Bayt.com Middle East CONSUMER CONFIDENCE INDEX

March 2017





Section 1

PROJECT BACKGROUND





 To understand perceptions and attitudes of consumers in the Middle East regarding the economy of their countries, their personal financial and job situation, their likelihood to purchase and invest, and the job market in general.



Project Background

- Consumer confidence is a measure of the economic wellbeing of a country.
- It is a reflection of consumer satisfaction levels and expectations based on various factors in the economy, i.e. inflation, stock market performance, job opportunities, salary structures, unemployment, investment avenues and returns, business growth, state economic policies, infrastructure, cost of living, interest rates, exchange rates, etc.
- Such consumer satisfaction levels and expectations will have an effect on economic variables.
- For example, if consumers are positive about the economy and have disposable income levels that are perceived as sufficient, they tend to spend more on consumer goods. This, in turn, will drive business dependent on consumer spending and create further economic growth.
- On the other hand, a pessimistic view of the economy would cause consumers to rein in their spending, creating a spending recession which could effectively cause business losses and economic downturn.



Project Background

- Similarly, if employable adults are optimistic about job prospects, opportunities and job security; have healthy salary expectations; and are hopeful about their career growth and development, it will be reflected in their attitudes towards work and the economy as a whole, as well as their spending behaviors.
- Therefore, the following trends in consumer and employee expectations could help forecast economic variables.
- This information is useful for professionals, manufacturers/business people, recruitment consultants/agencies, economists, and the general public.



Section 2

RESEARCH METHODOLOGY





Age and Gender:

Adult males and females

Aged 18+ years

Nationalities:

GCC Arabs, North Africans, Levant, Western Expats and Asians

Country of Residence

GCC: UAE, KSA, Kuwait, Oman, Qatar, Bahrain

Levant: Lebanon, Syria*, Jordan

North Africa: Egypt, Morocco, Algeria, Tunisia

*Small sample size- Syria is part of the total sample but not presented separately in the report

Data Collection

All data was collected online. Fieldwork was conducted between 10th January – 31st January, 2017. The total number of respondents achieved was 2750



Section 3

RESEARCH FINDINGS



Average of Past Indices: April 2007 – October 2012

| | UAE | Saudi Arabia | Kuwait | Qatar | Lebanon | Egypt | Algeria |
|---------------------------------|------|-----------------|--------|-------|---------|-------|---------|
| Consumer Expectancy Index (CEI) | 88.5 | 89.4 | 90.7 | 91.9 | 103.7 | 98.2 | 92.0 |
| Propensity to Consume (PCI) | 86.7 | 83.0 | 81.4 | 81.6 | 109.3 | 81.0 | 81.2 |
| Consumer Confidence Index (CCI) | 85.0 | 85.8 | 86.9 | 86.9 | 107.1 | 89.3 | 89.6 |
| Employee Confidence Index (ECI) | 80.3 | 84.3 | 84.5 | 84.8 | 99.5 | 89.1 | 89.1 |



Base Period Values – March 2013

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 16379 | 2730 | 1976 | 457 | 509 | 120 | 220 | 506 | 252 | 1700 | 5484 | 1002 | 992 | 431 |
| Current Economic Scenario | 81.14 | 112.91 | 114.07 | 102.52 | 117.49 | 92.08 | 115.45 | 54.15 | 24.01 | 51.21 | 56.35 | 83.73 | 111.14 | 66.36 |
| Expected Economic Scenario | 89.19 | 103.71 | 112.90 | 104.74 | 116.11 | 101.11 | 111.36 | 67.33 | 43.39 | 66.41 | 77.27 | 93.31 | 98.49 | 88.55 |
| Employee Outlook | 115.50 | 131.06 | 128.61 | 122.90 | 140.93 | 122.96 | 140.61 | 101.43 | 69.21 | 97.40 | 102.88 | 113.26 | 123.41 | 111.53 |
| Overall Consumer Confidence | 285.83 | 347.69 | 355.58 | 330.16 | 374.52 | 316.15 | 367.43 | 222.90 | 136.60 | 215.02 | 236.50 | 290.31 | 333.04 | 266.44 |



Period Values – September 2013

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 6585 | 1097 | 717 | 151 | 183 | 78 | 141 | 210 | 145 | 669 | 1871 | 426 | 645 | 252 |
| Current Economic Scenario | 88.47 | 110.16 | 110.74 | 103.64 | 122.40 | 110.90 | 123.05 | 57.86 | 31.72 | 54.04 | 73.81 | 92.37 | 111.78 | 62.70 |
| Expected Economic Scenario | 141.50 | 149.92 | 157.51 | 153.20 | 159.38 | 138.46 | 156.97 | 116.67 | 97.24 | 120.78 | 141.71 | 142.41 | 142.79 | 126.46 |
| Employee Outlook | 117.90 | 126.96 | 128.49 | 127.50 | 142.29 | 116.80 | 144.55 | 96.10 | 65.12 | 97.50 | 113.03 | 119.04 | 123.03 | 113.07 |
| Overall Consumer Confidence | 347.87 | 387.04 | 396.74 | 384.34 | 424.08 | 366.16 | 424.57 | 270.63 | 194.08 | 272.31 | 328.54 | 353.82 | 377.60 | 302.22 |



Period Values – February 2014

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 6585 | 1097 | 717 | 151 | 183 | 78 | 141 | 210 | 145 | 669 | 1871 | 426 | 645 | 252 |
| Current Economic Scenario | 83.72 | 104.49 | 116.52 | 94.86 | 115.22 | 97.22 | 131.36 | 44.55 | 51.61 | 43.31 | 68.88 | 78.88 | 94.89 | 83.99 |
| Expected Economic Scenario | 137.21 | 147.12 | 158.60 | 147.03 | 153.62 | 135.19 | 161.52 | 112.32 | 103.94 | 114.55 | 133.39 | 134.22 | 135.31 | 140.38 |
| Employee Outlook | 113.02 | 124.65 | 138.54 | 129.00 | 139.35 | 107.50 | 139.29 | 89.27 | 63.02 | 89.22 | 99.96 | 107.49 | 117.09 | 118.17 |
| Overall Consumer Confidence | 333.95 | 376.27 | 413.66 | 370.89 | 408.19 | 339.91 | 432.16 | 246.14 | 218.58 | 247.09 | 302.23 | 320.59 | 347.29 | 342.54 |





| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 5075 | 1090 | 847 | 187 | 230 | 69 | 65 | 158 | 63 | 377 | 1013 | 330 | 505 | 141 |
| Current Economic Scenario | 95.06 | 109.86 | 113.16 | 102.14 | 121.30 | 105.07 | 119.23 | 59.18 | 52.38 | 62.47 | 78.04 | 87.27 | 103.27 | 61.35 |
| Expected Economic Scenario | 142.26 | 147.92 | 152.89 | 147.06 | 156.23 | 135.27 | 153.33 | 111.18 | 113.76 | 124.31 | 140.80 | 135.45 | 140.92 | 130.50 |
| Employee Outlook | 120.16 | 129.41 | 133.87 | 120.61 | 140.94 | 119.64 | 131.73 | 101.33 | 75.60 | 100.96 | 104.57 | 106.40 | 119.34 | 103.17 |
| Overall Consumer Confidence | 357.49 | 387.19 | 399.93 | 369.81 | 418.47 | 359.98 | 404.29 | 271.69 | 241.73 | 287.74 | 323.40 | 329.12 | 363.53 | 295.01 |





| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 4263 | 819 | 495 | 135 | 131 | 94 | 107 | 189 | 54 | 234 | 1061 | 298 | 501 | 145 |
| Current Economic Scenario | 88.63 | 103.11 | 109.80 | 86.67 | 114.50 | 97.34 | 108.41 | 61.38 | 25.93 | 64.96 | 84.21 | 98.15 | 71.26 | 62.76 |
| Expected Economic Scenario | 136.12 | 141.27 | 152.39 | 139.01 | 148.85 | 134.75 | 138.32 | 111.82 | 97.53 | 122.22 | 137.04 | 138.14 | 125.22 | 131.95 |
| Employee Outlook | 113.94 | 123.14 | 131.78 | 106.63 | 134.54 | 119.02 | 124.43 | 98.43 | 66.89 | 101.46 | 101.93 | 112.75 | 108.63 | 110.00 |
| Overall Consumer Confidence | 338.70 | 367.53 | 393.97 | 332.31 | 397.89 | 351.11 | 371.15 | 271.62 | 190.35 | 288.63 | 323.18 | 349.05 | 305.11 | 304.71 |





| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 8882 | 1748 | 1011 | 264 | 255 | 114 | 144 | 231 | 63 | 703 | 2118 | 733 | 1135 | 363 |
| Current Economic Scenario | 93.01 | 111.04 | 114.94 | 102.84 | 114.71 | 99.12 | 118.75 | 46.75 | 34.13 | 69.35 | 90.30 | 91.68 | 80.22 | 54.68 |
| Expected Economic Scenario | 140.73 | 147.10 | 156.81 | 150.13 | 156.73 | 142.11 | 150.69 | 109.38 | 104.23 | 126.03 | 144.13 | 139.15 | 127.37 | 122.68 |
| Employee Outlook | 114.90 | 127.13 | 136.19 | 122.94 | 136.83 | 109.29 | 136.69 | 81.08 | 71.32 | 86.91 | 104.39 | 111.62 | 105.70 | 93.04 |
| Overall Consumer Confidence | 348.65 | 385.27 | 407.94 | 375.90 | 408.27 | 350.52 | 406.13 | 237.21 | 209.68 | 282.29 | 338.82 | 342.45 | 313.29 | 270.40 |



Last Period Values – January 2016

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 3,905 | 660 | 629 | 264 | 161 | 164 | 168 | 175 | 24 | 176 | 585 | 302 | 486 | 111 |
| Current Economic Scenario | 76.12 | 83.33 | 95.79 | 79.92 | 90.06 | 61.59 | 81.55 | 50.86 | 52.08 | 55.11 | 76.41 | 81.79 | 56.89 | 51.35 |
| Expected Economic Scenario | 130.03 | 139.39 | 137.78 | 129.92 | 137.68 | 120.73 | 131.55 | 108.38 | 100.00 | 119.32 | 131.28 | 136.42 | 116.39 | 124.32 |
| Employee Outlook | 100.52 | 107.08 | 115.23 | 95.98 | 111.90 | 93.75 | 101.95 | 84.65 | 63.19 | 78.65 | 95.44 | 98.67 | 87.45 | 96.31 |
| Overall Consumer Confidence | 306.67 | 329.81 | 348.80 | 305.83 | 339.64 | 276.07 | 315.04 | 243.88 | 215.28 | 253.08 | 303.13 | 316.88 | 260.73 | 271.98 |



Last Period Values – August 2016

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Syria | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|--------|---------|---------|---------|
| Base: | 2,893 | 490 | 279 | 119 | 183 | 40 | 108 | 95 | 23 | 165 | 587 | 245 | 419 | 140 |
| Current Economic Scenario | 72.05 | 81.33 | 100.90 | 82.35 | 100.00 | 80.00 | 87.04 | 69.47 | 34.78 | 58.18 | 47.70 | 87.55 | 62.89 | 49.64 |
| Expected Economic Scenario | 128.85 | 134.97 | 145.04 | 132.77 | 139.71 | 139.17 | 136.11 | 113.33 | 97.10 | 121.82 | 117.55 | 140.82 | 123.15 | 116.67 |
| Employee Outlook | 96.87 | 94.59 | 125.28 | 102.13 | 106.65 | 109.78 | 111.23 | 82.50 | 69.53 | 85.16 | 83.23 | 104.66 | 90.43 | 91.07 |
| Overall Consumer Confidence | 297.77 | 310.88 | 371.22 | 317.25 | 346.36 | 328.95 | 334.38 | 265.31 | 201.42 | 265.16 | 248.48 | 333.03 | 276.47 | 257.38 |



Current Period Values – January 2017

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|---------|---------|---------|
| Base: | 2,750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Current Economic Scenario | 74.96 | 79.46 | 106.25 | 104.33 | 116.33 | 108.33 | 90.63 | 72.66 | 51.03 | 42.93 | 87.61 | 67.26 | 64.79 |
| Expected Economic Scenario | 129.43 | 130.99 | 148.81 | 143.91 | 147.85 | 146.30 | 125.52 | 139.06 | 120.32 | 115.42 | 131.56 | 122.34 | 133.80 |
| Employee Outlook | 101.54 | 91.03 | 125.97 | 122.67 | 121.19 | 125.87 | 118.75 | 111.49 | 88.02 | 84.57 | 109.80 | 102.89 | 96.63 |
| Overall Consumer Confidence | 305.93 | 301.47 | 381.03 | 370.91 | 385.36 | 380.50 | 334.90 | 323.21 | 259.36 | 242.91 | 328.98 | 292.49 | 295.23 |





| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|--------------------------------------|--------|--------------|--------|--------|--------|---------|--------|---------|--------|--------|---------|---------|---------|
| Current Economic Scenario (CES) | 92.39 | 70.37 | 93.15 | 101.77 | 99.01 | 117.65 | 78.49 | 134.18 | 99.65 | 76.19 | 104.63 | 60.52 | 97.64 |
| Expected Economic Scenario (EES) | 145.12 | 126.30 | 131.80 | 137.40 | 127.33 | 144.69 | 112.71 | 206.55 | 181.17 | 149.36 | 140.99 | 124.21 | 151.10 |
| Employee Outlook (ECI) | 87.91 | 69.45 | 97.95 | 99.82 | 85.99 | 102.37 | 84.46 | 109.92 | 90.37 | 82.20 | 96.95 | 83.37 | 86.64 |
| Overall Consumer Confidence (CCI) | 107.03 | 86.71 | 107.16 | 112.34 | 102.89 | 120.35 | 91.15 | 145.00 | 120.62 | 102.71 | 113.32 | 87.82 | 110.80 |



