## **#126th Marketing Club** 22nd Riyadh Club - 86th Business Club

Country Branding Corporate Branding Upscale

> **23**rd of January 2024 Врмеду 9рмкза 10 рм иае

FOUNDER & HOST

**Dr.Mahmoud Bahgat** 



INSTRUCTOR

**Dr.Mahmoud Ezzat** 

Marketing Lead

# Country Branding

Renteral

#### THE UPSCALE OF CORPORATE BRANDING





# Country Branding Mahmoud ZZAT



ALL DESCRIPTION OF

### Education

- Bsc. of Pharmaceutical science.
- CIM Chartered Institute of Marketing
- AUC Promotional Advertising
- Google Digital Marketing Certification
- Google Analytics

## Experience

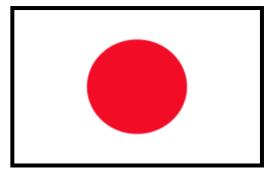
- 20 Years entire career experience.
- 11 Years Marketing Experience.
- KSA Egypt UAE Jordan Iraq.
- Multinational & National corporates Experience.
- Multiple Therapeutic Segments in Pharmaceutical market.
- Infection Control.
- Orthdontic Medical Devices



#### Mahmoud Ezzat Marketing Lead









#### C 🔇 untry Branding









## Tourism





FOR





# Fasten

## YOUR SEAT BELTS

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# WHAT IS COUNTRY BRANDING



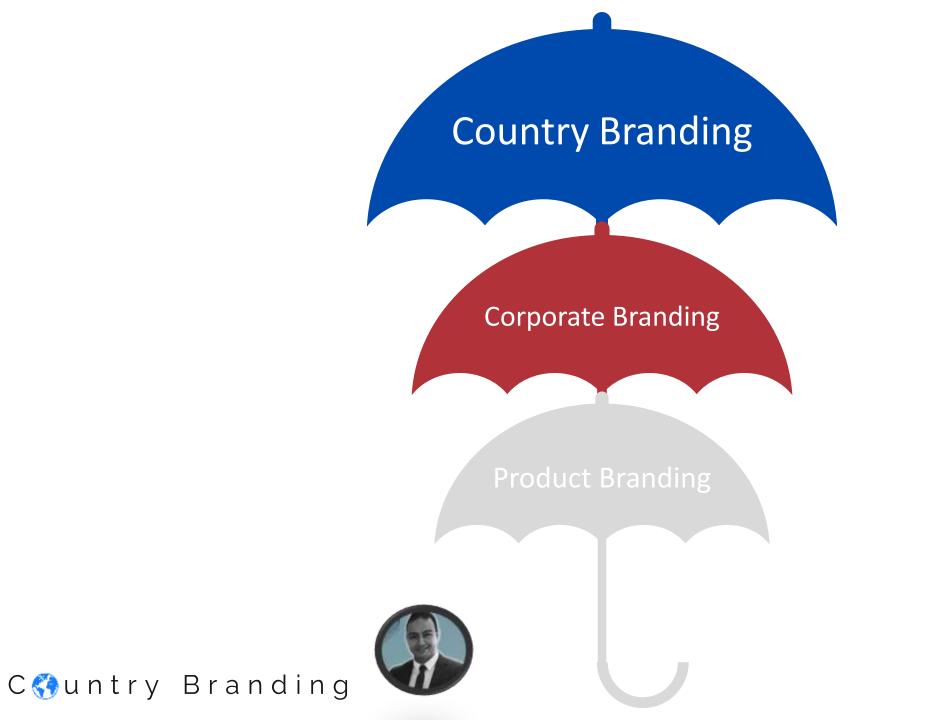
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- Country branding is the deliberate and strategic effort to manage and influence a Nation's Image and Reputation in the international arena.
- It involves the creation and communication of a unique and positive image that distinguishes the nation from others and resonates with target audiences.

















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## COUNTRY BRAND TARGET AUDIENCE

#### C C Guntry Branding



## **COUNTRY BRAND TARGET AUDIENCE**

- **1.** Internal Audiences (Stakeholders):
- **Citizens:** The primary stakeholders. Messaging should emphasize national pride, shared values, and a sense of belonging.
- **Government officials and policymakers:** They need to understand how branding aligns with national goals and facilitates economic development.
- **Local businesses and entrepreneurs:** Branding can attract talent, investment, and tourism, benefiting their growth.











