, riot, strike and civil commotion, storm, flood and malicious damage, etc.; contents temporarily removed up to 10 per cent of contents sum insured within the geographic limit not exceeding 30 consecutive days; audio/video equipments, home computers, mirrors and glasses against accidental damage occurring in the private dwelling; loss or damage to goods contained in a deep freezer maximum of AED1,500; cost of alternate accommodation/loss of rent up to 50 per cent of contents sum insured for maximum period of six months; legal liability towards domestic servants maximum AED150,000, public liability maximum AED1 million, and tenant's legal liability for material damages caused to property of the landlord maximum AED200,000; personal accident (death) caused by fire or thieves for the insured and spouse max AED50,000 per person; all risks cover for jewelry, valuables and laptops is optional	Toll Free 800 4746 www.tameen.ae
Oriental Insurance Company LTD – Home Contents Insurance	250	2,000	50,000	Home contents against fire, natural calamities, theft including jewelry	04 353 8688
Qatar Insurance Company – Home Contents Insurance	500 minimum	250	50,000	Home contents against fire and burglary, optional - jewellery and valuables	04 222 4045
Royal & Sun Alliance Insurance Group – HomeShield Cover	250	Standard excess option - 250 Double excess option - 500	50,000	Household goods and other articles owned by any of your household members for which you are responsible as occupier of the house – everything inside the house, optional - specified/unspecified items (which you take with you when you go out), even while on holiday for 60 days including jewellery and personal belongings	04 334 4474 www.royalsunalliance.ae www.fasterquote.ae
Wehbe Insurance Services - Homeshield Insurance	500 minimum	250	50,000	Household goods possessions and fixtures and fittings for which you are responsible against loss or damage whilst in the home (0.4 per cent), with choice of two covers: (1) Standard – against loss or damage caused by fire/ smoke/explosion, theft or malicious damage, lightning, storm or flood, falling trees, impact, burst oil or water pipe (full cost of repair irrespective of age or original cost of articles except clothing and household linen where deduction may be made to allow for age and condition of items); For accidental damages to TVs/Hi-Fi's/Videos/home computers/fixed glass/ceramic hobs, deterioration of food in freezer if it breaks down but not if more than 10 years old, legal liability as occupier for injury to other people or damage to their property, liability to domestic servants, contents temporarily in the garden excluding damage caused by storm and flood, replacement of external locks in your home if your keys are stolen and (2) Extra damage option – including accidental damage; policy can extend to personal belongings you take outside the house (1.4 per cent) such as unspecified valuables, clothing, personal effects up to AED2,500, money up to AED1,500, credit cards, specified items for items worth more than AED2,500 individually, sports equipment up to AED4,000, pedal cycles that are securely locked while unattended, small boats against loss or damage anywhere in UAE and up to 60 days anywhere in the world	04 324 2345 www.wisgroup.com

Discounts are offered for listed companies, brokers and online applications. For more details, check with the provider. These tables are compiled using specific criteria widely considered by consumers as important when choosing a specific financial product. **Disclaimer:** These listings are **NOT** meant as a recommendation of a particular provider; listings are simply in alphabetical order and updated during September 2009. Information contained in these tables is subject to confirmation and is provided for information only. As with all financial decisions, **MONEYworks** recommends that you make enquiries and, if necessary, take appropriate advice before entering into any transactions. All rates were checked prior to publication and are subject to change without notice. All information contained above is freely available and was obtained directly from provider printed materials and websites, as well as direct from helplines and/or call centres. Please call your chosen provider direct for further information.

Credit cards		BY INTEREST/PROFIT RATE			UAE
PROVIDER	CARDS OFFERED	ANNUAL FEE (AED)	INTEREST/PROFIT RATES	INTEREST/PROFIT FREE CREDIT	CONTACT
Commercial Bank of Dubai	Visa (Classic and Gold), World MasterCard e-Tijari Web Card, MasterCard (Gold), INFINITY	Classic-200, Gold-400, e-Tijari Web Card-100, MasterCard Gold - 400, World MasterCard - 600, INFINITY - 900	2% on purchases, 3% on cash withdrawals and 2.0% for e-Tijari Web Card for both	55 days	Toll-free: 800 223 www.cbd.ae
Commercial Bank International <i>Note: Temporarily stopped credit cards</i>	MasterCard (Silver/Gold) (Card issuance stopped temporarily)	Silver-150, Gold-300	2.99% on purchases, 3.0% on cash withdrawals	15 days	Toll-free: 800 224 www.cbuae.com
Dubai Bank	Visa Covered Cards (Gold, Platinum)	Free for life	2.5% on purchases and 3% on cash withdrawals	50 days	Toll-free: 800 5555 www.dubai.bank.ae
Dubai Islamic Bank	Visa Islamic cards (Classic, Gold, Gold Premium and Platinum, Platinum Plus) Charge cards (Classic, Gold, Platinum)	Fixed monthly fee for Visa Islamic cards: Classic-75, Gold-150, Gold Premium-300, Platinum/Platinum Plus-500 Annual fee for Charge cards: Classic - 300, Gold - 400, Platinum - free for VIP customers otherwise 1,000	N/A on purchases and AED60 for cash withdrawals	20 days	04 609 2222 www.alislami.ae
Emirates Islamic Bank	Visa Islamic Credit Cards/Mother Brand cards (Classic, Classic Plus; Gold, Gold Plus, Platinum, Platinum Plus) Skyward Credit Card (Gold, Gold Plus, Platinum, Platinum Plus)	Visa Islamic Credit Cards/Mother Brand cards: Classic -100, Classic Plus - 150, Gold - 200, Gold Plus - 250, Platinum - 300, Platinum Plus-350, Skyward Credit Card Gold - 300, Gold Plus - 375, Platinum - 400, Platinum Plus - 450	N/A on purchases, AED90 for cash withdrawals of AED100 - 3,000	25 days	04 316 0234 www.emiratesislamicbank.ae
LloydsTSB	Visa (Classic, Gold)	Free for life	1.99% per month on purchases and 2.5% cash withdrawals	50 days	04 342 2000, www.lloydstsb.ae
RAKBANK	Visa (Classic, Gold) MasterCard (Standard, Titanium) Co-branded card (Géant La Carte, NMC)	Free for life	0% interest on retail purchases for first three months, thereafter 2.35% on retail purchases; 2.75% on cash withdrawals	25 days	04 213 0000 www.rakbank.ae
SAMBA	Visa-Master card (Silver, Gold, Platinum, Titanium)	Silver: free for life; Gold and Titanium - 300, Platinum - 500	0% on purchases, 3% on cash withdrawals	21 days	Toll-free: 800 SAMBA
Union National Bank	Visa (Classic, Gold, Platinum), MasterCard (Classic, Gold), International Travel card, Egypt Air Visa co-branded card, Extra Credit Card, Cash Back card (Classic, Gold)	Visa Classic - 250, Gold - 350, Platinum - 600 MasterCard Classic - 250, Gold - 350, International Travel card - free for first two years for new customers otherwise free for life , Egypt Air Visa co-branded card are free for first year, Extra Credit card - free for life, Cash Back card - Classic, Gold - 250	2.19% on purchases and 3.00% on cash withdrawals	50 days	Toll-free: 800 2600 www.umb.co.ae