Section 3a

PERSONAL ECONOMIC SITUATION





- Overall, only 17% of respondents believe that their financial condition is better now than it was 6 months ago. A significantly higher proportion of GCC residents (23%) believe that their financial condition is better now as compared to respondents in Levant and North Africa (10% and 13%, respectively). This is mainly due to Kuwait (35%), Qatar (34%) and Bahrain (31%). 60% of Egyptian residents state that their financial condition is worse now as compared to 6 months ago, the highest amongst any country in the MENA region.
- Overall, close to two-fifths (38%) expect their financial condition to improve in the next 6 months. This belief is significantly higher in the GCC (47%) as compared to other MENA regions (Levant: 33%, North Africa: 30%). The GCC countries where this view is higher include Qatar (63%), the UAE and Kuwait (both at 56%). Residents of Egypt seem more pessimistic about their future financial position, with 36% expecting it to get worse. This is followed by Jordan (25%).
- Majority of respondents (72%) expect the cost of living to increase in the next 6 months. This is higher in the Levant (81%) and in North Africa (76%) as compared to the GCC (66%). This sentiment is especially high in Jordan (88%), Tunisia (83%), Egypt (81%) and Algeria (79%).





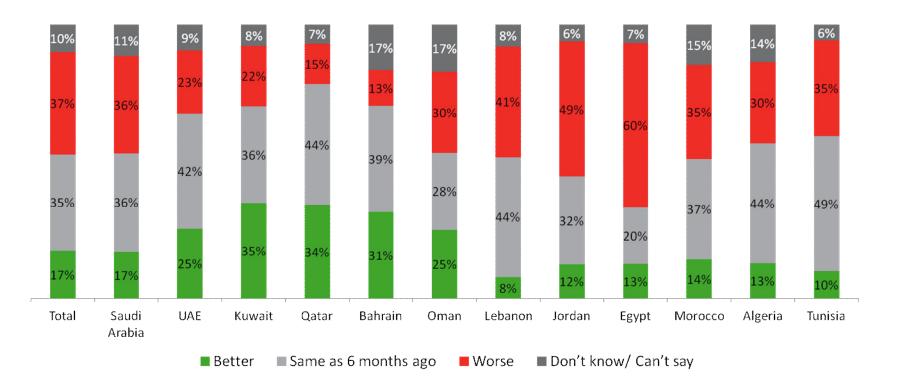
- More than half (55%) believe that their savings have decreased in comparison to last year, while only 15% believe the opposite. A lower proportion of CGG residents (48%) claim that, as compared to Levant and North Africa residents (62% and 61% respectively). A higher percentage of residents in Egypt (70%) and Jordan (62%) believe that their savings have decreased.
- Almost a third of respondents (31%) plan to buy at least one vehicle for personal use in the next 12 months. Amongst those planning to get a vehicle in the next 12 months, around half (48%) intend to get a new one, while 41% intend on purchasing a used one. GCC residents show a preference towards new cars, Levant residents towards used ones, while North Africa residents to both.
- Approximately a quarter of respondents (23%) plan to invest in property in the next 12 months. Respondents from GCC seem more likely to invest in property (28%) as compared to respondents from the Levant (15%) and from North Africa (20%). Qatar residents present the highest intention.



Personal Finance – Evaluation of Current Scenario

Q. Compared to 6 months ago, my or my family's current financial position is:

- ["] Overall, only 17% believe that their financial condition is better now than it was 6 months ago.
- [~] A significantly higher proportion of GCC residents (23%) believe that their financial condition is better now as compared to respondents in Levant and North Africa (10% and 13%, respectively).
- ["] This is mainly due to Kuwait (35%), Qatar (34%) and Bahrain (31%).
- 60% of Egyptian residents state that their financial condition is worse now as compared to 6 months ago, the highest amongst any country in the MENA region.

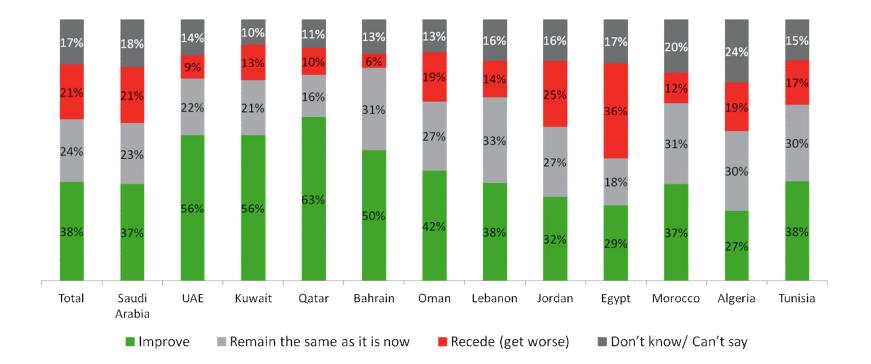




Personal Finance – Expectations for the Future

Q. In comparison to the current period, in the next 6 months I expect my or my family's financial position to:

- ["] Overall, close to two-fifths (38%) expect their financial condition to improve in the next 6 months.
- ^{""} This belief is significantly higher in the GCC (47%) as compared to other MENA regions (Levant: 33%, North Africa: 30%). The GCC countries where this view is higher include Qatar (63%), the UAE and Kuwait (both at 56%).
- Residents of Egypt seem more pessimistic about their future financial position, with 36% expecting it to get worse. This is followed by Jordan (25%).



Base: Total (2750), KSA (611), UAE (280), Kuwait (104), Qatar (147), Bahrain (54), Oman (64), Lebanon (64), Jordan (146), Egypt (573), Morocco (226), Algeria (391), Tunisia (71)





Q. In the next 6 months, I expect ...

- " Majority of respondents (72%) expect the cost of living to increase in the next 6 months.
- " This is higher in the Levant (81%) and in North Africa (76%) as compared to the GCC (66%).
- ["] This sentiment is especially high in Jordan (88%), Tunisia (83%), Egypt (81%) and Algeria (79%).

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|-----------------------------------|-------|-----------------|-----|--------|-------|---------|------|---------|--------|-------|---------|---------|---------|
| Base: | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Cost of living to increase | 72% | 73% | 61% | 62% | 56% | 74% | 45% | 67% | 88% | 81% | 58% | 79% | 83% |
| Cost of living to remain the same | 14% | 14% | 20% | 21% | 27% | 2% | 30% | 23% | 6% | 7% | 21% | 8% | 11% |
| Cost of living to decrease | 6% | 7% | 10% | 5% | 9% | 4% | 11% | 3% | 2% | 6% | 8% | 6% | - |
| Don't know / can't say | 8% | 7% | 8% | 13% | 7% | 20% | 14% | 6% | 4% | 6% | 13% | 7% | 6% |



Change in Savings

Q. In comparison to last year, my savings have:

- ["] More than half (55%) believe that their savings have decreased in comparison to last year, while only 15% believe the opposite.
- ⁷ A lower proportion of CGG residents (48%) claim that, as compared to Levant and North Africa residents (62% and 61% respectively).
- ⁷ A higher percentage of residents in Egypt (70%) and Jordan (62%) believe that their savings have decreased.