## **COUNTRY BRAND TARGET AUDIENCE**

#### 2. External Audiences:

- **Tourists:** Messaging should highlight the country's unique attractions, cultural experiences, and natural beauty.
- Investors and business partners: Focus on economic stability, infrastructure, skilled workforce, and favorable business climate.
- International students and academics: Emphasize educational opportunities, cultural exchange, and research collaboration.
- **Global media and influencers:** They shape international perception. Branding should provide compelling narratives and positive stories.
- Foreign governments and policymakers: Highlighting shared values, diplomatic relations, and contributions to global issues like sustainability or peacebuilding.



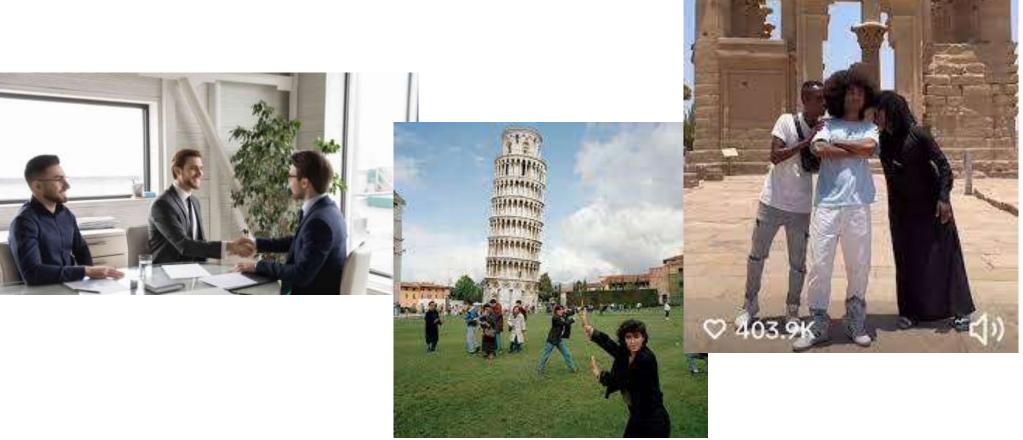
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## **COUNTRY BRAND TARGET AUDIENCE**











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Economic

### **1. Attract tourism:**

А

A strong brand can encourage people to visit, boosting the tourism industry and generating revenue.









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## Economic

# 2. Increase foreign direct investment (FDI):

А

A positive image can attract investors, leading to job creation and economic growth.

In 2022 UAE is a World Breaker of Foreign Direct Investment by **23** Billions USD with **10%** Growth vs 2021















Economic

### **3. Promote exports:**

A strong brand can make a country's products and services more appealing to international buyers, boosting exports.

France's luxury fashion industry benefits from the country's image of elegance and sophistication. French brands like Chanel and Louis Vuitton command high prices due to their association with French style and craftsmanship.







# A Economic

### 4. Diversify the economy:

Branding can help attract investment and innovation in new sectors, reducing dependence on traditional industries.



Morocco Benefits of almost **1 Billion USD** of Hosting Shooting Hollywood films annually.

#### C 🔇 untry Branding





# B Security

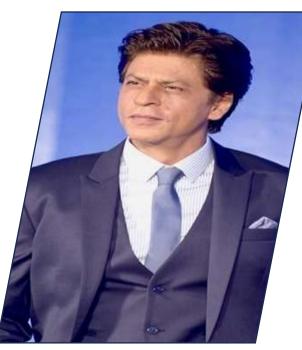
#### **Enhanced Soft Power:**

- A strong brand fosters trust, admiration, and goodwill towards a nation, influencing diplomatic relations and international cooperation.
- This soft power can be leveraged to resolve conflicts peacefully, garner support for foreign policy initiatives, and deter potential adversaries.





**Soft power** refers to a country's ability to influence the world through attraction and persuasion rather than force or coercion.



**CULTURE & ARTS** 

C<br/>
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Ountry Branding

#### **EDUCATION & SCIENCE**

NIVERSITY OF



FIFA

## GOVERNERANCE & VALUES





**Soft power** refers to a country's ability to influence the world through attraction and persuasion rather than force or coercion.







# **B** Security

#### Improved internal security:

- A positive national image can boost national pride and social cohesion, making it harder for extremist ideologies or disruptive movements to gain traction.
- It can also encourage citizens to become more active participants in national security efforts.



#### 

## QATAR has the lowest world crime rate in 2023





#### Stronger international partnerships:

A positive brand attracts allies and strengthens existing partnerships, facilitating intelligence sharing, counterterrorism initiatives, and collaboration on global security challenges.

