

## Foreword from Michael Davenport MBE, British Ambassador to Kuwait



British Embassy  
Kuwait



I am delighted to welcome you to this guide on doing business in Kuwait. The Institute of Export & International Trade is supporting the work of the Department for International Trade team at the British Embassy Kuwait to promote the local market and help find opportunities for UK companies.

Britain's enduring relationship with Kuwait goes back some 250 years. Next year marks 120 years since we signed a Treaty of Friendship. Many Kuwaitis regard the UK as their second home, some 5,000 further their education in the UK each year and large numbers seek medical treatment at British hospitals. More than 8,000 British nationals have made Kuwait their home, working in a variety of sectors, including teaching and oil and gas. As Kuwait works to achieve its 2035 National Vision, we are seeing many opportunities for British and Kuwaiti firms to collaborate. Opportunities exist in oil and gas, infrastructure, healthcare, education, IT and the marine environment.

I am confident that my team on the ground can join the IOE&IT in helping you develop your business in Kuwait. This is a complex market with a unique business culture that requires patience and where relationships are the key to success.

**Michael Davenport MBE British Ambassador to Kuwait**  
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