Credit cards		BY VALUE ADDED FEATURES			UAE
PROVIDER	CARDS OFFERED	ANNUAL FEE (AED)	VALUE ADDED	CONTACT	
Abu Dhabi Commercial Bank	Visa (Classic, Gold, Platinum) MasterCard (Standard, Gold, Platinum)	Classic/Gold: free for life, Platinum - 500	Free supplementary cards, travel insurance, purchase protection for 90 days, credit shield, 24-hour road assistance, balance transfer facility, up to 5% discount on airline tickets purchased with ADCB card, free ticket delivery and Pearls reward programme whereby cardholders receive AED5 for every 1,000 'pearls' collected. Platinum cardholders receive global emergency service, concierge service and extended warranty of up to 24 months on many retail products.	Toll-free: 800 2030 www.adcb.com	
American Express	Dubai Duty Free (DDF), AMEX Blue, Gold, UAE Gold, Dollar Credit Card, Gold Rainbow, Charge Cards: Green, Gold, Platinum and Black Centurian	DDF-175, AMEX Blue-250, AMEX Gold-395, UAE Gold-395, Dollar Credit Card - US\$60, Gold Rainbow - AED395, Charge Cards: Green-USD\$95, Gold-USD\$175, Platinum-USD\$750, Black Centurian - up on invitation only.	Gold/Blue offers 1% cash back, Dubai Duty Free Card - 10% off items at DDF, Millennium Millionaire special offers, retail protection, online fault protection and airport lounge access, travel insurance and benefits, express cash and travellers cheques while travelling, emergency cheque cashing and free companion credit card. Corporate cards, selected cards available in US Dollars. Emergency card replacement and membership rewards programme.	Toll-free - 800 4931 www.americanexpress.co.ae	
Barclays Bank	Barclaycard (Gold, Titanium, Platinum) British Airways Barclaycard (Priority & Prestige)	Preferred option: Visa/Master (Classic & Gold) free for life Priority option: Visa (Classic/Gold/Platinum): 300, MasterCard (Classic/Gold) - 300, Prestige option: Visa (Gold/Platinum) 550, MasterCard Titanium-300	All cards: One reward point for every AED1 spent on card (reward points can be redeemed for movie tickets, airline tickets, electronics, groceries, etc.). 24/7 roadside assistance, credit shield, travel benefits, free travel insurance, restaurant offers, free movie ticket offers. Priority and prestige cards: Barclays Butler service, double rewards on weekend spend, free magazine subscription, Barclays Pamper (50% discounts at select spas and salons), free air ticket for AED75,000 spend on card.	Toll-free - 800 22725297 www.barclaycard.ae	
Citibank	Emirates-Citibank Credit Cards (Ultima/Ultimate/ Gold/ Silver) Citi Travel Pass, Citibank Credit Cards (Ultimate/ Gold/ Silver)	Emirates-Citibank Credit Cards - 3,000/1,000/550/300, Citi Travel Pass - 400, Citibank Credit Cards - 1,000/550/300; 5 Supplementary Cards - Free. (Special promotional rates also apply)	Unlimited Skywards Miles/Citi Travel Pass points/CitiDollar rewards.Double miles with Miles Accelerator.Upto 15% airticket discounts.Special offers across UAE and Citibank World Privileges worldwide at over 40,000 establishments.Loans as low as 0.91%. Exclusively for Ultima/Ultimate customers-25000 sign up Skywards Miles(Ultima), free Priority Pass Membership,International Concierge, upto 3 Free nights stay in Marriott Paris/ME&A, travel insurance for Ultima cardholders.	04-311 4000 www.citibank.ae	
Dubai First <i>**NOTE** Temporarily suspended credit cards.</i>	Visa (Silver, Gold) MasterCard (Classic, Gold) Royale MasterCard, SecureCard	Visa: Silver - 200, Gold - 400 MasterCard: Classic - 200, Gold - 400 Royale MasterCard - Invitation only, SecureCard - Free	Free travel accident and inconvenience insurance on baggage loss, baggage/flight delay, personal liability, emergency hospitalisation and assistance. Free life insurance up to AED20,000 to gold card members and AED20,000 to silver card members. Loan on phone up to 80% of credit limit. Free household insurance up to AED25,000 to gold card members and AED10,000 to silver card members. One year purchase protection, special price of AED100 for UAE-GATE Card, free supplementary cards, photo card for instant recognition and security, up to 80% of your credit limit cash withdrawal, 24-hour contact center, entry to DubaiDinar Millionaire draw, 5% cash back on all air bookings, complimentary travel benefits, utility bill payment service. MasterCard: Can get up to 2.5% cash back with classic cards and up to 4% cash back with gold cards.	04 506 8888 www.dubaifirst.com	
Dunia Finance	Silver, Gold, Platinum, Diamond	Silver-100, Gold-150 to 400, Platinum - 200 to 500, Diamond - 1,500	1% cash back on Silver card, 1.5% on Gold and 2% on Platinum. 15-20% discount on dining promotion, 15% discount at Aramex for Gold and Platinum cardholders. 5% discount at MMI travel for all cardholders. Reward points can be exchanged at Jumbo Electronics. 15-20% discount on health and leisure promotion.	04-423 8642 www.dunia.ae	
Emirates-NBD	EBI cards: Visa, MasterCard (Silver, Gold) and Gold cards are free for first year, and MasterCard Platinum for Shaheen customers NBD cards: Visa (Classic, Gold, Platinum) MasterCard (Standard, Gold), NBD-Dnata MasterCard (Silver, Gold), WebShopper MasterCard	EBI cards: Silver - 150, Gold-400, Silver and Gold cards are free for first year, Platinum - 700, Infinite - 1,500 NBD cards: Classic - 150, Gold - 400, Platinum - 700, NBD-Dnata MasterCard - Silver-200, Gold-500, WebShopper MasterCard - 50	EBI cards: Students benefits for meUNI cards, photo-card and signature, discounts and privileges at over 1,600 outlets, meMILES loyalty programme, free travel insurance up to US\$75,000 and assistance services, Intro APR - 0% interest rate for 1st three months. Convenient balance transfer at low interest rates, OPTIONS offers easy repayments in 12 to 24 installments at 0.8% per month, free meAutoAssist and meAccount with zero balance, ATM card and cheque book. NBD cards: Free supplementary cards, 24-hour roadside assistance, travel inconvenience insurance, credit shield, travel express service. Gold cardholders receive cash advance of up to 75% credit limit. With Dnata cards, reward points worth 1.5% can be earned on all purchases. Points earned can be redeemed for airline tickets, yacht cruises, holiday packages or desert safaris. Platinum cardholders receive local concierge service, valet parking service at selected malls, discounts at UAE restaurants, complimentary room upgrades at leading hotels, retail discounts, 1% cash back on all retail purchases.	04-316 0180 www.me.ae Toll-free: 600 540000 www.nbd.com	
Mashreqbank	Visa, MasterCard (Classic, Gold, Platinum), Etisalat mashreq credit card, Mahreq Millionaire card, Grand entertainment card	Classic, Gold, Etisalat mashreq credit card and Mahreq Millionaire card - No annual fee, Platinum - 659, Grand entertainment card - 300	5% cash back on all international spends, 0% easy payment plans, International spends - Campaign, win 1 million points everyday, 5% cash back on Utility Bill payments, Grand entertainment Card : 50% off on cinema tickets across all grand cinemas in the uae. Grand prizes: Chance to win a jeanneau luxury boat, a Harley Davidson motorcycle, a trip to Universal Studios or 6 day stay at the exclusive lost chambers suite at Atlantis every month. Enjoy up to 50% discount on adventure sports, golf, spas and more. Complimentary airport lounge access at all Marhaba lounges in the UAE	04 424 4444 www.mashreqbank.com	
National Bank of Abu Dhabi	Visa, MasterCard (Classic, Gold, Platinum) MasterCard nbad@surfer card, Visa Dubai E-government Prepaid Card	Classic and Gold are free for life, Platinum -1,000, nbad@surfer card - 25 for accountholders, otherwise 50, Dubai E-government Prepaid Card - 50	1% interest for balance transfer, photo-card, purchase protection, personal accident and travel insurance, access to Grand class at Abu Dhabi International Airport and Marhaba services in Dubai International Airport, discounts and rewards programmes in many outlets, emergency medical and legal expenses, free road side assistance and credit shield facility, free gifts, NBAD points programme. Dubai E-government Card can be used for government transactions.	Toll-free: 800 2211 www.nbad.com	
RAKBANK	Visa (Classic, Gold) MasterCard (Standard, Titanium) Co-branded Cards (NMC, Géant La Carte)	Free for life	0% interest on retail purchases for first three months; 5% cashback on international spends; upto 3% cashback on domestic spends; win millions on RAKBANK MasterCard; Titanium lifestyle privileges offers from more than 80 premium branded outlets across categories; RAKfeast Dining Discount Programme; special monthly usage offers; Convenience of credit card cheques and attractive balance transfer facility	04 213 0000 www.rakbank.ae	
RBS	Visa (Classic, Gold), MasterCard Smart Traveller (Classic, Gold), MasterCard Al Amerra Ladies Card, MasterCard Jumbo co-branded card, MasterCard Non-resident Indian Card, Platinum MasterCard, RBS Weekend Card & RBS Williams Platinum Card	Free for life	All cards: Free Wild Wadi, Ski Dubai and Cinema; chip card for enhanced security, purchase protection; access to utility bill payment, smart cash loan. Visa Classic & Gold: dining discounts; reward points redeemable in many outlets. MasterCard Smart Traveler Gold: 10% cashback on travel. Jumbo Card: discounts and extra reward points at all Jumbo stores; easy payment plan 36 equal instalments at 0.99%. NRI card: points redeemable for domestic flights in India, 5% cash back on flights to India, discounts domestically; Al Amerra: dining discounts; reward points redeemable in many outlets. Weekend Card: 2% cashback on all spend Thurs-Sat, 1% all other times; discounts in many outlets; Williams Platinum monthly prize draw to win a weekend at one of the 2009 Grand Prix.	04 4266000 www.rbsbank.ae	