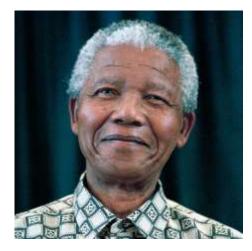


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#### Improved crisis management:

A positive brand makes it easier to manage international crises and navigate diplomatic tensions.

Other nations are more likely to offer assistance and cooperate in resolving disputes when dealing with a country with a good reputation.



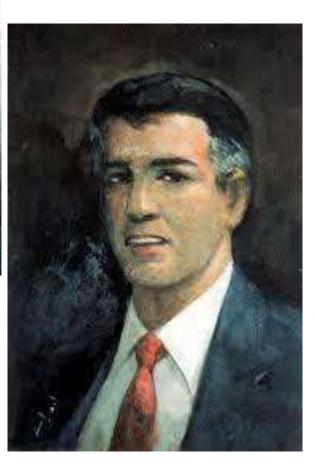






# C Social

**Enhance national pride and identity:** A strong brand can unify citizens and foster a sense of national pride.





#### 





### **European Union**



# C M Social

#### Improve international relations:

A positive image can lead to stronger diplomatic ties and international cooperation.







#### **FESTIVAL DE CANNES**



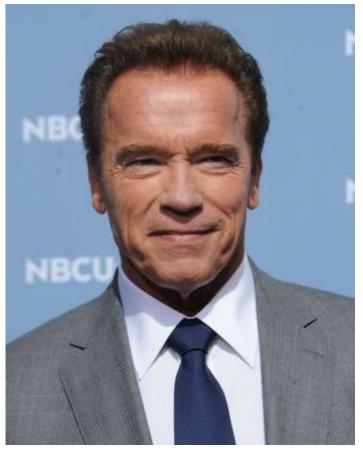
## C M Social

#### C 🔇 untry Branding

#### Promote cultural exchange:

Branding can showcase a country's culture and traditions, fostering understanding and appreciation among different nations Via:

- Academic partnerships.
- Students Exchange programs.
- Cultural Festivals.
- Artists Residence.







# C M Social

#### Attract talent:

A positive image can attract skilled workers and entrepreneurs to live and work in the country.







practices.

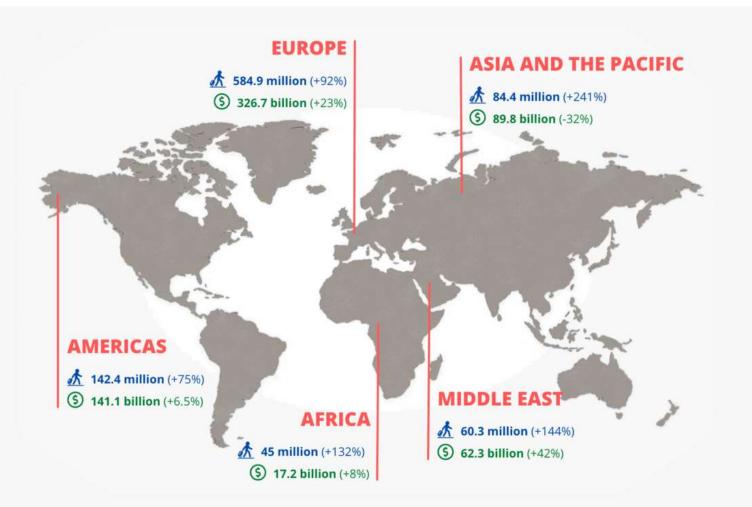


https://travelness.com/most-visited-countries-in-the-world

D

Environmental

#### C 🚯 untry Branding



#### MAP OF INTERNATIONAL TOURIST ARRIVALS AND TOURISM RECEIPTS

Source: World Tourism Organization (UNWTO) Publication: World Tourism Barometer - Volume 21 Issue 2 - January 2023

