

INVESTING IN GAMING IN THE UAE



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THE GAMING SECTOR CONSISTS OF A WIDE RANGE OF SEGMENTS

NON EXHAUSTIVE

Cloud Gaming

Cloud gaming is a streaming service that provides high-quality content at the cost of internet bandwidth and server capacity.

Examples: Steam, Xbox cloud gaming, etc.

PC Gaming

PC gaming is a method of playing video games on a computer with its input devices such as keyboard, mouse, joystick, etc.

Examples: Counter-Strike: Global Offensive, Lost Ark, etc.

Tablet Gaming

Tablet gaming is method of playing games on electronic tablets. They are one of the popular options due to larger screen, good battery life and improved processing power.

Examples: Minecraft, Fruit ninja, etc.

Esports Gaming

Esports, or electronic sport is an organized competitive video gaming. It primarily involves teams competing against each other in tournaments of traditional sports.

Example: FiFAe World Cup, Fortnite, etc.

VR & AR Gaming

VR (Virtual Reality) gaming is a method of playing with virtual reality (VR) technology that gives players a truly immersive, first-person perspective of game action. AR (Augmented Reality) gaming is the integration of game visual and audio content with the user's environment in real time.

Example: Pokemon GO (AR) and Half-Life: Alyx (VR)

Console Gaming

Console games are more commonly referred to as video games. They are played on a device specially made for game play called a video game console. The player interacts with the game through a controller, a hand-held device with buttons and joysticks or pads.

Example: Xbox, PlayStation and Wii

Mobile gaming

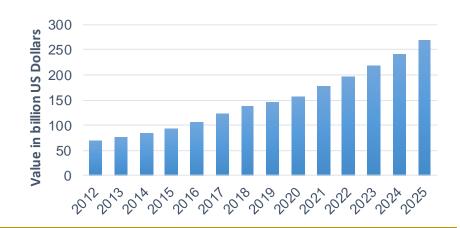
Mobile games are online video games that may be connected to the internet and are specifically designed for mobile devices. Mobile games range from basic (like Snake on older Nokia phones) to sophisticated and smart (3D and augmented reality games).

Example: PUBG Mobile, Candy Crush Saga, etc.

GLOBAL GAMING INDUSTRY OVERVIEW

- The global gaming market was valued at \$198.40 billion in 2021, and it is expected to reach a value of \$339.95 billion by 2027, registering a CAGR of 8.94% over 2022-2027.
- Between **2015 to 2021**, a total of **\$87.73 billion** has been invested across **4,783 deals** in the global gaming industry. **2020** recorded the **highest** amount of funding, accumulating a total of **\$24.72 billion** across **627 deals**.
- Due to nationwide lockdowns implemented because of the COVID-19 pandemic, some people turned to game platforms to pass the time. Thus, these platforms attracted hundreds and thousands of new visitors to online traffic.
- The gaming industry has increased by half a billion players between 2018-2021, totalling 2.7 billion people globally. Accenture predicts more than 400 million new gamers by the end of 2023.
- New demographics are being added to the gaming industry with **60%** being women and **30%** being under 25 year olds.
- The newly added 500 million diverse gamers between the period of 2018 2021, was mainly studied to be fueled by mobile gaming adoption and desire for social experiences.
- Asia Pacific holds the largest market share China, Japan, and the United States are considered as the largest gaming markets.
- Gamers spend an average 16 hours a week playing, 8 hours a week watching or
 participating in game stream and 6 hours a week interacting in game forums and
 communities. These social interaction are one of the key drivers behind online
 gaming's growth.

Global Gaming Market Size 2012-2025



Investment in Gaming 2015-2021 (in Billion)



Source: Mordor Intelligence and Investera

GLOBAL GAMING INDUSTRY OVERVIEW

- The emergence of new gaming platforms and changing demographics are pushing gaming businesses away from being product-centric to becoming experience-oriented platforms.
- Companies like Microsoft, Nintendo, Twitch, and Activision have all reached new heights in player investment.
- In **April 2020**, Microsoft reported that subscribers to **Xbox Game Pass**, a Netflix-like subscription service, topped **10 million**.
- Game developers are continually striving to enhance the gaming experience by launching and rewriting codes for diverse console/platforms, such as PlayStation, Xbox, and Windows PC, incorporated into a standalone product provided to gamers through a cloud platform.
- The rising internet connectivity, increasing adoption of smartphones, and the advent of high bandwidth network connectivity, such as 5G, have further increased the demand of the gaming market across the globe.
- Cloud gaming services focus on leveraging hyper-scale cloud capabilities, streaming media services, and global content delivery networks to build the next generation of social entertainment platforms.



