



United Arab Emirates (UAE)

Cyber Security Market



The potential value of the UAE cyber security market is high

- The Middle Eastern cyber security market is valued at \$23 billion.¹
- The UAE makes up 41.5 percent of Middle Eastern security software maintenance and license revenue.²
- UAE military expenditures were estimated at \$19.2 billion in 2011.³
- IMF projected 4% GDP growth in 2013.
- The UAE is connected.
- The government has recognized the need for cyber security.
- Growth is expected to continue.

Recent developments are driving demand for cyber security in the UAE

- Attacks on government websites
- Attacks on major oil & gas companies in the region
- Investment in high tech defense platforms
- Increasing connectivity
- Establishment of the UAE Computer Emergency Response Team (aeCERT) and the National Electronic Security Authority (Nesa)

US – UAE relations support American companies engaging in the UAE cyber security market

- Bilateral defense cooperation
- US Government is assisting the UAE in addressing the threat of cyber security attacks from Iran
- US – UAE Trade and Investment Framework Agreement (TIFA) established in 2004
- US exports to the UAE (2012) = \$22.5 billion (predominately high value goods)

Potential Challenges

- Requirements for local national ownership and sponsorship of businesses in the UAE.
- Offset requirements
- Personal relationship and language requirements
- Legal system
- Intellectual property rights protection
- Competition

Strengths

- Anticipated GDP and defense spending growth
- Government recognition of the need for cyber security
- Close defense relationship with USA

Opportunities

- Public and private sector opportunities
- Internet and data security, biometrics, infrastructure protection, user rights management

Weaknesses

- Limited transparency in government spending and procurement
- Conditions in government contracts

Threats

- Limitations in intellectual property rights protection
- Competition from global technology companies already engaged in the UAE market