These tables are compiled using specific criteria widely considered by consumers as important when choosing a specific financial product. Disclaimer: These listings are NOT meant as a recommendation of a particular bank/provider; listings are simply in alphabetical order and updated during September 2009. Information contained in these tables is subject to confirmation and is provided for information only. As with all financial decisions, MONEYWORKS recommends that you make enquiries and, if necessary, take appropriate advice before entering into any transactions. All rates were checked prior to publication and are subject to change without notice. All information contained below is freely available and was obtained directly from bank/provider printed materials and websites, as well as direct from helplines and/or call centres. Please call your chosen provider/bank direct for further information.

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Auto Finance		Some of the deals available now					
PROVIDER	PRODUCT	INTEREST/PROFIT RATE	MAX. LOAN AMOUNT (AED)	DOWNPAYMENT	PAYMENT TERMS	MIN. SALARY (AED)	SALARY TRANSFER
Abu Dhabi Commercial Bank	Car Loan	In Dubai : New cars: 5.5%, used cars: 5.95% In Abu Dhabi and Al Ain : New cars: 4.5%, used cars: 5.95%	Up to AED500,000	New cars: depends on type of car Used cars: 10%	60 months for news cars, 48 months for used cars	5,000	No
Abu Dhabi Islamic Bank	Car Finance	New Cars:4.99%with Salary Transfer,otherwise5.5% Used cars:6%with salary transfer,otherwise6.25%	400K with Salary transfer, otherwise 350K	Depends on type of car	Nationals: 60 to 84 months, Expats: 60 to 72 months (Depends on salary and model of car)	5,000	No
Al Hilal Bank	Murabaha	New cars: 4.99% Used cars: 6.5%	Up to AED500,000	Used cars: 20 - 30% New cars: 10 - 20% (Depends on type of car)	News cars: 60 to 72 months Used cars: 48 months	8,000	No
Arab Bank	Car Loan	New cars: 4.5% Used cars: 5.5%	Depends on salary	Nil for new cars Used cars: 15%	New cars: up to 60 months Used cars: up to 48 months	20,000	Yes
Dubai Bank	Markaba Auto Finance	5.25% for new cars (Depends on the dealer) Used cars: 5.95%	Up to AED250,000 for Nationals Up to AED125,000 for expats	Nil for new cars Used cars: 10-25%	New cars: 72 months Used cars: 48 months	8,000+	No
Dubai Islamic Bank	Auto Loan	New cars: 4.5% Used cars: 4.5 - 6% (Depends on model of the car)	Up to AED250,000	10%	Up to 60 months	With salary transfer - 5,000 otherwise 8,000	No
Commercial Bank International	Car Loan	New cars only, 4.75% with salary transfer otherwise 5.00%	Up to AED350,000 (Depends on the car)	5%	Up to 72 months	15,000	No
Emirates Islamic Bank	Intaleq	New cars: with salary transfer 4.8%, otherwise 5.35% Used cars: with salary transfer 5.5%, otherwise 5.95%	Up to 250,000	Nil for new cars with salary transfer, otherwise 10%, Used cars: 10-25%	Up to 60 months	6,000	No
Emirates-NBD							
Emirates Bank Int.	Car Loan	New cars: 4.75% with salary transfer, otherwise 5.50% Used cars: 5.60% with salary transfer, otherwise 6%	Up to 10 times of monthly salary	10%	New cars: 60 months Used cars : 36 to 48 months	With salary transfer - 7,000 otherwise 10,000	No
National Bank of Dubai	Car Loan	New cars: 4.75% with salary transfer, otherwise 5.50% Used cars: 5.60% with salary transfer, otherwise 6.0%	Up to 10 times of monthly salary	10%	New cars: 72 months Used cars: Depends on model of the car		
National Bank of Abu Dhabi	Motori	New cars: 4.5% with salary transfer, otherwise 5% Used cars: 4.75% with salary transfer, otherwise 6%	Up to AED300,000 for account holders, otherwise AED200,000	New cars: Nil with salary transfer, otherwise 10% Used cars: 20%	New cars: up to 60 - 72 months Used cars: up to 48 months	7,000 for account holders, otherwise 10,000	No
Noor Islamic Bank	Noor Drive	News cars: 4.5% Used cars: 5.5%	Up to AED250,000	New cars - Nil for listed companies otherwise 15% Used cars 10% for listed companies otherwise 15%	New cars: up to 60 months Used cars: depends on model of the car	5,000	No
RAKBANK	Auto Loan	New cars: 5.25% Used cars: 6.25%	Depends on salary	New cars - Nil Used cars - 20%	New cars: up to 60 months Used cars: 48 months	5,000 for new cars 15,000 for used cars	No

Personal Finance		Some of the deals available now					
PROVIDER	PRODUCT	INTEREST/PROFIT RATE	MAX. LOAN AMOUNT (AED)	ACCOUNT NECESSARY	PAYMENT TERMS	MIN. SALARY (AED)	SALARY TRANSFER
Abu Dhabi Commercial Bank	Personal Loan	9.25% - 10.25%	Up to AED250,000	Yes	Up to 72 months	5,000	No
Abu Dhabi Islamic Bank	Goods Finance	Profit rate: 6.25% fixed rate	Up to 15 times of monthly salary	Yes	Up to 60 months	3,000	Yes
Al Hilal Bank	Goods Finance only for Nationals	Profit rate: 8.99%	Up to AED250,000	No	Up to 96 months	8,000	No
Arab Bank	Personal Loan	10.50% on reducing balance basis	Up to AED250,000	Yes	Up to 60-72 months	20,000	Yes
Dubai Bank	Sanad Personal Finance	5.50%	Up to AED250,000 for Nationals Up to AED125,000 for expats	Yes	Up to 72 months	8,000	Yes
Dubai Islamic Bank	Goods Finance	Profit rate: 6.3% with salary transfer, without 8 - 9%	Up to 125,000	No	84 months with salary transfer, otherwise 6 - 60 months	4,000 with salary transfer, otherwise 6,000	No
Emirates Islamic Bank	Imtalk	Profit rate: 7.0%	Up to AED250,000 for Nationals Up to AED150,000 for expats	Yes	Case by case	5,000	Yes
HSBC Amanah	Amanah Personal Finance	Profit rate: 7.85% for listed (different packages) 10% for non-listed companies (subject to bank approval)	Up to AED250,000	Yes	Up to 60 months	20,000	Yes
Noor Islamic Bank	Goods Finance	Profit rate: 5.99% fixed rate	Up to AED250,000	Yes	Up to 60 months	7,000 for account holders, otherwise 10,000	Yes
Sharjah Islamic Bank	Goods Murabaha	Profit rate: 8%	Up to AED250,000	Yes	Up to 48 months	12,000	Yes

Note: Many banks operating in the UAE require you be an account holder before approving loan applications. In many cases a salary transfer is compulsory and, where not possible, an assignment letter of salary and benefits may also be necessary. For further information, check with your chosen bank/provider direct. Don't forget to watch out for special deals available.

