



## News Insight Consulting

### *Middle East and Africa*

November 2016

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The "News Insight Consulting" newsletter aims at collecting news and developing insights on management consulting firms in the Middle East and Africa.

Infomineo gathers insights covering consulting firms' strategic plans: expansion projects, M&A, partnerships, latest nominations, publications and events across countries of the region.

If you want to know more about [Infomineo](#) please send an e-mail to [info@infomineo.com](mailto:info@infomineo.com) and our partners will answer within a few hours.



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## Consulting firms' footprint in Middle East - 2nd Edition

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**Benchmarking key strategy consulting firms' footprint in Middle East - 2nd Edition**

Infomineo conducted an analysis of the leading strategy consulting firms' footprint in Africa.

For this purpose, a benchmark of the eight largest management consulting firms has been conducted, including McKinsey & Company, Bain & Company, The Boston Consulting Group, A.T Kearney, Roland Berger Strategy Consultants, Strategy& (formerly Booz & Company), Oliver Wyman and Booz Allen Hamilton (New for 2016). The research covered all types of functions and roles including Partners, Consultants, Research, Knowledge & Analytics, Support/ Internal Services, and others.

Infomineo's research covered all the Middle East region, with a focus on Bahrain, Egypt, Saudi Arabia, Kuwait, Lebanon (new for 2016), Qatar and UAE.

Discover the key results of the study in the attached presentation and contact Martin Tronquit for the detailed analysis ([Martin.tronquit@infomineo.com](mailto:Martin.tronquit@infomineo.com)).

[Benchmarking the key strategy consulting firms footprint in Middle East -  
Extract](#)

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## Publications and Events

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### **Sustainable customer analytics essential for Egyptian retailers to maintain competitiveness: Booz Allen Hamilton**

- The report, titled "Next Generation Retailers: Power Up Your Analytics", sheds light on how data analytics can be incorporated into a company's business processes in Egypt to benefit from internal and external data.
- Conditions in Egypt are indicating a favorable environment for growth in the retail sector.
- The report states that there is immense pressure on retailers brought on by changing shopper dynamics, which retailers must understand and adapt to.

[Read more – Daily News Egypt](#)

### **Fresh approaches for unlocking PE deals in Africa: Boston Consulting Group**

- To some skeptics, Africa's market for private equity investment is starting to resemble a bubble.
- 12 private equity funds based in Africa, managing a combined \$1bn, existed in the early 1990s. By the end of 2015, there were more than 200, with \$30bn in assets.
- The growth has come too fast: too much money is chasing too few sound investments, pushing up prices of corporate assets.
- Despite the region's economic challenges, Africa remains one of the world's most promising growth opportunities for funds that have the right strategies and that can adapt to the evolving market.
- Too many private equity investors are pursuing the same kind of target with the same kind of deal structure; to fully capture Africa's opportunities and achieve high returns, funds must consider a wider range of targets that are currently off their radar.

[Read more – Private Equity International](#)

### **42% of Nigerians use internet banking: KPMG**

- The firm revealed this in a survey titled "KPMG Africa Banking Industry Retail Customer Satisfaction Survey".
- Despite the fact that there are 148 million mobile telephone subscribers in the country, only 42% of Nigerians still have access to online banking platforms.
- 77% of Nigeria's banking customers now use social media for personal reasons.
- Nigeria's banks have largely failed to translate an existing passion for the internet and social media into an increased adoption of internet and mobile banking solutions; introducing these customers to alternative channels should be a top priority for Nigeria's banks.

[Read more – Nigerian Tribune](#)

### **New report outlines the potential for Africa's economies and what needs to be done: McKinsey & Co**

- Between 2010 and 2015, Africa's overall GDP growth averaged just 3.3%, considerably weaker than the 4.9% a year between 2000 and 2008.
- Future growth is likely to be underpinned by factors including the most rapid urbanization rate in the world and, by 2034, a larger working-age population than either China or India.
- Despite recent shocks and challenges, spending by Africa's consumers and businesses already totals \$4 trillion annually, and is growing rapidly.

- Africa could nearly double its manufacturing output to \$930 billion in 2025 from \$500 billion today, provided countries take decisive action to create an improved environment for manufacturers.
- While the potential that Africa offers is undoubted, the question remains: will it be achieved? Businesses and governments will need to work harder to capture the opportunity.
- The study establishes six key priorities for governments, among which: aggressively diversify the economy, accelerate infrastructure development, and deepen regional integration.