GAMING INDUSTRY FUTURE TRENDS

Spike in demand for AR/VR Gaming

- Reports estimate that the AR/VR gaming market could reach a staggering \$26 billion by 2026.
- Since traditional gaming companies like Sony and Electronic Arts began to splurge on AR/VR, they have seen a steep rise in their stock price.
- Therefore, giants such as Amazon, Apple, Google, and Facebook are preparing to ride this growth wave by gambling in hot spaces like AR/VR game engines, consoles, and platforms.

Shift towards Cloud Gaming

- With the introduction and adoption of the high-speed 5G internet services, the cloud gaming industry is expected to grow by a whopping 29% over the next three years from 2021.
- The entertainment giant Netflix is also set to expand into the cloud-based video gaming market.
- With technology that could potentially mark the end of consoles, cloud gaming is geared up to change the face of e-gaming as we know it.

Introduction of Blockchain Gaming

- With a few successful crypto games up and running, blockchain is already at the heart of the digital gaming era.
- The main reason for this is that blockchain gaming allows people to attach value to their time spent in gaming.
- With the increased adoption of blockchain technology, cryptocurrency, and NFTs, the crypto gaming industry is expected to explode over the coming decade.

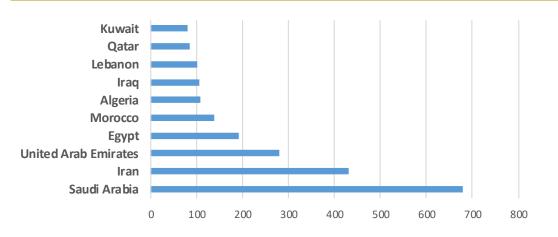
Increase in Cross-platform gaming for enhanced gaming experience

- Leveraging cloud technology in the gaming market is likely to drive the demand and engagement of multi-players for different games, boosting the market growth during the forecast period.
- The draw of thrilling, enhanced experiences is grabbing the attention of more and more players.
- Among US was one of the largest beneficiaries: it boasted 60 million daily active users in 2020, compared to just 1,800 back in 2018.

GAMING INDUSTRY IN THE MENA REGION OVERVIEW (1/2)

- The Middle East and North Africa (MENA) is among the world's leading gaming and esports market. The industry is predicted to witness a boom in the future due to its highly-engaged gaming audience.
- Additionally, the growing penetration of smartphones and online gaming is a crucial factor driving the market's growth, with Mixed Reality based apps and games expected to create more market opportunities in the coming period.
- Within the MENA, Saudi Arabia, Iran, UAE and Egypt have bigger gaming population compared to France, Sweden, Norway and Denmark.
- Between the period of **2015 2021**, a total of **\$391.74 million** has been invested across **170 deals** in MENA's gaming industry.
- Saudi Arabia, Egypt and the UAE in comparison to the rest of the middle east accounts for the core of the gaming audience, generating a revenue of \$1.76 billion in 2021, and expected to rise to to \$3.14 billion in 2025 at a CAGR of 13.8%.
- Players from the Middle East and Africa make up **15%** of the total **at 434 billion** behind only the Asia- Pacific's 1.61 billion players.
- In **2019**, total players from the MENA region **exceeded** those from North America, and within the next few years MENA and Turkey is predicted to **outnumber** Europe in terms of players.
- The three countries together had **65.32 million** gamers in **2021**, and it is predicated to rise to **85.76 million** gamers in **2025**.

Leading gaming markets in the MENA region as of January 2021, by revenue (in million U.S. dollars)



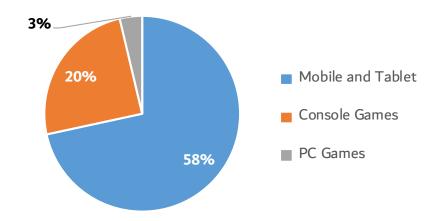
Analysis of the top 3 MENA gaming markets



GAMING INDUSTRY IN THE MENA REGION OVERVIEW (2/2)

- In the region, mobile and tablet games make up **58%** of the market, console games **20%**, while traditional PC games account for **3%**.
- Middle East mobile gaming industry is expected to reach \$.4.4 billion by 2022,
 which is more than triple in growth from the \$1.06 billion posted in 2016.
- Shooter and sports gamers are the more popular genres within the MENA region, with Fornite, Fifa, Overwatch and Rocket League are the biggest games.
- Governments in Saudi Arabia and the UAE have introduced policies to encourage game localization, local game development, new studios and offices of international game companies and hosting major e-sports tournaments.