UAE

CONDITIONS/RESTRICTIONS	ACCOUNT NECESSARY	EARLY REDEMPTION PENALTIES	VALUE ADDED	OTHER	CONTACT
Used cars must be 2003 model or newer	No	3% of outstanding loan for cash and 5% for bank transfer	Free ADCB credit card, free roadside assistance for ADCB credit card holders, insurance finance option	Minimum of AED500 charged as processing fee	Toll-free: 800 2030 www.adcb.com
Used cars must be (German -10 years, American/ European - 8 years, Korean - 6 years) or newer	No	Rewarded for early redemption	Free postponement for salary transfer, Free Islamic Visa card	Islamic Products, No Processing fees	Toll-free: 800 2288 www.adib.ae
Used cars must not be older than 10 years.	No	Nil			Toll-free: 800 666666 www.alhithalbank.ae
Used cars must be 2005 model or newer	Yes	1% of outstanding loan, 5% for bank buyout	Free credit card for the first year	1% processing fee	Toll-free: 800 27224 www.arabbank.ae
Along with the usual documents, copy of ID freezone and quotation of the vehicle. Used cars must be less than 8 years old. Subject to bank approval	No	Nil	Islamic Takaful insurance offered	No processing fee	Toll-free: 800 5555 www.dubaibank.ae
Used cars must be 2001 model or newer	No		Free credit card	AED400 processing fee	04-609 2424 www.alislami.ae
	No	2% of total outstanding loan		No processing fee	Toll-free: 800 224 www.www.cbuae.com
Post dated cheques required along with usual documents. Used cars must be 3 years old or newer	No	Nil	Free EIB account	AED500 charged as processing fee, if salary is not transfered, otherwise no fees	04 316 0101 www.emiratesislamicbank.ae
Depends on the model of the car and the company should be listed. Used car must be at least 7 years old	No	4% of total outstanding loan		Processing fee: for news cars AED300, used cars: AED500 AED500 processing fee	04-3160316 www.ebi.ae Toll-free: 600 540000 www.nbd.com
Used cars must not be older than 4 years. Loan only applies to Japanese cars	No	3% outstanding value of the loan		No processing fee for new cars. For used cars 1% of loan amount or minimum AED250 charged as processing fee	Toll-free: 800-2211 www.nbad.com
Used cars must not be older than 7 years.	No	None		AED300 - 500 processing fee	Toll-free: 800 NOOR www.noorbank.com
Used cars must not be older than 10 years.	No	5% of the outstanding loan amount.	Free RAKBANK credit card, insurance	1% processing fee	04-213 0000 www.rakbank.ae

Criteria: Interest/profit rate less than 5.5% on new cars

UAE

CONDITIONS/RESTRICTIONS	EARLY REDEMPTION PENALTIES	VALUE ADDED	OTHER	CONTACT
Need to provide security cheque, salary certificate, bank statement and original passport.			1.5% processing fee of the loan amount	Toll-free: 800 2030 www.adcb.com
Company you work for needs to be on bank's approved list. Must provide three to six months bank statement, original passport, salary certificate and a quotation of the goods that need financing.	Rewarded for early redemption	Intallment postponement available, subject to bank's approval	No processing fees. Shari'ah compliant and Murabaha structure.	Toll-free: 800 2288 www.adib.ae
Approved companies only. Need to provide salary certificate, bank statement and original passport. The applicant should be atleast 21 years old.	None		No processing fee	Toll-free: 800 666666 www.alhithalbank.ae
Approved companies only. Need to provide security cheque, salary certificate, bank statement and original passport.	2% of outstanding loan, 5% for bank buyout	Free credit card for the first year	1% processing fee	Toll-free: 800 27224 www.arabbank.ae
Approved companies only. Need to provide salary certificate, bank statement and passport copy with valid residence visa. Minimum age - 25 years	None	Insurance coverage, unlimited cheque book with a zero balance current account and free ATM card, take over facility available, top up facility up to 18 installments	1% processing fee of the loan amount	Toll-free: 800 5555 www.dubaibank.ae
Approved companies only. Need to provide salary certificate, bank statement, quotation, cheque book and original passport.	None		AED400 as processing fee	04 609 2424 www.alislami.ae
Approved companies only. Must have been with current employer for at least six months. Need to provide quotation of the goods to be purchased, salary certificate, three months bank statement and passport copy.	None	Free Islamic account with zero minimum balance requirement	AED500 as processing fee	04 316 0101 www.emiratesislamicbank.ae
Must provide original passport, latest salary transfer letter and two months bank statement.	Rebate is offered	Free credit card for the first year, current account with minimum balance waived.	Processing fee is 1% of the loan amount to a maximum of AED2,500	Toll-free: 800 4792 www.hsbcamanah.com
Approved companies only. Need to provide salary certificate, bank statement and original passport.	None		1% processing fee	Toll-free: 800 6667 www.noorbank.com
Must be at least 21 years old and under the age of 60. Passport copy, three months bank statement and salary certificate are required.	Profit returned			Toll-free: 800 742 www.sib.ae

Criteria: Interest/profit rate less than 10.5%

Disclaimer: These tables are meant ONLY as a guide and are not intended as a recommendation of a particular loan provider. The tables were thoroughly checked for accuracy with providers called individually for information during September 2009 and were correct at the time of going to press. Please note: information is subject to change without notice. Any errors or omissions are regretted. Corrections, if any, should be forwarded by fax to +971 4 391 2173, or by email to info@moneyworks.ae. All information contained is freely available from bank/provider printed information and websites, as well as direct from bank/provider helplines and/or call-centres.