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|---------------------------|-------|-----------------|-----|--------|-------|---------|------|---------|--------|-------|---------|---------|---------|
| Base: | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Increased | 15% | 16% | 20% | 13% | 22% | 26% | 20% | 19% | 8% | 12% | 12% | 13% | 11% |
| Remained the same | 24% | 23% | 30% | 34% | 30% | 24% | 27% | 22% | 25% | 16% | 26% | 27% | 30% |
| Decreased | 55% | 53% | 46% | 40% | 40% | 46% | 47% | 58% | 62% | 70% | 52% | 54% | 54% |
| Don't know / Can't say | 6% | 7% | 5% | 13% | 8% | 4% | 6% | 2% | 5% | 3% | 9% | 7% | 6% |



Investment in Vehicle

Q. Do you plan to buy at least one vehicle for personal use in the next 12 months? Q. Which of the following types of vehicle would it be?

- ["] Almost a third of respondents (31%) plan to buy at least one vehicle for personal use in the next 12 months.
- ⁷⁷ Amongst those planning to get a vehicle in the next 12 months, around half (48%) intend to get a new one, while 41% intend on purchasing a used one.
- GCC residents show a preference towards new cars, Levant residents towards used ones, while North Africa residents to both.

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|-----------------------------|-------|-----------------|-----|--------|---------|------------------|------|---------|--------|-------|---------|---------|---------|
| Base: | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Yes | 31% | 28% | 40% | 33% | 44% | 57% | 44% | 28% | 32% | 22% | 30% | 34% | 17% |
| No | 53% | 55% | 44% | 51% | 44% | 26% | 42% | 56% | 53% | 62% | 50% | 50% | 72% |
| Don't know/Can't Say | 16% | 16% | 16% | 16% | 12% | 17% | 14% | 16% | 16% | 16% | 20% | 16% | 11% |
| | | | | | Type of | <u>f Vehicle</u> | | | | | | | |
| Base(Plan to buy): | 849 | 174 | 112 | 34 | 65 | 31 | 28 | 18 | 46 | 127 | 68 | 132 | 12 |
| New | 48% | 55% | 56% | 53% | 60% | 55% | 36% | 17% | 35% | 41% | 43% | 44% | 33% |
| Used | 41% | 32% | 38% | 41% | 37% | 35% | 50% | 67% | 50% | 47% | 46% | 45% | 42% |
| Combination of new and used | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Don't know/Can't say | 11% | 13% | 6% | 6% | 3% | 10% | 14% | 17% | 15% | 12% | 12% | 11% | 25% |



Investment in Property

Q. Do you plan to invest in property within the next 12 months?

- ["] Approximately a quarter of respondents (23%) plan to invest in property in the next 12 months.
- Respondents from GCC seem more likely to invest in property (28%) as compared to respondents from the Levant (15%) and from North Africa (20%).
- ["] Qatar residents present the highest intention.

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|----------------------|-------|-----------------|-----|--------|-------|---------|------|---------|--------|-------|---------|---------|---------|
| Base: | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Yes | 23% | 23% | 29% | 35% | 40% | 31% | 28% | 11% | 17% | 17% | 23% | 23% | 11% |
| No | 59% | 62% | 51% | 43% | 44% | 50% | 50% | 69% | 60% | 65% | 56% | 58% | 77% |
| Don't know/Can't Say | 18% | 15% | 20% | 22% | 16% | 19% | 22% | 20% | 23% | 17% | 20% | 19% | 11% |



Investment in Property – Type of Property

Q. What type of property are you planning to invest in?

Q. Which of the following types of property would it be?

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain (*) | Oman (*) | Lebanon (*) | Jordan | Egypt | Morocco | Algeria | Tunisia (*) |
|--|-------|-----------------|-----|--------|-------|----------------|-------------|----------------|--------|-------|---------|---------|----------------|
| | | | | | Kind | d of Proper | ty | | | | | | |
| Base (Plan to buy): | 637 | 139 | 82 | 36 | 59 | 17 | 18 | 7 | 25 | 100 | 53 | 91 | 8 |
| Apartment | 47% | 38% | 50% | 42% | 44% | 24% | 39% | 29% | 48% | 68% | 55% | 45% | 25% |
| Villa/ townhouse/ bungalow | 25% | 28% | 30% | 33% | 36% | 47% | 22% | 14% | 12% | 18% | 11% | 27% | - |
| Commercial property (office/ shop etc.) | 25% | 28% | 22% | 17% | 17% | 24% | 28% | 71% | 36% | 20% | 40% | 22% | 63% |
| Other | 11% | 14% | 10% | 19% | 8% | 6% | 22% | - | 16% | 5% | 4% | 12% | 13% |
| | | | | | Statu | us of Prope | rty | | | | | | |
| Base (Plan to buy): | 637 | 139 | 82 | 36 | 59 | 17 | 18 | 7 | 25 | 100 | 53 | 91 | 8 |
| New | 55% | 58% | 56% | 50% | 69% | 76% | 67% | 43% | 52% | 58% | 49% | 42% | 38% |
| Pre-owned | 27% | 22% | 32% | 39% | 25% | 6% | 22% | 14% | 32% | 23% | 32% | 31% | 25% |
| Combination of new and pre-owned | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Don't know/Can't say | 18% | 20% | 12% | 11% | 5% | 18% | 11% | 43% | 16% | 19% | 19% | 27% | 38% |





Q. Lastly, could you please tell us which of the following are you planning to invest in within the next 6 months? (Please tick all that apply)