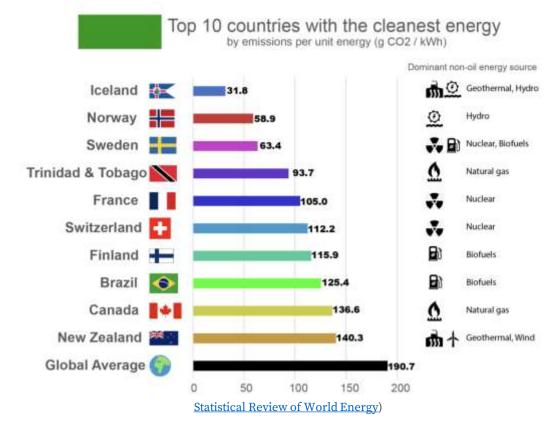
Infographic: Travelness.com







## **GOALS OF COUNTRY BRANDING**

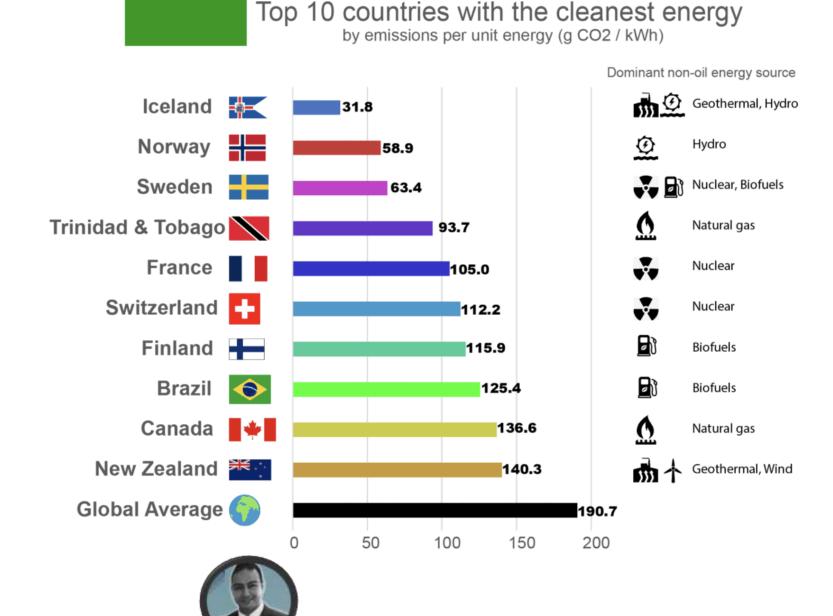


Attract investment in renewable energy and clean technologies: A strong brand can showcase a country's leadership in sustainability, attracting investment in green projects.



D

Environmental

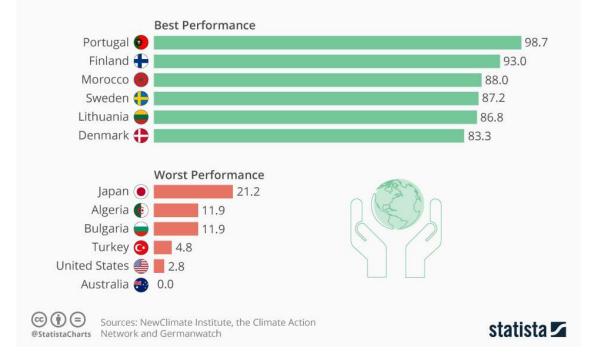




## **GOALS OF COUNTRY BRANDING**

#### **The Best & Worst Countries For Climate Change Policy**

National climate change policy index scores in 2019 (100=best performance)



D

#### Environmental

#### C 🔇 untry Branding

# T

#### **Raise awareness of environmental issues:**

Branding can highlight a country's efforts to address environmental challenges, promoting global cooperation.



#### **The Best & Worst Countries For Climate Change Policy**

National climate change policy index scores in 2019 (100=best performance)