Home Finance							
PROVIDER	AVAILABLE TO	MORTGAGE TENOR	MAX. AGE ON LOAN MATURITY	INTEREST/PROFIT RATE	MAXIMUM LOAN AMOUNT	DEBT-TO-INCOME RATIO	DOWN PAYMENT
Abu Dhabi Commercial Bank	UAE residents (nationals and expats), non-residents	25 years for UAE residents 10 years for non-residents	65 years	8.25% with salary transfer 8.75% without salary transfer	Minimum AED10 million Loan-to-value (LTV): Up to 90% with salary transfer otherwise 85%	Up to 65% for all	15% with salary transfer, 20% without
Abu Dhabi Finance	UAE nationals and UAE residents	Up to 30 years	70 years	8.5 - 9%	Minimum AED250,000 and maximum depends on the salary	Up to 55% for salaried applicants - Up to 50% for Self Employed applicants.	Minimum 15% for salaried applicants and minimum 20% for self-employed applicants
Amlak (Shar'ah compliant) **NOTE** On November 20, 2008 Amlak froze all new mortgage lending.	UAE residents (nationals and expats), GCC residents and non-residents	30 years for UAE nationals 25 years for expats 15 years for non-residents	60 for salaried employees, 65 for self-employed	8.75% reducing balance rate	Up to 80% LTV: up to 90% - depending on eligibility and criteria	10-20%	Minimum 10%
According to recent newspaper reports (April 18th 2009), the Amlak/Tamweel merger is going ahead and the merged entity will be trading soon.							
Arab Bank	UAE and GCC nationals, expats and non-residents	25 years for villas and apartments. Depends on age of the person	60 years	8.0% fixed rate	Up to AED5 million LTV: up to 80%	65% for salaried employees with salary transfer, 60% for salaried employees without salary transfer, 55% for self-employed	70% for completed and 60% for under construction properties
Bank of Baroda **NOTE** Temporarily stopped new mortgage lending.	UAE nationals, expats	Up to 15 years	65 years	7.5% on reducing balance rate	Up to AED3 million	Up to 50% of gross monthly income	50%
Barclays Bank	UAE residents and non-residents	Up to 25 years	70 years	8.50%	Up to AED10 million LTV: up to 90% of market value for villas and 80% for apartments	50% of the monthly income for UAE residents, 40% for non-residents	20% for apartments and 10% for villas
Dubai Bank (Mulki Property Finance)	UAE nationals, expats	Up to 25 years	65 years for nationals 60 years for expats	9.15%	Up to AED6 million for Nationals Up to AED4 million for expats	Depends on the salary	30% for ready properties, 40% for properties under construction
Dubai Islamic Bank (Al Islami Home Finance)	UAE nationals, expats	Up to 15 years	70 years for nationals 60 years for expats	7.75%	Up to AED5 million	Depends on the loan amount and salary	10%
Emirates-NBD	UAE nationals, expats and non-residents	25 years for nationals, 20 years for expats, 12 years for non-residents	65 years for nationals, 60 years for expats and non-residents	6.5 - 7%	Up to AED10 million	Residents: Up to 60% Non-residents: Up to 50%	20% for ready properties, otherwise 25%
Emirates Islamic Bank	UAE and GCC nationals, expats	Up to 10 years for Murabaha Up to 25 years for Ijara	65 years for nationals 60 years for expats	10% with salary transfer, 11% without	Up to AED4.5 million	Not more than 50% of the salary	10%
First Gulf Bank	UAE nationals, expats and non-residents	25 years for nationals 20 years for expats 15 years for non-residents	65 years for nationals 60 years for expats	8.5% on reducing balance basis	Up to AED5 million	Maximum 60%	10%
Habib Bank AG Zurich **NOTE** Temporarily stopped new mortgage lending.	UAE nationals and expats	Up to 15 years	60 years	9.5%	Up to 70%	Max. 60% of income including all loans	30%
HSBC Bank Middle East Limited	UAE residents and non-residents	25 year period or up to the age of 65 years, whichever comes first	65 years	7.5 - 8.5%	Up to AED10 million LTV for Flexi and EIBOR: up to 75% LTV for Amanah Home finance up to 65%	60% overall debt on all regular commitments	25% for ready villas 30% for ready apartments 50% for under construction
Lloyds TSB	UAE nationals, expats	Up to 20 years	60-65 years, depends on company	Financing available for VILLAS ONLY 8.5%	50%		50%
Mashreq	UAE residents and non-residents	Up to 20 years	65 years for salaried 70 years for self-employed	7.5% + 1% margin (Reducing balance basis and depending on salary)	Up to AED5 million	55% including all loans	10%
Mawarid Finance **NOTE** Temporarily stopped new mortgage lending.	UAE residents and non-residents	Up to 15-20 years	60-65 years	8.5%	AED5 million LTV: 80%	Depends on salary	5-20% (Only for completed properties)
National Bank of Abu Dhabi	UAE nationals, expats only in Abu Dhabi/Dubai	Up to 20 years for expats and 25 for Nationals; Up to 50 years for investors in Abu Dhabi	65 years	8.5%	Up to AED8 million Up to 75% for Abu Dhabi properties and 50% for other emirates	Up to 50% of monthly salary for expats	50% for Dubai properties and 70% for other emirates
RAKBANK	UAE nationals, expats and non-residents	25 years	60 years unless specified	7.99 - 8.5%	Up to AED8 million LTV: Upto 85% Abu Dhabi properties: Up to 90%	60% of monthly salary for salaried individuals	10%
Sharjah Islamic Bank	UAE and GCC nationals, expats from other Arab countries	Up to 10 years	65 years for UAE nationals, 60 years for others	Profit rate: 11% on reducing balance basis	Up to AED1 million	50%	50%
Standard Chartered	UAE nationals, expats	25 years	65 years	6.75% on reducing balance basis	Up to AED10 million In Asset Back Lending (ABL) scheme: upto 40%; Standard Mortgage Product (SMP) scheme: 75%. ABL and SMP are offered just for Emaar Properties that are to be delivered in nine months	Depends on the salary	25%
Tamweel (Shar'ah compliant)	UAE nationals, expats and non-residents	15 years for fixed rate financing and 25 years for flexible rate financing	65 years for nationals, 60 years for expats	8.9% on reducing balance basis	Up to AED5 million LTV: Up to 90%	55% of salary	10%
Union National Bank	UAE nationals, expats	Up to 25 years	65 years for UAE nationals, 60 years for expats	8.5 - 9.5%	Up to AED4 million for villas Up to AED3 million for apartments	Up to 65% of monthly salary	20%
United Bank Limited 'Baitna' **NOTE** Temporarily suspended all new mortgage lending.	UAE residents and non-residents	Up to 20 years	65 years	8%	As much as AED4 million; depends on salary	Up to 60% of monthly salary minus other monthly installments	As low as 10%; depends on development

NOTE: Some more UAE banks are actively lending in the market, although mortgage finance products are yet to be officially launched. It's also possible to finance properties on The Palm (for up to 10 years) directly from Nakheel. **Documentation requirements** vary from bank to bank. But, in general, the requirements are Passport, Labour Card, Khulasat Qaid (ID card), salary certificate, six months salary bank account statements, other income documents, copy of sale/purchase agreement, proof of downpayments, cheque for loan processing fee and application form. For business owners/directors - trade licence & audited company financials. Please check with your chosen mortgage provider for more details.