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|-------------------------------|-------|-----------------|-----|--------|-------|---------|------|---------|--------|-------|---------|---------|---------|
| Base | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Furniture | 20% | 21% | 20% | 16% | 16% | 26% | 20% | 13% | 15% | 15% | 23% | 27% | 21% |
| Tablet or Smartphone | 18% | 16% | 21% | 14% | 20% | 9% | 16% | 17% | 14% | 15% | 23% | 24% | 15% |
| Desktop or Laptop | 18% | 18% | 25% | 13% | 23% | 22% | 8% | 22% | 14% | 14% | 21% | 19% | 13% |
| LCD or Plasma Television | 11% | 11% | 10% | 13% | 17% | 7% | 11% | 5% | 5% | 9% | 14% | 16% | 10% |
| Air Conditioner | 9% | 12% | 8% | 8% | 7% | 13% | 11% | 8% | 9% | 9% | 7% | 11% | 6% |
| Washing Machine | 9% | 9% | 12% | 8% | 10% | 9% | 13% | 8% | 3% | 7% | 11% | 11% | 10% |
| Refrigerator | 8% | 10% | 10% | 3% | 9% | 4% | 8% | 5% | 8% | 7% | 9% | 10% | 4% |
| Digital Camera | 6% | 5% | 9% | 7% | 10% | 15% | 5% | 2% | 2% | 3% | 11% | 7% | 4% |
| Cooking Range | 5% | 7% | 8% | 4% | 8% | 4% | 6% | 5% | 2% | 3% | 5% | 5% | 1% |
| Vacuum Cleaner | 5% | 6% | 9% | 5% | 5% | 6% | 6% | 2% | 7% | 3% | 2% | 3% | 3% |
| Normal or Digital Camcorder | 4% | 3% | 3% | 3% | 3% | 6% | 2% | - | - | 4% | 9% | 6% | 1% |
| Clothes Dryer | 3% | 5% | 6% | 4% | 3% | 6% | 3% | 6% | 5% | 2% | 2% | 3% | - |
| Home Theatre System | 3% | 4% | 8% | 4% | 9% | 6% | 2% | 2% | 1% | 1% | 3% | 2% | 1% |
| Normal Color Television | 3% | 3% | 2% | 1% | 1% | 2% | 2% | 3% | 3% | 2% | 4% | 6% | 1% |
| DVD or VCD Recorder or Player | 2% | 3% | 3% | 2% | 4% | 6% | - | 2% | 1% | 1% | 4% | 2% | - |
| Other | 9% | 8% | 9% | 5% | 7% | 2% | 9% | 9% | 15% | 10% | 8% | 8% | - |



Section 3b

COUNTRY'S ECONOMIC SITUATION





- Almost 1 in 2 respondents (47%) believe that their country's economy has gotten worse compared to 6 months earlier, while only 17% believe the opposite. Those from North Africa and the Levant are more negative about their country's economy, with 59% and 57% respectively stating that it has receded (GCC: 33%). A significantly higher proportion of respondents from Egypt (75%) followed by Jordan residents (66%) believe that their country's economy has gotten worse.
- Just over a third (35%) of respondents expect the economy in their country of residence to improve in the next 6 months, while 29% expect the opposite. Those living in the GCC and especially UAE residents are more optimistic about their country's future economy (GCC: 44%, UAE:58%) as compared to those living in the Levant (24%) and in North Africa (27%).
- Only 7% believe that the present business conditions are very good, while 18% think that the business conditions are good. A significantly higher proportion of respondents from GCC are positive about the current business conditions (very good/ good: 35%) in comparison to respondents from the Levant (very good/ good: 16%) and North Africa (very good/ good: 13%). Residents in Egypt (bad/ very bad: 59%) and Jordan (bad/ very bad: 56%) seem more pessimistic.
- Overall, 46% of MENA residents expect the business conditions to get better within the next year. GCC residents and especially those living in the UAE (72%) and in Oman (65%), are more optimistic about the future business conditions in their country of residence (GCC: 54%, Levant 34%, North Africa: 36%).





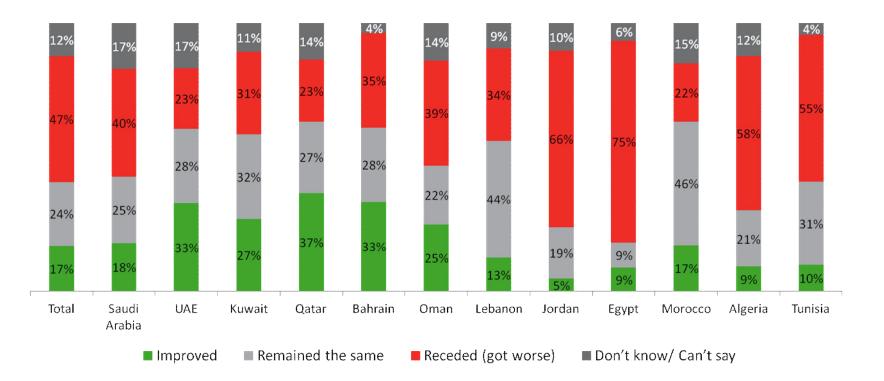
- 38% believe that there are few jobs available across few industries, while 23% state that there are few jobs available across various industries.
- Generally, respondents seem somewhat negative about the future availability of jobs in their country with 32% of them expecting the number of jobs available in the next 6 months to decrease. This belief is higher amongst Levant and North Africa residents (38% and 36% respectively) in comparison to the GCC (28%).



Country's Economy – Evaluation of Current Scenario

Q. Compared to 6 months earlier, my country's economy has:

- ⁷ Almost 1 in 2 respondents (47%) believe that their country's economy has gotten worse compared to 6 months earlier, while only 17% believe the opposite.
- ^{""} Those from North Africa and the Levant are more negative about their country's economy, with 59% and 57% respectively stating that it has receded (GCC: 33%).
- ^{""} A significantly higher proportion of respondents from Egypt (75%) followed by Jordan residents (66%) believe that their country's economy has gotten worse.

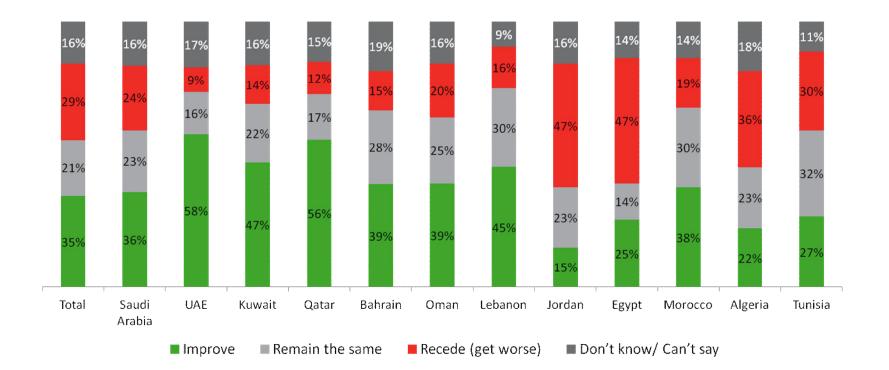




Country's Economy – Expectations for the Future

Q. In comparison to the current period, in the next 6 months I expect my country's economy to:

- ["] Just over a third (35%) of respondents expect the economy in their country of residence to improve in the next 6 months, while 29% expect the opposite.
- ⁷ Those living in the GCC and especially UAE residents are more optimistic about their country's future economy (GCC: 44%, UAE:58%) as compared to those living in the Levant (24%) and in North Africa (27%).