Sources: NewClimate Institute, the Climate Action Network and Germanwatch









# FACTOR8 AFFECTORS

COUNTRY BRANDING

Marketing

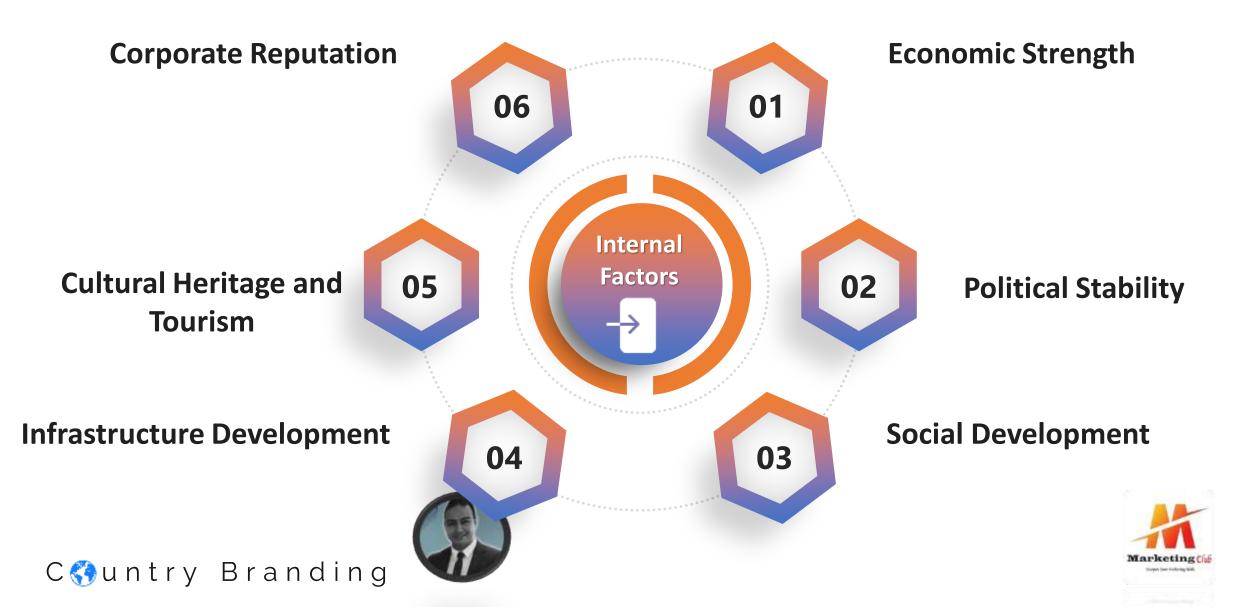
## FACTORS AFFECTING COUNTRY BRANDING







## FACTORS AFFECTING COUNTRY BRANDING



## **Economic Strength**

A healthy and stable economy fosters investor confidence and creates a positive overall impression. Factors like GDP growth, low unemployment, and controlled inflation contribute to a strong economic brand.

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## **TOP10** Countries of Gross National Income

Source: World Bank Gross National Income 2019, Atlas method







## 05

## **Cultural Heritage and Tourism**

A rich cultural tapestry, unique traditions, and historical landmarks can attract tourists, boosting the economy and showcasing the nation's identity.









## 06

## **Corporate Reputation**

The image and performance of a country's businesses and brands influence the overall national brand. Ethical practices, responsible corporate governance, and commitment to sustainability contribute positively.