INSURANCE REQUIREMENTS	MINIMUM SALARY (AED)	BANK ACCOUNT NECESSARY	SALARY TRANSFER	CHARGES	PROPERTIES FINANCED	PREMIUM FINANCE	BUY-TO-LET	CONTACT
Life and Property insurance	10,000	No	No, but necessary to obtain maximum loan amount	Processing fee of 1% of the loan amount with minimum AED5,000. Early discharge fee not allowed before six months. 6-60 months: 1% - 2% on outstanding loan amount, 3% (buyouts). No discharge fee after 5 years if settled through own funds.	Abu Dhabi: ALDAR, Al Fara'a, Al Nasser, Al Madar, Al Mazaya Dubai: Deyaar, ALDAR, Al Fara'a, Al Nasser, Al Madar, Al Mazaya, Bando, Bonyan, DAMAC, Dubai Properties, Dheeraj & East Coast Group, EMAAR, Empire International Investments, ETA Star, Falcon City, Fortis Plus, Ilyas & Mustafa Galadari group, NAKHEEL, Rose Homes, Sama Dubai, Sourouh, Trident, Union Properties, V3 – Jumeirah Lake Towers	Yes	No	Toll-free: 800 2030 SMS HOME to 2626 www.adcb.com
Life cover for the full amount and term. Buildings insurance on completed villas	10,000	No	No	Application fee: AED 3,000 (non refundable, but offset against your processing fee) Processing fee: 1% of original loan amount (maximum of AED 100,000) if fee is added to loan amount; 0.75% of original loan amount (maximum AED 50,000) if fee is paid upfront Early repayment charges (ERC): For buy out: 4% of outstanding loan amount; On sale of mortgaged property or where early repayment is made from borrower's own resources: 2% of any amount repaid, if repayment is made in the first 3 years of the loan term. No ERC payable if early repayment is made at any time thereafter. Valuation: AED3,000	ALDAR, Sorouh, TDC, Capitala and many more to come	Yes	Yes	Toll-free: 800 ADF (233) www.adf.ae
Property insurance is compulsory. Can provide Islamic insurance solutions.	8,000	Yes; can be with any bank	Yes, to chosen bank	1% processing fee (min. AED7,500) for residents. 1.25% processing for non-residents. Valuation fee up to AED3,000. Early settlement and repayment charges: Partial payment AED3,000; full payment minimum AED15,000 or 2% of the outstanding balance	Abu Dhabi: Sorouh, ETS, Manazel, Emirates Financial Towers Dubai: Emaar, JBR, First Group, Nakheel, Abraj, Sabeel, RAK Properties, ARY, Falak, Al Fattan, Cayan, Star Group, Dubai Properties, Looah, Mag Properties, Muafak, One Business Bay, Fortune Group	Yes	Yes	Toll-free: 800 26525 www.amiakfinance.com
Life and property insurance	20,000	Yes	Yes	Processing fee is 1% of financed amount, maximum AED10,000. Registration fees to be borne by the customer	Emaar, Nakheel, Deyaar, Union Properties, Damac, Dubai Properties and Ishraqaa	Yes	Yes	Toll-free: 800 27224 www.arabbank.ae
Property insurance	10,000	Yes	Yes	Processing fee is 1% of loan amount, maximum AED7,500. 1% of outstanding loan amount incase of repayment by own sources, 2% for bank buyout	Emaar, Nakheel, Damac and more	Yes	No	04 313 6666 www.bankofbaroduae.ae
Life and building insurance	10,000	No	No	Application fee is 1% of the loan amount for AED mortgages, 1.25% for other currency mortgages. Early settlement fee is on a case-to-case basis; valuation fee is AED5,000. Agreement in Principle (AIP) fee of AED1,500-2,500 valid for 60 days	Emaar, Nakheel, Dubai Properties, ETA	Yes	Yes	Toll-free: 800BARCLAYS (22725297) www.barclays.ae
Life and property insurance	20,000	No	No	Processing fee is 1% of financed amount, minimum AED15,000; no early settlement fees	Nakheel, Dubai Properties, Deyaar, IFA, Union Properties and Emaar	Yes	Yes	Toll-free: 800 5555 www.dubaibank.ae
Life and property insurance	15,000	No	No	Processing fee is AED400.00	No Abu Dhabi properties financed Dubai: 'Real Estate' - Villas and apartments anywhere in the UAE. 'Freehold' - Emaar, Deyaar, Dubai Properties, Nakheel and selected properties in Dubai only	Yes	Yes	04 609 2424 www.alislami.ae
Life and property insurance	National - 20,000 Expats - 50,000	Yes	Yes	1% processing fee or AED5,000, whichever is higher. 1% of pre-paid amount for pre-payment charge for cash and 2% for bank buyout	Abu Dhabi: ALDAR, Sorouh Dubai: Emaar, Nakheel and Dubai Properties	No	Yes	04 316 0316 www.nbd.com
Life and property insurance	25,000	No	No	Processing fee is 1.5% of financed amount, minimum AED5,000. Evaluation fee: AED1,500	Abu Dhabi: Manazel, Al Reef Dubai: Emaar, Nakheel, Tameer, Deyaar, Falcon City, Union Properties	Yes	Yes	04 316 0101 www.emiratesislamicbank.ae
Life and property insurance	12,000	No	No	1% of the loan amount processing fee plus documentation fee for residents, otherwise 15%. AED1,000 commitment fee. Early partial settlement 1.5%; 3% for full settlement	Jumeirah Lake Shore Tower, Burj Al Nujoom and Jumeirah Bay in Dubai; Seashore Villas in officers City (only for nationals), Aldar, Sorouh, Hydra Properties, Ocean Terrace Residence in Al Reem Island in Abu Dhabi	Yes	Yes	Toll-free: 600 525500 www.firstgulfbank.ae
Life and property insurance	12,000	Yes	Yes	1% of outstanding loan as early settlement charge. 1% charged as processing fee	Emaar, Nakheel, Union Properties and Dubai Properties	Yes	Yes	04 331 3999 www.habibbank.com
Life and property insurance	20,000	Yes	Yes	1% of the loan amount is levied as arrangement fee for the mortgage or a minimum of AED5,000. No early settlement fees	Emaar Villas & Townhouses; The Palm Jumeirah and The Palm Jebel Ali (except Waterhomes), direct Nakheel projects only; Green Community, Istithmar, Golf Real Estate, The Pad by Omnyat and Al Hamra in Ras Al Khaimah	Yes	Yes	04 366 9052 www.uae.hsb.com
Life and building insurance	12,000	Yes	Yes	1% arrangement fee for mortgage loan; no penalties for lump sum reduction or early repayments; AED5,000 mortgage registration; AED2,500 valuation fee; AED1,000 non-refundable commitment fee; AED1,000 discharge fee	Emaar, Dubai Properties (Jumeirah Beach Residence) Union Properties (The Green Community & UPTOWN Mirdif), Nakheel	No	Yes	04 342 2000 www.lloydstsb.ae
Life and property insurance (Approved companies only)	9,000	Yes	Yes	Processing fee: 1% of maximum of AED25,000 (Nil early redemption and buy-out options available)	Emaar, Dubai Properties, Nakheel, Damac, Deyaar, ETA Star, GIGA, JPIL and a lot more	Yes	Yes	04 424 4444 www.mashreqbank.com
Property and life insurance	15,000	No	No	1% processing fee for residents, 1.25% for non-residents. AED5,000 pre-approval fee, AED3,000 valuation fee.	Emaar, Nakheel, Dubai Properties	Yes	Yes	Toll-free: 800-Mawarid www.mawarid.ae
Property and life insurance	20,000	Yes	Yes, For expats, salary transferred atleast for 2 months	Processing fee: Min. AED1,500; max. AED5,000. Repayment penalty of 1% of outstanding loan amount or AED 15,000; whichever is greater. 5% for bank buyout	ALDAR, Sorouh, RAK Properties, Union Properties and more	Yes	Yes	Toll-free: 800 2211 www.nbad.com
Life and property insurance	8,000	Yes	Yes	Loan processing fee of 1% on loan amount. 1-5% early settlement fee	Abu Dhabi: Al Raha Beach, Yas Island, Shams Dubai: Nationals-open, Expats-Emaar properties, Dubai Properties, Nakheel	Yes	Yes	04 213 0000 www.rakbank.ae
Life and property insurance	30,000	Yes	Yes	AED1,500 charged as valuation fee for loan less than AED500,000 and AED2,000 for loan more than AED500,000. 2% of loan amount registration fee or minimum AED3,000; whichever is higher. Administration fee of 0.5% of loan amount	Only completed properties	Yes	Yes	Toll-free: 800 742 www.sib.ae
Life and property insurance	8,000	No	No	Processing fee of 1%. Early repayment penalty of 2% of outstanding for cash, 5% for a bank buyout	Emaar, JBR, Nakheel, Union Properties	Yes	Yes	04 352 0455 www.standardchartered.com/ae
Life and property insurance	15,000	No	No	Mortgage processing fee of 1.25%; minimum of AED3,500 up to a maximum of AED15,000. Pre-payment charge up to 50% is 2% of outstanding loan, more than 50% is 4% of outstanding loan (subject to certain criteria)	Abu Dhabi: Sorouh (Golf Gardens), Manazel (Al Reef Downtown) Dubai: Nakheel (Marina Residence), Tamweel (Tamweel Tower)	Yes	Yes	Toll-free: 800 4354 www.tamweel.ae
Life and property insurance	20,000	No	No	Processing fee of 1%, min. of AED5,000. A non-refundable application fee of AED3,000. Early repayment penalty of 1% of outstanding loan amount, 1.5% for a bank buyout	Emaar, Nakheel, Estithmar, ETA Star, Damac	No	Yes	Toll-free: 800 2600 www.urb.com
Property and life insurance included in the loan	7,000	No	No	Processing fee of 1%, early settlement fee of 2%	Emaar, Nakheel, Dubai Properties and selected private developments	Yes	Yes	04 608 5302

Disclaimer: This table is meant ONLY as a guide and is not intended as a recommendation of a particular mortgage provider. The table was thoroughly checked for accuracy with each provider called individually for information during September 2009 for MONEYworks magazine and was correct at the time of going to press. Note that premiums are financed at the discretion of the lender. We recommend that, as with all financial documentation, you check the fineprint very carefully. Check for redemption clauses and/or penalties for early repayment. Please note: information is subject to change without notice. Any errors or omissions are regretted. Corrections, if any, should be forwarded by fax to 04 391 2173, or by email to info@moneymoneyworks.ae. All information contained is freely available from bank/provider printed information and websites, as well as direct from bank/provider helplines and/or call-centres.