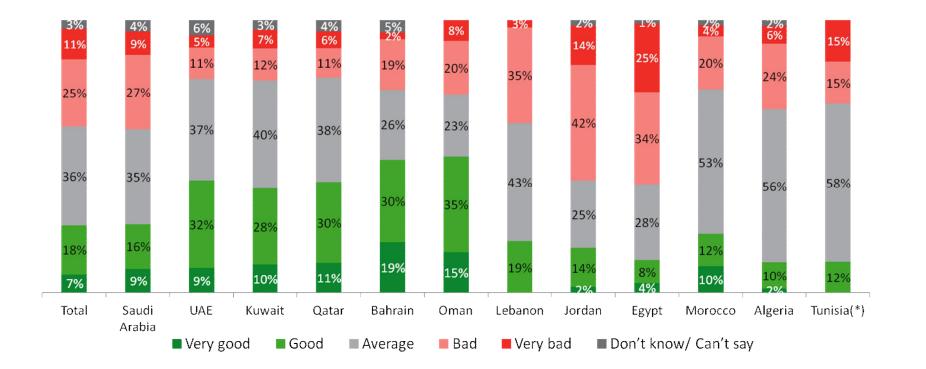
Base: Total (2750), KSA (611), UAE (280), Kuwait (104), Qatar (147), Bahrain (54), Oman (64), Lebanon (64), Jordan (146), Egypt (573), Morocco (226), Algeria (391), Tunisia (71)



Present Business Conditions

Q. Overall, presently business conditions in my country of residence are...

- ⁷ Only 7% believe that the present business conditions are very good, while 18% think that the business conditions are good.
- A significantly higher proportion of respondents from GCC are positive about the current business conditions (very good/ good: 35%) in comparison to respondents from the Levant (very good/ good: 16%) and North Africa (very good/ good: 13%).
- ["] Residents in Egypt (bad/very bad: 59%) and Jordan (bad/very bad: 56%) seem more pessimistic.



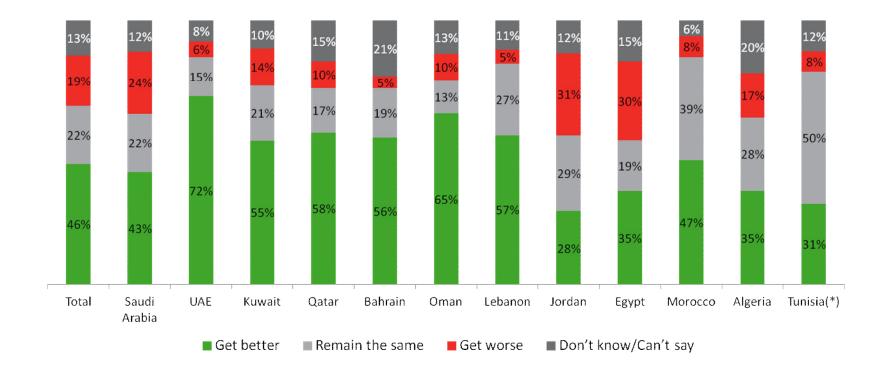
Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)



Expectations of Future Business Conditions

Q. In a year's time, I expect the business conditions to:

- ["] Overall, 46% of MENA residents expect the business conditions to get better within the next year.
- ⁷ GCC residents and especially those living in the UAE (72%) and in Oman (65%), are more optimistic about the future business conditions in their country of residence (GCC: 54%, Levant 34%, North Africa: 36%).



Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)



Current Availability of Jobs

Q. Which of the following best describes your opinion on the current availability of jobs in your country of residence:

² 38% believe that there are few jobs available across few industries, while 23% state that there are few jobs available across various industries.

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|---|-------|-----------------|-----|--------|-------|---------|------|---------|--------|-------|---------|---------|---------|
| Base | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| There are few jobs available across few industries | 38% | 35% | 28% | 20% | 24% | 26% | 38% | 50% | 46% | 48% | 40% | 37% | 51% |
| There are few jobs available across various industries | 23% | 24% | 23% | 27% | 23% | 20% | 14% | 16% | 25% | 21% | 25% | 26% | 30% |
| There are plenty of jobs available but across a few industries only | 13% | 12% | 20% | 18% | 24% | 17% | 17% | 6% | 10% | 12% | 9% | 14% | 6% |
| There are plenty of jobs available across various industries | 10% | 14% | 15% | 17% | 15% | 15% | 16% | 8% | 5% | 6% | 10% | 6% | - |
| Don't know/ Can't say | 15% | 16% | 14% | 17% | 14% | 22% | 16% | 20% | 14% | 13% | 16% | 16% | 14% |



Future Availability of Jobs

Q. In the next 6 months, the number of jobs available in my country will....

["] Generally, respondents seem somewhat negative about the future availability of jobs in their country with 32% of them expecting the number of jobs available in the next 6 months to decrease.

["] This belief is higher amongst Levant and North Africa residents (38% and 36% respectively, GCC: 28%).

| | Total | Saudi Arabia | UAE | Kuwait | Qatar | Bahrain | Oman | Lebanon | Jordan | Egypt | Morocco | Algeria | Tunisia |
|----------------------|-------|-----------------|-----|--------|-------|---------|------|---------|--------|-------|---------|---------|---------|
| Base: | 2750 | 611 | 280 | 104 | 147 | 54 | 64 | 64 | 146 | 573 | 226 | 391 | 71 |
| Increase | 24% | 25% | 40% | 31% | 36% | 35% | 20% | 19% | 10% | 19% | 30% | 17% | 7% |
| Remain the same | 27% | 24% | 21% | 31% | 27% | 20% | 28% | 38% | 34% | 28% | 28% | 28% | 39% |
| Decrease | 32% | 37% | 20% | 14% | 20% | 17% | 30% | 31% | 42% | 36% | 25% | 40% | 39% |
| Don't know/Can't say | 16% | 14% | 19% | 24% | 18% | 28% | 22% | 13% | 15% | 17% | 16% | 15% | 14% |



Section 3c







- 39% of respondents state that the number of employees in their company has decreased in comparison to 6 months ago, while 24% believe that it has increased. A somewhat higher proportion of GCC residents (28%) claim that this number has increased as compared to Levant (21%) and North Africa (19%). This is mainly due to Kuwait (42%).
- 26% of respondents expect the number of employees in their company to decrease in the next 6 months, while about the same proportion (29%) expect the opposite. GCC residents are significantly more optimistic (34%) in comparison to Levant and North Africa residents (both at 24%). Those living in the UAE (47%) are the most positive, followed by Qatar residents (44%) and Kuwait residents (42%).
- 46% claim that they are satisfied with the career growth opportunities in their current job, while a third state the opposite. Lebanon residents seem the least satisfied in this aspect.
- 45% of employed respondents are dissatisfied with their current compensation. Dissatisfaction levels tend to be higher amongst residents of Levant and North Africa (54% and 53% respectively vs. 39% in GCC).





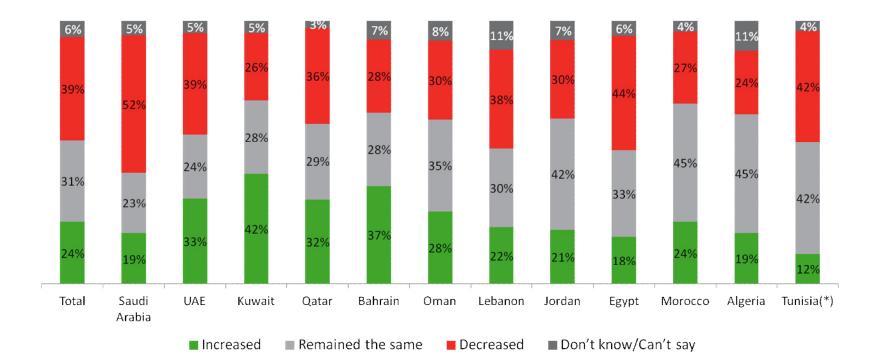
- 45% respondents are satisfied with the non-monetary benefits they receive at their current job, while 37% claim to be unsatisfied in this aspect. GCC residents present higher satisfaction levels (50% vs. 38% in Levant and 40% in North Africa). Egypt residents seem to be the least satisfied.
- 44% are satisfied with the job security in their current organization, while 37% claim to be unsatisfied.