# SAMSUNG



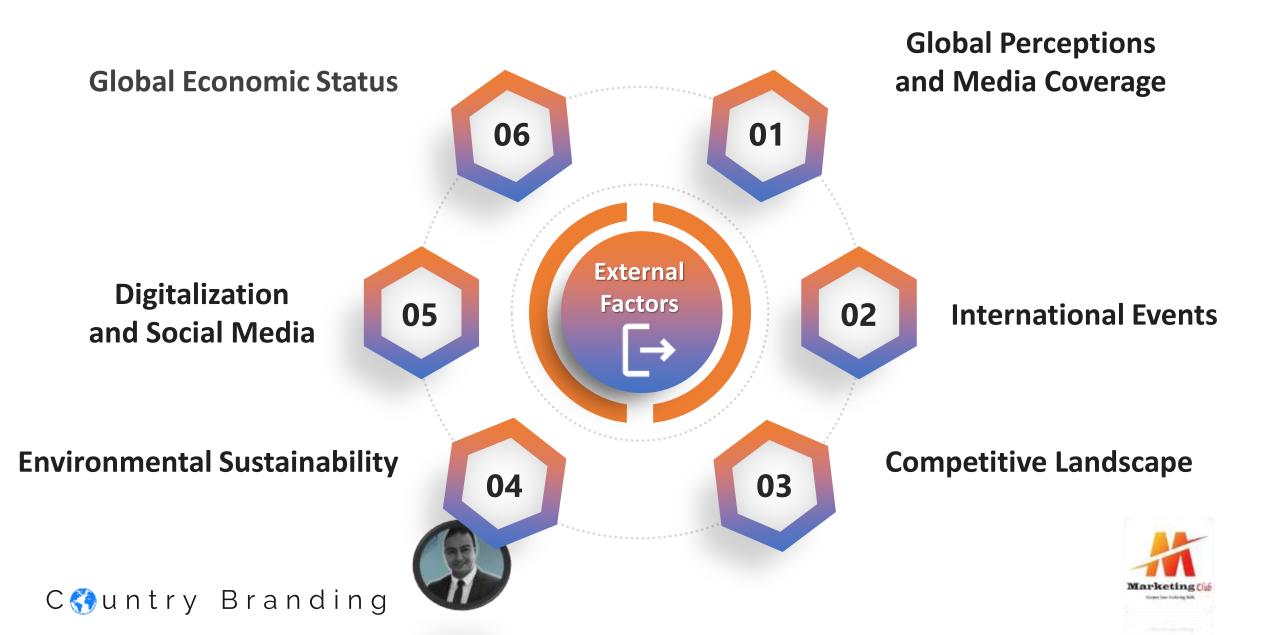


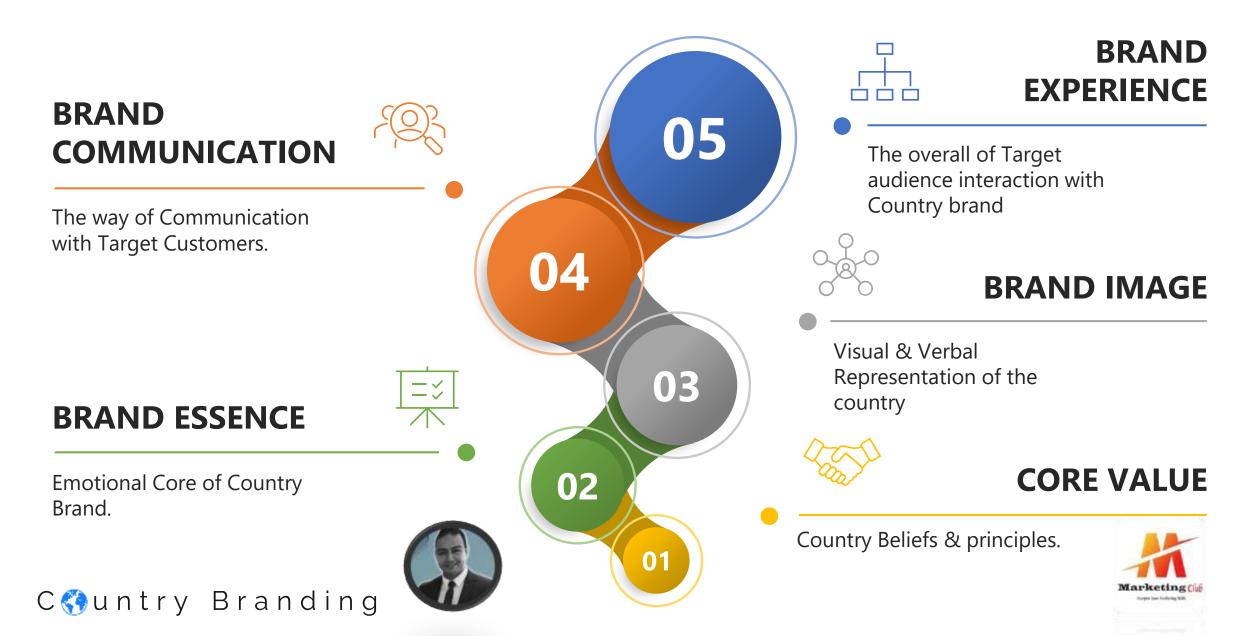






## FACTORS AFFECTING COUNTRY BRANDING





#### 1. Core Values:

What are the fundamental beliefs and principles that guide the country's actions and aspirations?

- 1. Passion and Audacity (Brazil)
- 2. Openness and Innovation (Singapore)
- 3. Sustainability and Harmony (New Zealand)
- 4. Diversity and Inclusion (Canada)
- 5. Warmth and Hospitality (Thailand)







#### 2. Brand Essence:

What is the unique and emotional core of the country's brand? What makes it special and different from other countries?

**Examples: Switzerland's "clean and safe"** image, Brazil's "passion and excitement" image, **Japan's "technology and tradition" image.** 









#### 3. Brand Identity:

- This is the visual and verbal representation of the country's brand, including its logo, tagline, colors, fonts, and messaging.
- It should be consistent with the core values and brand essence, and it should be easily recognizable and memorable.







#### 4. Brand Communication:

- How does the country communicate its brand to its target audiences?
- This can be done through a variety of channels, such as advertising, public relations, social media, and events.
- The communication should be clear, concise, and consistent with the overall brand identity.