Independent Financial Advisers						UAE
Licence: The UAE Central Bank						
Name	Address	Telephone	Fax	E-mail	Website	
Acuma Wealth Management	H.O: P O Box 23940, Dubai Abu Dhabi office: DHL Building, 2nd Street Airport Road	+971-4-3328582 +971-2-6327462	+971-4-3317572 +971-2-631-2325	info@acuma.ae	www.acuma.ae	
Continental Financial Services	P O Box 62817, Dubai	+971-4-3353433	+971-4-3352553		www.continental-intl.com	
Elfina Financial Investment Consultancy	P O Box 29706, Dubai	+971-4-3551587	+971-4-3551606	info@elfina-invest.com	www.elfina-invest.com	
Financial Consultancy Services Company	P O Box 7825, Dubai	+971-4-2663313, +971-4-2972222	+971-4-2663383	fcs@fcsdubai.com, fcs@emirates.net.ae	www.fcsdubai.com	
InvestOne Financial Advisory - Abu Dhabi	P O Box 2970, Abu Dhabi, UAE	+971-2-6666760	+971-2-6668861	info@alsahel.com	www.alsael.com	
Mondial (Dubai) L.L.C. (FPI)	P O Box 50060, Dubai	+971-4-3310524	+971-4-3314817	administration@mondialdubai.com	www.mondialdubai.com www.financial-partners.biz/dubai/intro.asp	
PIC (DeVere)	P O Box 75464 P O Box 6315, Abu Dhabi	+971-4-3433878 +971-2-6765588	+971-4-3433644 +971-2-6765558	dubai@pic-uae.com abudhabi@pic-uae.com	www.pic-uae.com	
Synergy Financial L.L.C.	H.O: P O Box 47286, Abu Dhabi Dubai office: P O Box 58032, Dubai	+971-2-6221121 +971-4-3431300	+971-2-6221120 +971-4-3431373	info@synergyfinancial.ae	www.synergyfinancial.ae	
Union National Financial Consultancy LLC	11th Floor, UNB Head Office Building, Salam Street, Abu Dhabi, UAE.	+971-2-678-2822	+971-2-678-2825	unc@emirates.net.ae	www.unfc.ae/	

Licence: MoE (Ministry of Economy)						
Name	Address	Telephone	Fax	E-mail	Website	
Acuma Wealth Management	P O Box 23940, Dubai	+971-4-3328582	+971-4-3317572	info@acuma.ae	www.acuma.ae	
Continental Financial Services	P O Box 62817, Dubai.	+971-4-3353433	+971-4-3352553		www.continental-intl.com	
Globaleye	P O Box 24592, Dubai	+971-4-3489330	+971-4-3489331	admin@globaleye.com	www.globaleye.com	
Holborn Assets	P O Box 333851, Dubai	+971-4-3369880	+971-4-3369961	rubina@holbornassets.com	www.holbornassets.com	
Joie De Vivre International Insurance Brokerage LLC	M 03, Al Abbas Building, Khalid bin Waleed road, Dubai, UAE	+971 4 352 3351	+971 4 352 7884	mgmt1@jdvisurance.ae	www.jdvisurance.ae	
LifeCare International	P O Box 71208, Dubai	+971-4-3318688	+971-4-3318001	information@lifecareinternational.com	www.lifecareinternational.com	
Nexus Insurance Brokers LLC	P.O. Box 94455, Abu Dhabi, U.A.E P.O. Box 124422, Dubai, U.A.E	+971-2-626 6669 +971-4-397 7779	+971-2-626 3322 +971-4-397 4422		www.nexusadvice.com	
Pioneer Insurance Brokers LLC	P O BOX 922, Dubai	+971-4-3599004	+971-4-3595535	info@pioneerwealth.a	www.pioneer-wealth.com	

Licence: DED (Dubai Department of Economic Development)						
Name	Address	Telephone	Fax	E-mail	Website	
Citco Dubai	P O Box 58066, Dubai, UAE	+971-4-3432666	+971-4-3436613	fdsouza@citco.ae	www.citco.com	
Prosperity Offshore Investment Consultants	P O Box 24459, Dubai	+971-4-3124334	+971-4-3124335	enquiries@prosperity-uae.com	www.prosperity-uae.com	
Rasmala Investments	P O Box 31145, Dubai	+971-4-3301041	+971-4-3635635		www.rasmala.com	

Licence: RAKFTZ (Ras Al Khaimah Free Trade Zone)						
Name	Address	Telephone	Fax	E-mail	Website	
Candour Consultancy	P O Box 9168, Dubai	+971-4-3124410	+971-4-3124411	info@candourconsultancy.com	www.candourconsultancy.com	

Others						
Name	Address	Telephone	Fax	E-mail	Website	
OfS	P O Box 49388, Dubai, UAE	+971-4-3291614	+971-4-3291619	info@ofsdubai.com	www.ofsdubai.com	

Notes: The following organisations are also listed on the UAE Central Bank website (as at September 30, 2002) but contact/further details were unavailable when this information was updated (June 12, 2007), despite repeated attempts to contact each organisation.

1. Inter Capital LLC - P O Box 14424, Dubai, Tel: 2940045, Fax: 2940048
2. Landmark International Consulting Services; 3. Network Corporate Services L.L.C
4. Regent Investment Consultants - P.O.Box 28472, Dubai. Tel: 3552055, Fax: 3552088

Licensed Financial Intermediaries							UAE
Name	Address	Telephone	Fax	E-mail	Website		
Century Financial Brokers LLC	P.O. Box 9126, Dubai, U.A.E	+971-4-351 6112	+971-4-355 9876	cfbinfo@centurybrokers.com	www.centurybrokers.com		
Eastern Trust LLC	P.O. Box 25404, Dubai, U.A.E	+971-4-228 3003	+971-4-223 7237	easttrust@emirates.net.ae	www.easterntrustllc.com		
Leader Middle East LLC	P.O. Box 21416, Dubai, U.A.E	800-4446/04 269 2848	+971-4-268 6844	info@medubai.com	www.lmedubai.com		
Orient Financial Brokers	P.O. Box 2495, Dubai, U.A.E	+971-4-351 4900	+971-4-352 4996	info@orientfinance.com	www.orientfinance.com		
Sterling Financial Brokers	P.O. Box 26652, Dubai, U.A.E	+971-4-221 3949	+971-4-224 3271	info@sfbme.com	www.sfbme.com		
World Index Investment LTD	P.O. Box 111012, Dubai, U.A.E	+971-4-359 8882	+971-4-359 9030	info@world-index.com	www.world-index.com		

Disclaimer: This list is meant as a guide only and is NOT meant as a recommendation of any particular organisation - listings are simply in alphabetical order, by licence. All information contained herein is subject to change without notice. This listing was checked for accuracy and updated during September 2009. Any errors and/or omissions are regretted. Corrections, if any, should be forwarded by fax to 04-3912173, or by email to info@moneyworks.ae. (Source: UAE Central Bank Website, last updated March 31, 2003)

Related Services							UAE
Name	Address	Telephone	Fax	E-mail	Website		
Just Wills LLC	P O Box 75671, Dubai, UAE	+971-4-3116592	+971-4-3328810	mohammad@just-wills.net	www.just-wills.net		

Letter of the Month

Write to **MONEYworks** - Reader's letters. All correspondence **MUST** carry a daytime telephone number (a mobile phone number will not suffice), there must be an address and the letter should be signed by the author. We cannot publish every letter, and those that are may be edited or excerpted.
Post to: PO Box 10656, Dubai, UAE, Fax to: 00971 4 391 2173. **Email to:** editor@moneyworks.ae.
 Make the subject 'Readers' and don't forget that telephone number. Letter of the month wins a complimentary annual subscription to **MONEYworks**.

Dear Editor,
I have invested in an apartment with a private developer in Dubai. I have already paid a down payment of 25 per cent and my next instalment is coming up. It is a ready property and I have rented it out, but I am not making enough. I have approached banks for mortgage loans, but I am unable to get loans despite assuring the bankers that I will pay an additional 15 per cent in equity for the apartment. So, I am left with not much choice but to sell my apartment at a loss of nearly 30 per cent because the prices are soft right now.

When do you think the real estate market will come back again? HA, Dubai

That's not an easy question to answer. Markets have their cycles and the real estate market should come back over a period of time. If you have the holding power, you should not sell the property, as you will make a profit in a few years. But if you are unable to access mortgage loans or fund your property purchase, I guess you have no other option than to sell. I agree that it is a tough choice. But I would suggest that you try a few more banks before you throw in the towel.

Advice to readers: Information given here is checked for accuracy, but we strongly recommend that you make enquiries and, if necessary, take professional advice before entering any transactions. The value of many investments can go down as well as up and you may not get back the amount originally invested.



Do I need redundancy insurance?

James Thomas on why redundancy insurance and credit shield, although relatively cheap forms of coverage, are not the most efficient ways to manage your credit card.