Share of online gaming based on the device type in MENA (2020)













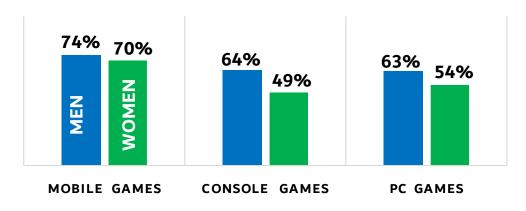
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GAMING INDUSTRY GROWTH EVIRONMENT IN UAE (1/2)

- With more than three-quarters of the UAE's online gaming population, the gaming industry
 proliferates in the UAE, with rising interest and investment in locally developing homegrown
 talent and games
- The UAE was ranked 35th largest gaming market in the world in terms of revenue as of 2019 and was also ranked 5th globally for gaming influencers,
- In **2021**, the overall UAE gaming market size was valued to be **\$0.4 billion** with **73%** of the **10** million population to be gamers and **41%** of it being paid gamers.
- In **2020**, UAE's gaming industry generated a revenue of **\$344 million**, with **\$200 million** generated by mobile games and **\$143 million** generated by PC and console games.
- During the same year, an overwhelming majority of the market's paying gamers (91%) spent money on in-game items or virtual goods within the six months. It is studied that the average gamer in the country spends \$115 per year.
- Within the UAE online population of **2020**, **70%** of the women and **74%** of men play **mobile** games, while **49%** of women and **64%** of men play on **console**.
- UAE having the high mobile and internet penetration has encouraged Chinese investment in to UAE's gaming market.
- Top Chinese gaming development company, Tencent have signed a MoU with Dubai Internet
 City (DIC) to set up their regional headquarters in the UAE.

100% 10Mn 73% 7.3Mn 41% 4.1Mn POPULATION GAMERS PAID GAMERS

Share of the Urban Online Gaming Population (2020)



Source: The National, Newzoo, Waya, and The Khaleej Times,

GAMING INDUSTRY GROWTH EVIRONMENT IN UAE (2/2)

- Within UAE, watching video game streams has become just as popular as playing them. Platforms like Youtube Gaming, Twitch and Facebook Gaming enjoy varying levels of popularity.
- In 2020, 68% of UAE's online population watch game-related video content.
 Out of which, 23% of the urban population watch esports and 10% of the online population are esports enthusiasts.
- **Puzzle** is the top mobile genre, while **racing** and **sports** are in the top positions on PC and console, respectively.
- Racing is the only genre to make the top three on all platform, but fighting
 and racing games are considered to be key genre for UAE gamers.
- The UAE's mostly commonly played games are Candy Crush Saga, FIFA and Call of Duty with franchises such as Assassin's Creed, Resident Evil, Mario, Final Fantasy and Uncharted are popular among the UAE gamers as well.

Top Three Genres per Platform in UAE (2020)

Mobile

Racing

40%
Puzzle

35%

33% Shooter PC

30%

29%

30% Fighting

Shooter

Console

38%



37%



35%

















MOBILE GAMING MARKET IN THE UAE

- The UAE has become a gaming hotbed with mobile gamers on the rise. Gamers
 in the Emirate are more inclined to use mobile devices, with 76% using
 smartphones or tablets.
- With half of UAE's online population spending money on game, UAE's gaming population is among the world's biggest spenders on games which leads to high gaming revenue generation for UAE.
- Around **39%** of the gamers in the market spend on mobile games, compared to **38%** on console and **33%** on PC.
- The key takeaway is that many gamers in UAE are more than willing to pay for their mobile gaming experiences — a stark contrast to the mature markets found in Western Europe.
- Around 55% are inclined towards desktops or laptops, while 43% use gaming consoles.
- In UAE, mobile games play an average of **20 to 40 minutes** of video games a day
- The increasing demand for mobile games directly results from various technological advancements such as AR, VR, cloud gaming, and 5G.
- According to global web index, **69.1%** of UAE adults are playing mobile games. Out of which, **66.5%** are UAE women and **69.8%** are UAE men.
- The commonly played mobile gaming genre include **Action**, **Adventure**, **Sports** and **Racing**.
- Among US, eFootball PES 2021, Subway Surfers, PUBG and Fortnite are the popular mobile games played in UAE, as of 2021.