Change in Number of Employees

Q. In comparison to 6 months ago, the number of employees in the organization where I work has:

- 39% of respondents state that the number of employees in their company has decreased in comparison to 6 months ago, while
 24% believe that it has increased.
- A somewhat higher proportion of GCC residents (28%) claim that this number has increased as compared to Levant (21%) and North Africa (19%).



["] This is mainly due to Kuwait (42%).

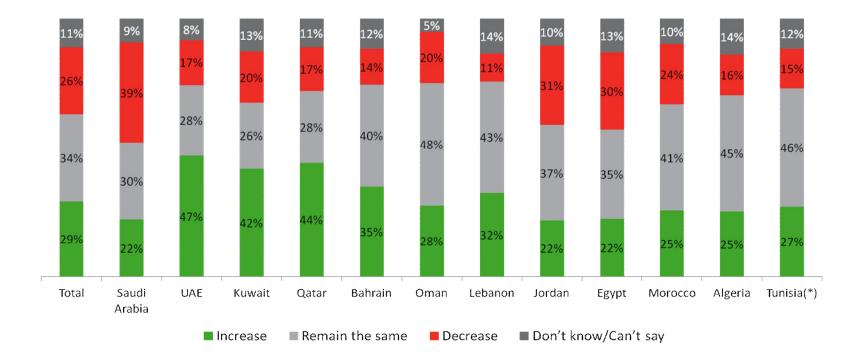
Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)



Expected Change in Number of Employees

Q. In the next 6 months, I expect the number of employees in my organization to:

- ["] 26% of respondents expect the number of employees in their company to decrease in the next 6 months, while about the same proportion (29%) expect the opposite.
- ["] GCC residents are significantly more optimistic (34%) in comparison to Levant and North Africa residents (both at 24%).
- ⁷ Those living in the UAE (47%) are the most positive, followed by Qatar residents (44%) and Kuwait residents (42%).



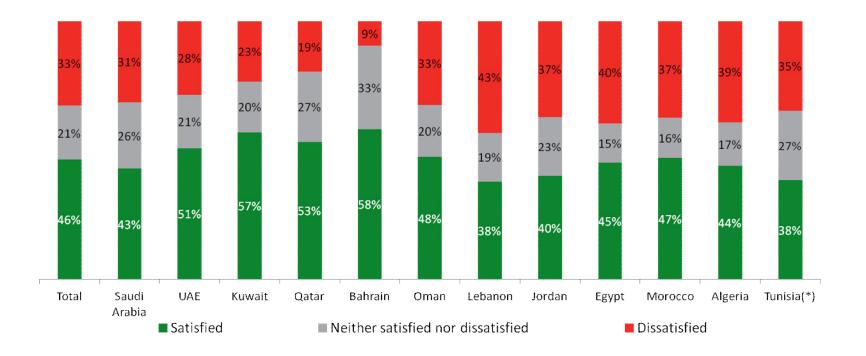
Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)



Satisfaction Levels: Career Growth Opportunities

Q. On an overall level, how satisfied are you with the following attributes related to your job?

46% claim that they are satisfied with the career growth opportunities in their current job, while a third state the opposite.
 Lebanon residents seem the least satisfied in this aspect.



Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)

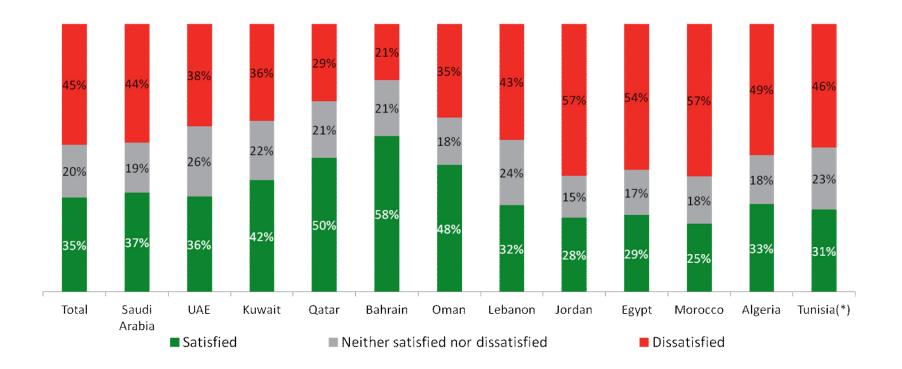


Satisfaction Levels: Current Compensation (Salary & Allowances)

Q. On an overall level, how satisfied are you with the following attributes related to your job?

["] 45% of employed respondents are dissatisfied with their current compensation.

⁷ Dissatisfaction levels tend to be higher amongst residents of Levant and North Africa (54% and 53% respectively vs. 39% in GCC).



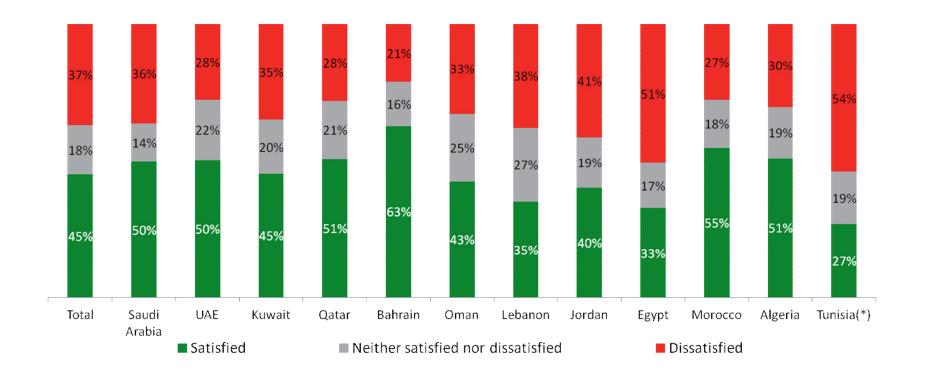
Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)



Satisfaction Levels: Non-monetary Benefits

Q. On an overall level, how satisfied are you with the following attributes related to your job?

- 45% respondents are satisfied with the non-monetary benefits they receive at their current job, while 37% claim to be unsatisfied in this aspect.
- ["] GCC residents present higher satisfaction levels (50% vs. 38% in Levant and 40% in North Africa).
- " Egypt residents seem to be the least satisfied.



