



# Investing in the Middle East and North Africa (MENA) Region: Fast Track Opportunities for Growth

*Sohail Jaffer, Kamar Jaffer*

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In order to provide the most comprehensive and in-depth analysis, the book is made up of contributions from over 50 leading practitioners in their field so that they could share their knowledge and experience. Using their valuable insights, this book will guide you through the regional opportunities and challenges. The book covers a range of topics including an in depth economic analysis, the importance of sovereign wealth funds, the evolution of family offices, emergence of regional financial centres and securities exchanges, increasing number of infrastructure projects and the growing demand for wealth management and alternative investments. It is a time of perhaps unprecedented economic opportunities and challenges for the Middle East and North Africa (MENA). If the economies of the MENA region decisively harness the opportunities that have been created by the Arab Spring, they will potentially pave the way for a new phase of vibrant economic expansion led by a young, dynamic and aspirant private sector. Signs so far show that MENA is seizing those opportunities. Economic activity has shown high growth rates since the onset of the global financial crisis which is supported by accelerated government spending and large-scale infrastructure investment. The economies of the broader MENA region also have low levels of debt compared with Europe, Japan and the US. However, there are still structural weaknesses that have to be addressed. The book is divided into seven parts: Part 1 – Powering the global recovery. Part 2 – Regional financial hubs as catalysts for growth. Part 3 – Regional capital markets. Part 4 – MENA mergers and acquisitions, project finance and infrastructure investments. Part 5 – MENA wealth management. Part 6 – MENA Islamic banking and finance. Part 7 – MENA telecommunications and energy. Investing in MENA provides expert insights and pragmatic perspectives into one of the fastest growing regions (Middle East North Africa, MENA) where there are very few worthwhile publications available on this region. Unique expertise of prominent market practitioners on MENA region is found in a single publication whereby Authors are leading experts in their field and have shared their knowledge, insights and practical experience of doing business in the region; each chapter imparts valuable information. The book is a practical compendium on a broad range of topics and an excellent reference source of data. This unique publication is a must read for both issuers and investors in the OECD world and the fast growing Emerging Markets (especially the BRICs) who are interested in increasing their business and growing their regional market share. The book will help readers to Gain a better understanding of the economic, financial and regulatory landscape and how best to participate and connect with the issuers and investors in the region.

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