ESPORTS GAMING MARKET IN THE UAE

- The Esports market will witness a **rapid growth** over the coming years, this will not just attract growing pool of both homegrown and international talent, but also **investment** in the sphere.
- To support UAE's efforts towards increasing esports within the country, Mubadala Investment Company and Abu Dhabi Gaming (AD Gaming), have signed a MoU with the aim to build a gaming and esports ecosystem in Abu Dhabi and the UAE.
- The creation of a strong gaming and esports ecosystems will act as a catalyst to attract global talent and advance education in virtual reality, coding, game design, and development, amongst others.
- In addition, Dubai Media Office and Freezone operator, TECOM Group have announced the plans for the Middle East's first **esports stadium.**
- UAE sees esports to be an exciting sector and the emirate is working towards developing further opportunities within the sector and complement effort in diversifying the UAE's economy.



AR & VR GAMING MARKET IN THE UAE

- UAE gaming market is constantly getting **accelerated** with the introduction and use of Augmented Reality (AR) and Virtual Reality (VR).
- The AR and VR will together pump **\$4.1 billion (AED 15.05bn)** into the UAE economy by **2030**, boosting the country's GDP by **1%**.
- AR and VR will also have a significant impact on the employment in the UAE by creating 42,000 jobs in the country by 2030.
- Introduction of mobile gaming apps and declining prices of the AR & VR headsets have led to the high UAE AR & VR market share.
- As an effort by UAE to boost the country's interest into AR and VR for all ages, UAE launched the world's largest virtual and augmented reality theme park known a VR Park.
- Located in Dubai, the park provides visitors an unprecedented opportunity to challenge reality, the park provides a range of experience that thrill, scare, stun and amaze.





CLOUD GAMING MARKET IN THE UAE

- UAE have began focusing towards increasing cloud gaming in the country.
- In 2019, Etisalat (Emirati-based multinational telecommunications services
 provider) introduced UAE's first cloud gaming service on it's eLife set-top box
 which enables gamers to play the latest games without the need to have a
 separate game console.
- The main idea behind this step is to introduce non-gamers to the gaming world and support UAE in its digital transformation.
- In addition, International gaming service, **Playkey.me** was made available in the Middle East (including UAE).
- This cloud gaming service lets players worldwide play the newest video games on low-spec PCs and laptops.





Source: AD Colony, The National, Gulf Business and Gamestream

Abu Dhabi Gaming (AD Gaming)

- AD Gaming is a government-led initiative that amasses the broad efforts throughout Abu Dhabi to transform the Emirate into a global gaming hub.
- With a focus on talent development, game development and esports,
 AD Gaming is accelerating the growth of the region's gaming industry,
 providing career opportunities for aspiring talent and creating world
 class content from the capital of the UAE.
- Fostering an environment of innovation and knowledge, AD Gaming provides a support system for the next generation of game developers and players, businesses, and fans alike.



- Mubadala Investment Company and Abu Dhabi Gaming (AD Gaming), have signed a Memorandum of Understanding (MoU) with the aim to build a gaming and esports ecosystem in Abu Dhabi and the UAE.
- In the UAE, the creation of a strong gaming and esports ecosystem will act as a catalyst to attract global talent and advance education in virtual reality, coding, game design and development, amongst others.
- The deal will set a framework for both entities to explore opportunities for collaboration, help individuals, and companies come up with content for the industry, support events, and create employment opportunities.









'Train-the-Trainer' Development Programme

- AD Gaming's partner Unity Technologies will be leading a "train-the-trainer" development programme, working with several educational institutions in the UAE, including Abu Dhabi University, NYU Abu Dhabi, Higher Colleges of Technology and the University of Sharjah.
- The programme aims to equip professors and teachers with the skills they can pass on to their students in AI, virtual reality, game development and coding..
- AD Gaming will also help students gain industry experience by matching them with gaming and esports partners.