[Read more – McKinsey & Co](#)

### **UAE retail sector margins under pressure: AT Kearney**

- The UAE retail sector is facing a tough time as margins are under pressure driven by lower oil prices, decline in Russian and Chinese tourists and fall in consumer disposable incomes.
- According to AT Kearney, the pace of growth in the UAE retail market has slowed a bit, which is a sign of a maturing market.
- The slowdown will continue in the short-term, as the drop in tourism from Russia and China this year continues to impact luxury retailers.
- Even if oil comes back to the levels achieved over the past 10 years, the profits in retail will not be the same again.

[Read more – Arabian Business](#)

### **UAE, Saudi insurance sectors stay resilient: EY**

- The UAE and Saudi insurance markets have remained resilient despite ongoing economic uncertainty, highlighting the potential for insurance growth in the Middle East.
- Both of these markets' insurance sectors are going through structural evolution with the introduction of stronger regulations, aided by a welcome shift towards the right level of technical pricing.
- Even though the drop in the price of oil has introduced new vulnerabilities across the wider region, in the long-term, rapid urbanization, growth in the middle class, and the use of mobile technologies, offer the potential for faster growth for insurers.
- Enforcement of regulations to eradicate fraud, corruption and other abuses will be critical for the increased growth of this sector, as will be enhanced efforts towards educating consumers.

[Read more – Trade Arabia](#)

## Blockchain can transform UAE's financial sector: Booz Allen Hamilton

- Blockchain technologies have the potential to revolutionize the rapidly growing financial services sector in the UAE and the broader GCC region.
- The technology could have many useful applications, including in retail payments infrastructure, remittances, trade finance and syndicated loans, capital markets, and compliance activities such as Know Your Customer.
- Booz Allen Hamilton identifies a number of specific opportunities in the financial services sector to shape and drive blockchain adoption, and recommends how the region can best organize and co-ordinate efforts for future research and development.
- It also outlines how central banks could lead this initiative by supporting broader issues on regulation and knowledge sharing, as well as encouraging commercial banks to work together.

[Read more – Trade Arabia](#)

## Infrastructure pulling is a factor for investment in Ethiopia: EY

- The massive investment on infrastructure in Ethiopia is a key factor in attracting private investment to the country.
- Ethiopia has become one of the top countries in the world in infrastructure investing over the past three years.
- The newly inaugurated Addis Ababa-Djibouti Railway Line will have a large impact in its contribution to economic transformation and important reduction on transport costs.
- The construction of the Great Ethiopia Renaissance Dam is another huge investment that the country has embarked on, which would significantly contribute to the development of industry as well as regional integration and cooperation with other countries.

[Read more – Ethiopian News Agency](#)

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## Expansion, M&A, Nomination

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### Accenture to acquire Kurt Salmon; terms not disclosed

- Accenture has entered into an agreement to acquire Kurt Salmon, a leading global strategy consulting firm focused on the retail industry and a subsidiary of Management Consulting Group.
- The acquisition will expand Accenture Strategy's capabilities in delivering end-to-end strategy consulting services to top retailers and private equity firms in a world disrupted by digital.
- Completion is subject to regulatory approvals, approval of the transaction by Management Consulting Group's shareholders and other customary closing conditions.

[Read more – Nasdaq](#)

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## Partnerships & Projects

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### **Dubai-Abu Dhabi Hyperloop to be studied by Hyperloop One, McKinsey & Co. and the Bjarke Ingels Group**

- US-based pioneering mobility company Hyperloop One, has signed an agreement with Dubai's Roads and Transport Authority to study high-speed routes that will reduce travel time between Abu Dhabi and Dubai to 12 minutes from the present two-hour drive.
- With this deal, the UAE is one step closer to being the world's first location for a new form of high-speed transport, the Hyperloop, which could be completed within the next five years.
- Hyperloop One will work with McKinsey & Co. and the Bjarke Ingels Group on the development of the feasibility study.

[Read more – Trade Arabia](#)

### **Etisalat Digital and Accenture sign MOU to lead digital transformation in the MENA region**

- Etisalat, through its newly established Etisalat Digital, have signed a memorandum of understanding (MOU) with Accenture to collaborate in the digital solutions arena to enable ICT and digital transformation in the MENA region.
- The two parties will work together combining Etisalat Digital's technology platforms and solutions with Accenture's business knowledge, solutions and expertise to deliver leading capabilities, assets and technologies.

- This commercial agreement will allow Etisalat and Accenture to provide large enterprise clients with end-to-end digital solutions and guide them through a transformational process from design to rapid delivery resulting in tangible business results.

[Read more – Accenture](#)

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