#### **5. Brand Experience:**

- This is the sum of all the interactions that people have with a country, both online and offline.
- It includes everything from visiting a tourist destination to do business with a company to studying abroad.
- The brand experience should be positive and memorable, and it should reinforce the overall brand image.

**Italy**: Italian fashion is synonymous with elegance and timeless style. Shopping in Milan or Florence, surrounded by exquisite craftsmanship and iconic brands like Gucci and Prada, is an experience of indulging in the epitome of fashion.

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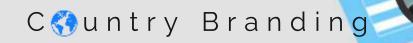


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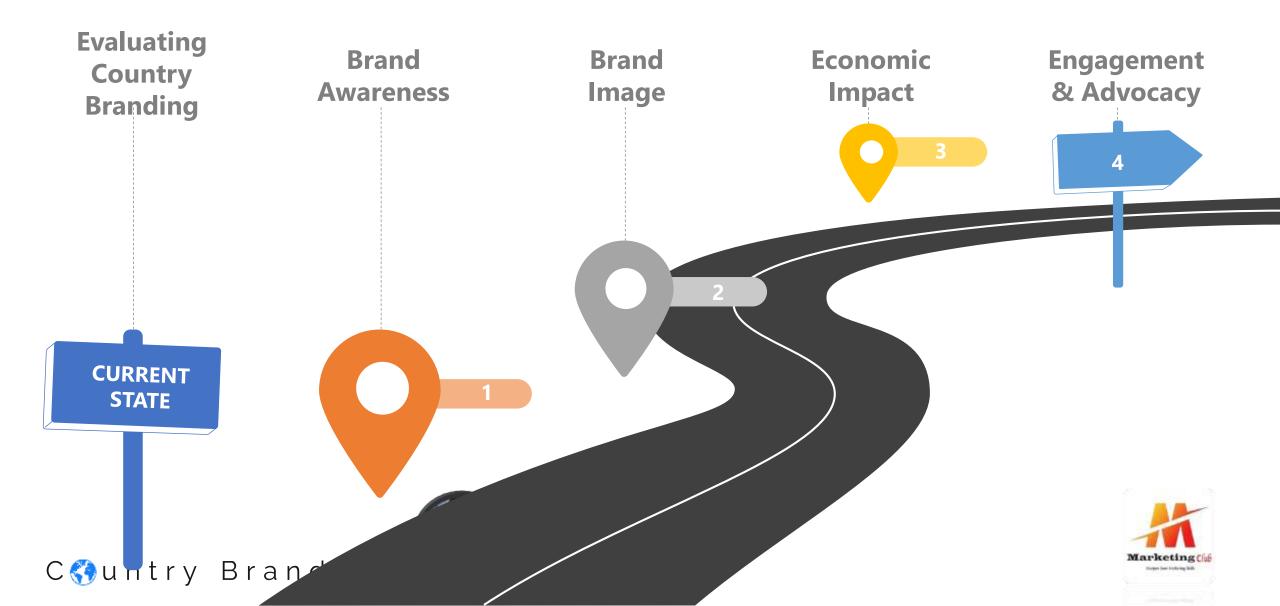


## **COUNTRY BRANDING**

# Metrics







## **Brand Awareness - 3Rs**

#### Reach:

Percentage of target audience aware of the country brand.

Measured through surveys, social media analytics, travel searches, and media mentions.

#### **Recall:**

How easily people remember the country brand compared to competitors. Measured through **surveys** and **brand recall studies**.

#### **Recognition:**

Ability to identify the country brand logo, symbols, or slogans. Measured through surveys and logo recognition tests.

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## **Brand Image**

#### **Perceptions:**

Audience's overall feelings and associations with the country. **Measured through** surveys, sentiment analysis of social media mentions, and media coverage analysis.

#### **Reputation:**

Trustworthiness, reliability, and overall positive image of the country. **Measured through** reputation indexes, media sentiment analysis, and expert surveys.

#### **Brand differentiation:**

How well the country stands out from competitors and occupies a unique space in the minds of the target audience.

Measured through comparative brand image studies and surveys.

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#### **Economic Impact**

#### **Tourism arrivals and spending:**

Growth in tourist numbers and revenue generated from tourism, directly attributable to branding efforts.

#### Foreign direct investment:

Increase in foreign investment attracted by the country's improved image and perceived opportunities.

#### **Exports and trade partnerships:**

Growth in exports and trade agreements facilitated by a positive country brand.

#### 





### **Engagement & Advocacy**

#### Social media engagement:

Likes, shares, comments, and other interactions on social media platforms related to the country brand.