Yas Creative Hub

- Twofour54's Yas Creative Hub is the first purpose-built development for media, entertainment and gaming in the region.
- The Hub will be home to Abu Dhabi's twofour54 community which is made up of a diverse mix of content creators from freelancers and businesses of all sizes, from production and marketing to gaming and edutainment. In addition to housing partners including CNN, Vice Media and Unity Technologies.
- The hub will offer a connected campus, sustainable landscape design, custom-built offices, on-campus studios, production and postproduction facilities, and indoor filming locations.
- The campus is expected to attract 16,000 professionals by 2030.





Esports Stadium

- *Dubai Media Office* and free zone operator TECOM Group have announced plans for the Middle East's first esports stadium.
- The facility, part of the government's 10X initiative, is intended to position Dubai as a global hub for hosting video gaming events.
- The idea aims at attracting millions of esports gamers, spectators and enthusiasts from around the world and offering them unique on-line and in-person experiences.

Game_On

- Dubai Media City also announced that it will launch a new Instagram
 Live series called GAME_ON, in collaboration with ON.DXB, which will
 feature regular video game development workshops.
- The series will also shed light on topics like 3D modeling, rigging, animation, sound engineering, VR, and tips for developers in the United Arab Emirates to further their careers.







Development of Blockchain gaming

- AD Gaming has signed a partnership agreement with Attarius Network, a local crypto and blockchain company.
- The deal aims to bring blockchain solutions to the emirate's game developers – the first in the region.
- The agreement will add value for both gaming businesses and gamers across the entire world from Abu Dhabi by integrating blockchain platforms, digital assets, and non-fungible tokens (NFTs) into the gaming industry.
- Attarius will help game developers in Abu Dhabi build their gamers on the blockchain, create game tokens and NFTs, provide a launchpad for game developers to launch and manage their game project.







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ECOSYSTEM COMPONENTS – KEY COMPANIES



- Ubisoft Entertainment SA is a French video game company headquartered in Montreuil with development studios across the world.
- Opened in 2011, Ubisoft Abu Dhabi is the first major video game studio to be based in the capital of the United Arab Emirates.
- With a team of more than 60 talented and passionate mobile game developers have released successful titles such as CSI: Hidden Crime, which has been played by over 30 million players.
- In addition, Hungry Shark, UNO, Just Dance, Mario are some of their other popular brands,

Tencent 腾讯

- Tencent Games was launched in 2003, and has since grown into a leading global platform for game development, publishing and operation.
- Based on the ranking by Newzoo, Tencent was the top gaming development company in 2021 with overall revenue of \$8,299 million.
- Valorant, Call of Duty: Mobile, Fortnite, and Plants vs. Zombies are some of their popular games.
- In addition, Dubai is home to Tencent's regional headquarters for the MENA region.
- The opening of Tencent Games' regional headquarter is an indication of increased activities in the local and regional games industry which covers digital entertainment, education and cultural experiences.

ECOSYSTEM COMPONENTS – INCUBATORS & ACCELERATORS



- Launched in 2013, IN5 is home to hundreds of start up operating across key sectors of the UAE's non-oil economy. To date, in5 has supported hundreds of entrepreneurs who have raised more than AED 465 million in funding.
- In5 offers startups state of the art workspaces, training and meeting rooms, unparalleled exposure to local, regional and international investors.
- They also provide constant stream of mentorship and sustainability focused activities such as seminars, training sessions and workshops.
- Gaming is one of the key sector that is considered by IN5.



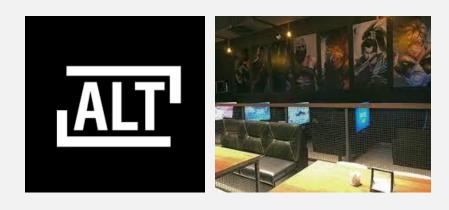
- GrowthX Accelerator is an accelerator program by Microsoft, in partnership with Abu Dhabi Investment Office, for startups based in Middle East & Africa region.
- The Microsoft Growth X accelerator program's mission is to connect startups with the best of Microsoft and help them scale.
- GrowthX includes virtual and physical workshops and training sessions, as well as a series of "demo days" and networking events where startups get the opportunity to showcase their concepts to venture capitalists and Microsoft's regional enterprise customers.
- Microsoft will recruit 15 startups from across the region to solve a range of corporate challenges for its partners over the course of the 12-week program.