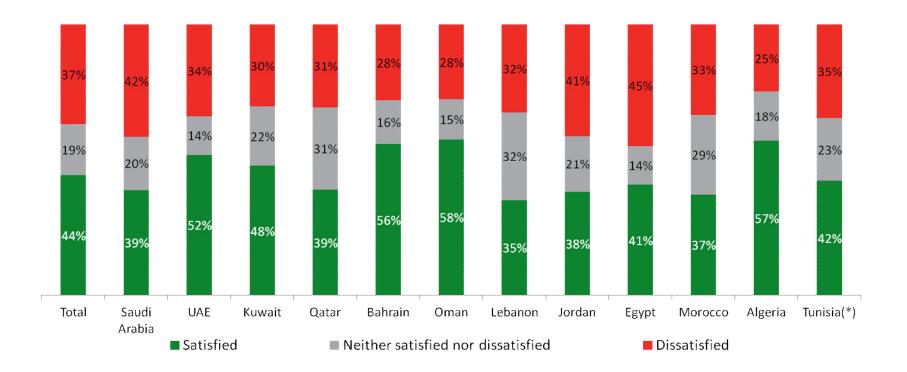
Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)



Satisfaction Levels: Job Security

Q. On an overall level, how satisfied are you with the following attributes related to your job?

^{44%} are satisfied with the job security in their current organization, while 37% claim to be unsatisfied.



Base: Those employed (1677), KSA (404), UAE (218), Kuwait (86), Qatar (118), Bahrain (43), Oman (40), Lebanon (37), Jordan (97), Egypt (358), Morocco (51), Algeria (186), Tunisia (26)

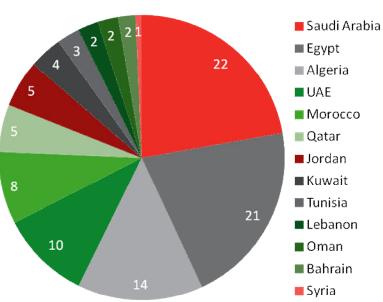


Section 4

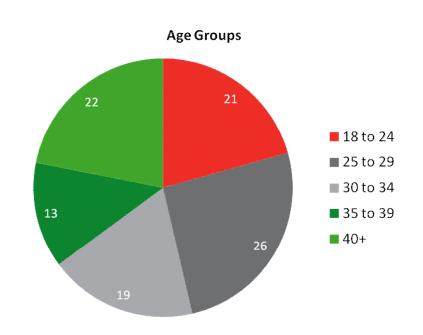
DEMOGRAPHICS



Respondent Profile 1/4 – Personal



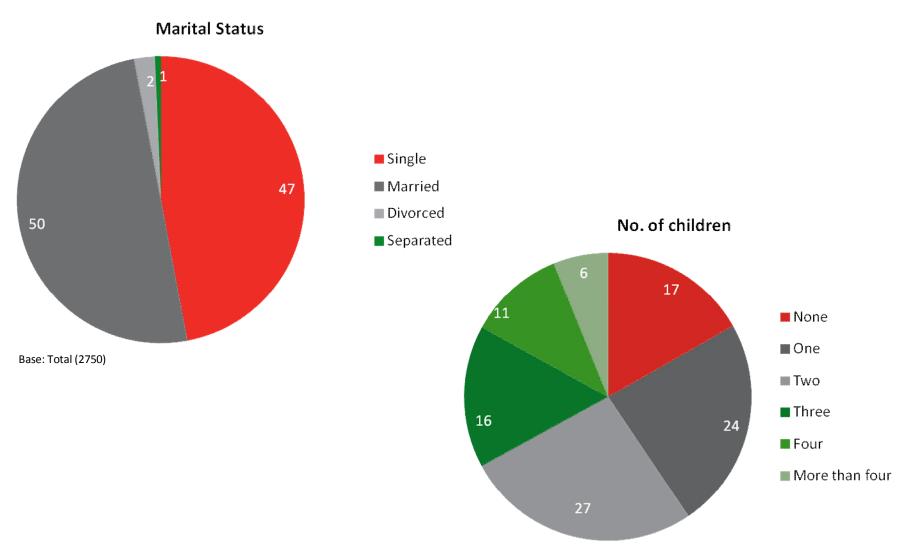
Country of residence





Base: Total (2750) All in %

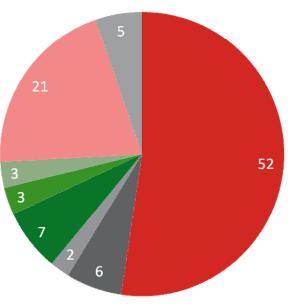
Respondent Profile 2/4 – Personal



Base: Those Married/Divorced/Separated/Widowed (1460)



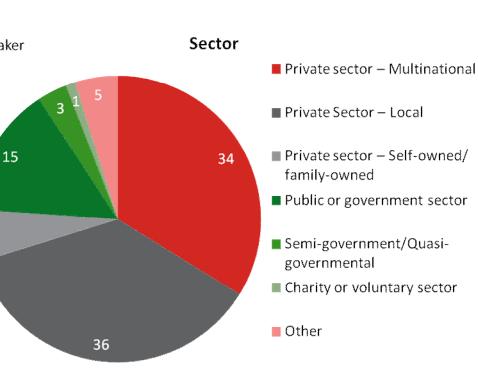
Respondent Profile 3/4 – Professional



Base: Total (2750)

Work Status

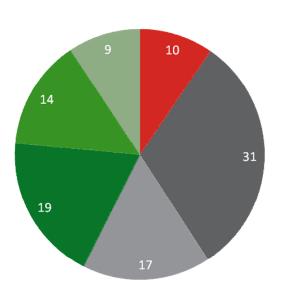
- Working full time
- Working part time (8 to 29 hrs/wk)
- Working part time (< 8 hrs/ w
- Full-time student
 Retired
 Full-time homemaker
 Unemployed
 Other
 31
 6



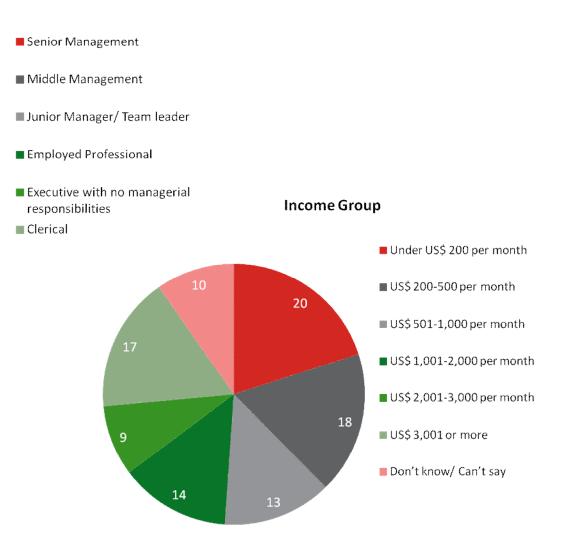
Base: Those employed (1677)



Respondent Profile 4/4 – Professional



Seniority





Base: Those employed (1677) All in %

Thank You



