

## The Saudi Arabian Paradox – Opportunities & Challenges in the KSA Energy Infrastructure Market, 2008

### About the report

The Kingdom of Saudi Arabia (KSA) is the most exciting energy infrastructure market in the Middle East today. This in-depth market analysis gives existing and potential investors and operators insights into the dynamic KSA energy infrastructure market, highlighting the main opportunities, challenges, trends, and key success factors.

The report highlights a number of key findings, including the market presenting a paradox to the business community. "There is a fantastic investment opportunity, but also significant challenges," said Contax CEO Paul Eccleston. "There are considerable growth opportunities for Refining and Petrochemical projects in a market where project capex will top \$119 billion during 2007-2009. However, there are also challenges – around talent, resource availability, and brand identity."

### Report Benefits

This study is unique because it combines first-hand insights from business leaders and decision-makers at 21 national and international organisations actively working in or trying to enter the market (from in-depth interviews conducted in Q4 2007) with expert opinions from Contax consultants across a number of business-critical research areas. As well sharing a number of illuminating insights, this report provides recommendations for success for foreign companies, including new entrants.

### Report topics

- Key drivers for investment
- Size of market and growth opportunities
- Importance of a physical local presence
- Key success factors for winning projects
- Operational pain points
- Perceptions of KSA by outsiders
- Risk areas for project delivery
- Attitudes to Saudisation
- Challenges for new entrants
- Key success factors for foreign investors and operators
- Energy project pipeline

### About Contax Group

Established in 1985, Contax is a leading research and management consultancy specialising in GCC energy and infrastructure projects. The company offers an unparalleled set of professional services around business advisory, market insights, and business development to support clients' Middle East strategies. Contax works with decision makers and business leaders across the entire supply chain in the oil, gas, petrochemical, infrastructure, construction, metals, mining, power, and water industries. [www.contaxgroup.com](http://www.contaxgroup.com)