“I’ve been paying redundancy insurance on my credit card, as well as credit shield insurance, for some time. It’s not a massive premium, but do you think it’s still worth paying?”

This is a very topical question, what with the current economic climate, and one that a number of people may be considering. In theory, this type of cover can be worthwhile, but, as always, you need to read the small print and work out exactly what is and isn’t covered. I will outline the key points of each type of cover.

Redundancy insurance is often sold with mortgages, credit cards and other loans. This form of cover is often known as income protection or payment protection. This cover provides payments to the credit card company or bank when someone loses their job. But the amount that can be paid out usually equals 10 per cent of the person’s indebtedness, subject to a maximum amount (typically AED4000) payable for every month of unemployment up to a maximum period of 12 months.

Redundancy insurance cover can help you protect either your salary or mortgage repayments if you lose your job due to redundancy. The benefit that you are allowed to insure is typically 50 per cent of your normal income. You can choose to receive benefit payments after either 30 or 60 days of continuous unemployment and benefits will cease after you have received either 12 or 24 monthly payments.

Credit shield insurance is designed to provide a financial institution

with protection against failure of its customers to pay their debts or credit card payments due to their untimely death or disability. In addition to the basic death cover, the following optional benefits are available: permanent total disability due to accident, accidental death and permanent total disability, critical illness and in-hospitalisation treatment in case of accident. Credit shield insurance typically offers to insure the person for up to AED100,000 or the credit limit – whichever is lower. The same amount of cover would be offered for any of the optional benefits if they were selected.

So, let’s examine these policies in detail to see whether they are worthwhile. First, the redundancy cover. In order to take the benefits, you need to prove that you were made redundant. This is usually in the form of a letter from your employer confirming the redundancy. My first concern is proving that you have been made redundant and that it was involuntary. What happens if the company goes out of business and there is no one to verify that you have actually been laid off? What happens if your employer states that you are being terminated rather than being made redundant (possibly so they can avoid paying additional benefits)? It is vital that this point is clear to make sure that the cover actually protects you for the benefits that you believe you are entitled to.

The next issue to be aware of is the benefits that the cover offers. If it is only paying 10 per cent per month of the debt, the debt is not being repaid – it is just the interest that is being serviced. This means

that if you don’t make any other payments to the account, your debt will not reduce, but at best will stand still. The cover also usually has a maximum cash limit per month, so if your regular payments are above this, your debt will still be accumulating.

The cover is also only for a fixed period of time, typically 12 months, so if you do not find a new job within this period of time, you will again become liable to start repaying your debt again.

The second type of redundancy cover that I mentioned, which protects your salary rather than your debt, is potentially more valuable. However, as far as I am aware, it is not available in this region, as until recently there simply hasn’t been the demand. However, if it was available, it has similar flaws to the previous cover in that it only covers half of your salary and for a limited period of time.

The credit shield cover is a simple form of life cover and will only ever pay enough to protect the credit card provider. This is why the cover is so cheap. The chances of your untimely death while you hold the card, and at the point where you have the maximum balance, are very small.

In summary, redundancy and credit shield insurance can be useful as long as you are aware of the limitations. They are relatively cheap forms of insurance, but the benefits, while potentially useful, are not going to be able to completely protect you should you lose your job.

The cheapest and most efficient way to manage your credit card would be to pay off the outstanding balance at the end of each month, and then you wouldn’t need either insurance.



James Thomas joined Acuma Wealth Management, a company licensed and registered by the Central Bank of the UAE, in 2004, having worked as an independent financial consultant in the UK for six years. He is fully qualified and is a member of the Chartered Insurance Institute of London. Contact James at jthomas@acuma.ae. This article is provided for information purposes only and should not be regarded as financial advice. Always remember that investments can go down as well as up.



Levelling the UAE playing field

Sultan Sooud Al-Qassemi on what a revised version of the federal companies law will mean for the UAE.

The UAE federal government has been attempting to introduce a revised version of the 1984 companies law since 2005. The fact that it has taken so long is a major reflection of just how sensitive the issue is, since the UAE as a pragmatic and fast emerging nation is expected to update its laws periodically.

Just in the past year we have witnessed amendments to the media law, property law and residency law. These amendments and others, although controversial, were introduced without delay. In the UAE, the Dubai International Financial Centre (DIFC) has been carrying out test runs for the proposed changes in similar laws that it calls the DIFC Public Comment Policy. The latter invites the wider public to comment on draft versions of laws that are posted on the DIFC website. For instance, in November 2008, a new proposed DIFC companies law and insolvency law was made available for public consultation for one month and then presented to the ruler of Dubai for enactment.¹ Why isn't the same policy applied to the federal companies law, one might ask? Simply put, there are various elements that stand to lose should a drastically revised companies law be introduced.

Many UAE citizens operate small and medium size enterprises based on the current law and may be affected by a change in ownership structures in case they have an expatriate business partner. Also, if a new law is introduced that essentially flips the 51 per cent to 49 per cent local to foreign ownership ratio, it will affect major UAE national-owned businesses. Many of these giant corporations have enjoyed a monopoly status for the past four decades.

Recently, a friend of mine commented:

"Give me a monopoly and I will give you a great business." But it is unfair to say that these giant monopolies in the UAE have only grown as a result of their unfair competitive advantage. Some, in fact, were successful businesses that acquired agencies as they grew. Others can be expected to excel even in a competitive environment due to the relatively superior customer service they offer, which can be seen when GCC citizens opt to purchase goods from them rather than from their own agents back home. Despite the above, there is no doubt that the UAE will benefit from a revised companies law that levels the playing field. After all, why, for example, should there be only one agent for a specific brand of cars?

The UAE federal government had already started breaking down the iron grip that some exclusive importers held on staple goods when it introduced a so-called open import list for essential items such as rice and flour as inflation levels broke the one-digit ceiling during the last boom cycle.² However, it is easier to justify a loosening of import laws on necessity items such as food and medicine than on luxury items such as cars and high-end accessories.

So what do we know about the new law? The previous minister of economy stated that it would, in some cases, allow more than 49 per cent foreign ownership in UAE-based companies or when new firms that would attract cutting-edge technology and major economic benefits to the UAE were established.³ Also, the law will bring the UAE more in line with international and WTO regulations, but it will not duplicate them. The process of valuing companies was to be revised along

with IPO rules for companies wishing to go public. Finally, it was to be sent to the various emirates in the UAE, as well as to certain elements in the private sector and the justice ministry for comment before enactment.⁴

What we have seen in the past few years is that elements of the law have come into force without the entire draft being approved for the sake of expediency. For instance, firms wishing to offer an IPO must now have a three-year track record of profitability.⁵ This was expected to be part of the new comprehensive companies law, but the ministry of economy acted by banning start-ups from listing until the new law is approved.⁶

On one hand, it could be argued that the current UAE companies law has been serving the UAE well. After all, if it ain't broke, why fix it? UAE nationals big and small alike have been the major beneficiaries under this law. Foreign firms have had to find a UAE national entity to partner with to take advantage of the UAE's market and infrastructure outside free zones. On the other hand, it could be argued that the current UAE law has rendered many UAE nationals complacent, since the current laws work in their favour. Ultimately, this will remain a contentious issue that will attract controversy long after it is finally approved and implemented.

Footnotes

- 1 <http://www.ameinfo.com/175452.html>
- 2 <http://www.hindu.com/thehindu/holnus/006200803271216.htm>
- 3 <http://www.forbes.com/feeds/afx/2007/06/12/afx3811801.html>
- 4 http://www.khaleejtimes.com/DisplayArticle.asp?file=data/business/2005/April/business_April465.xml§ion=business
- 5 <http://www.zawya.com/story.cfm/sidZAWYA20060127064751?c&pass=1>
- 6 <http://archive.gulfnews.com/articles/05/08/19/177948.html>

Sultan Sooud Al Qassemi is a non-resident fellow at the Dubai School of Government and founder of Barjeel Securities in Dubai. He can be reached at www.sultansq.blogspot.com. Opinions expressed in this article are those of the author and do not necessarily represent those of the MONEYworks group of magazines. This article should not be misconstrued as financial advice.