ECOSYSTEM COMPONENTS – EDUCATION



- GEMS Education and Lenovo have linked a MoU and launched an esports programme to accelerate opportunities for students in gaming.
- Lenovo unveiled its first 'Legion Gaming Zone' at Gems Modern Academy in Dubai as part of their collaboration – a 360-degree solution that includes Legion PCs and displays for gaming and high-performance ThinkStation workstations for designing and programming.
- The MoU will also provide the educational institution with Yoga Tab tablets, which will give instructors the tools they need to conduct courses with improved visibility and efficiency and deliver on crucial results.

ECOSYSTEM COMPONENTS – GAMING ATTRACTIONS



- With the efforts to connect gamers with each other in real world,
 Alt Gaming Lounge opened in Dubai Investment Park in 2020.
- The ideal gaming venue is home to number of PlayStation and PC gaming set-ups, along with a selection of various board games.
- In addition to Alt Gaming Lounge, numerous gaming cafes and lounges are spread across the UAE to entertain gamers in the country.
- These cafes and lounges will support the country to nurture its budding gamers and eAthletes, and cement UAE as a future powerhouse on the gaming and esports circuit.





- Zero Latency Abu Dhabi is the global leader in virtual reality (VR) entertainment within the UAE
- Located in the vibrant, thriving city of Abu Dhabi, Zero Latency is managed and operates by Qwerty LLC, bringing a fun and exciting experience that one will never forget.
- Players are free to roam through our 225-square-meter facility, all while shooting zombies, running through space and time, and experiencing the excitement of a virtual world

MAJOR GAMING EVENTS AND FESTIVALS IN UAE



- Insomnia Dubai is said to be the biggest gaming festival in the Middle East.
- The festival is a huge gaming event, uniting players for a weekend of gaming fun and interactive exhibitions all under one roof.
- The prestige event has something for every gamer, from Bring Your Own Computer playing hall to Retro Gaming stalls and even an exclusive first look at some of the greatest games that is yet to be released.



- Abu Dhabi Gaming Festival is the first gaming initiative to promote Abu Dhabi's endless experiences to the gaming industry.
- A fun way to engage both the serious and casual gamers from the safety of their own homes.
- The gaming festival is open to everyone in the GCC.
- The 30 days of gaming will include games that will be played on PC, Playstation, Xbox & Mobile.



- Middle East Gaming Con is GCC's largest dedicated gaming events. It a fully immersive gaming experience, featuring eSports tournaments, gaming consoles, etc.
- Gamers can watch regional and international pro-gamers battle it out for cash prizes. In addition to taking part and competing in live tournaments.
- The event also holds curated workshops and a dedicated developer session.
- Gamers can also test drive the latest tech, gadgets, hardware, and the latest games.



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GAMING MARKET REGULATORS AND LICENSING



- The Authority, established by Abu Dhabi Decree Law No. 12 of 2007, is the regulatory body of the free zone, Media Zone – Abu Dhabi.
- The Media Zone Authority (MZA), in partnership with twofour54, decided to introduce an amazing 57 new license categories for gaming freelancers and businesses.
- Professions in fields like game development, eSports, virtual and augmented reality, animation and web and app development are able to set up a business in Abu Dhabi more efficiently and smoothly.



https://www.dubaitourism.gov.ae/en/about-us

- Dubai Department of Economy and Tourism (DET) is the principal authority for the planning, supervision, development and marketing of Dubai's economy & tourism sectors.
- In February 2022, the Business Registration & Licensing (RBL) sector at the DET, has added 98 new economic activities across a number of vital sectors in 2021 bringing the total number of economy activities to more than 2, 200.
- Gaming Localization Services, Gaming Production Service Providers, Virtual Reality & Augmented Reality Provision & Development Services, Video Games Consoles Manufacturing are the new activities cover specialised by the DET that are related to the Gaming sector.

GAMING MARKET REGULATORS AND LICENSING



https://corporate.visitrasalkhaimah.com/

- The Department of Entertainment and Gaming Regulation established within the Ras Al Khaimah Tourism Development Authority (RAKTDA), is the newly established department to regulate the entertainment and gaming operations.
- Its scope of activities covers licensing, taxational, operational procedures and consumer safeguards,
- One of their foremost priority of the new division is to create a robust framework that will ensure responsible gaming at all levels.
- The regulatory structure will reportedly address the entire gaming enterprise within integrated resorts, requiring compliance with all applicable laws and regulations (including financial crime laws) from operators, suppliers and employees.