#### **Brand advocacy:**

Number of individuals actively promoting the country as a destination, business partner, or cultural hub.

#### Brand community growth:

Increase in the number of people actively participating in online and offline communities related to the country brand.







## **Additional Metrics**

#### Media coverage:

Amount and tone of media coverage about the country, including news articles, documentaries, and social media mentions.

#### International awards and recognition:

Recognition from international organizations and rankings for branding excellence, tourism, or cultural achievements.

#### **Brand value:**

Estimated economic value of the country brand, calculated through various methodologies like brand valuation studies.







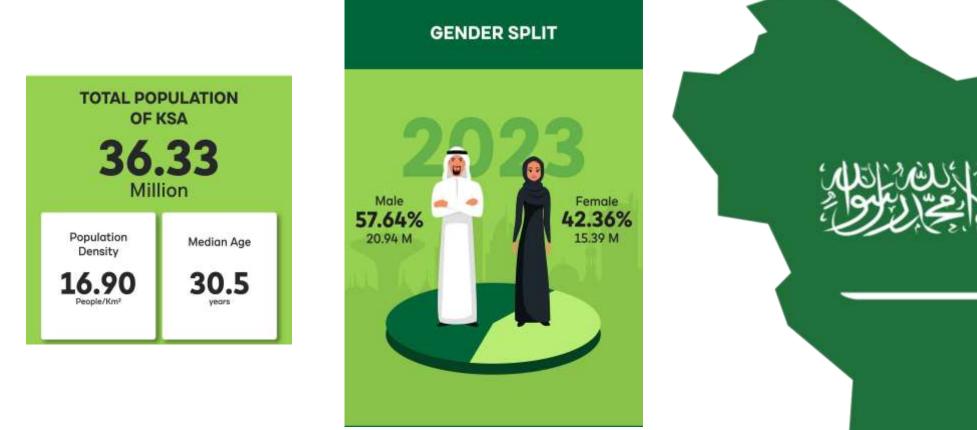








## SAUDI ARABIA DEMOGRAPHIC DATA









## SAUDI ARABIA DEMOGRAPHIC DATA

#### SAUDI POPULATION BY AGE



#### SAUDI ARABIA POPULATION (URBAN VS RURAL)







## SAUDI ARABIA ECONOMIC DATA



2022 Real GDP growth: 7.5%, rebounding from 3.3% in 2021, driven by rising oil prices and increased non-oil sector activity.

> **GDP** \$1,7 Trillion USD.

**GDP per capita** \$33,000 (USD current prices).

Inflation rate: 3.3% (moderately higher than in previous years).





Non-oil GDP growth: 4.6%, indicating diversification efforts are showing some progress.

Unemployment rate 11.4% (down from 12.3% in 2021)

Balance of trade: Surplus of \$249.4 billion (driven by high oil exports)

**Budget deficit:** 2.1% of GDP (improved from 4.9% in 2021)



#### **1.** Transformation and Modernization:

#### Shifting perception:

Moving beyond the traditional image of an oil-dependent nation, Saudi Arabia aims to showcase its transformation into a diversified economy with a focus on **technology, tourism**, and **renewable energy**.

Solar Energy Projects:

- Sudair Solar PV Project: 1.5 GW solar
   photovoltaic (PV). Complete in 2024.
- Shuaibah Solar PV Project (2.6 GW).
- Sakaka Solar Power Plant (1.2 GW).
- NEOM Green Hydrogen Solar PV Project



The country wants to emphasize its advancements in areas like infrastructure, education, and women's empowerment.









#### **2.** Attracting Investment and Talent:

#### **Creating a favorable business** environment:

Saudi Arabia is working to attract foreign investment by streamlining regulations, promoting entrepreneurship, and developing special economic zones.



#### **Building a skilled workforce:**

Investing in education and training programs is crucial to equip Saudi citizens with the skills needed for the knowledge economy.











#### 3. Cultural Promotion and Understanding:

#### Sharing rich heritage:

Saudi Arabia boasts a deep cultural history with ancient sites, diverse traditions, and a vibrant artistic scene. Branding efforts aim to share this heritage with the world and foster cross-cultural understanding.

#### Promoting tolerance and inclusivity:

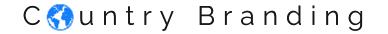
The country is committed to fostering a welcoming and tolerant society that embraces diversity and inclusivity.



Diriyah: The former capital of the First Saudi State









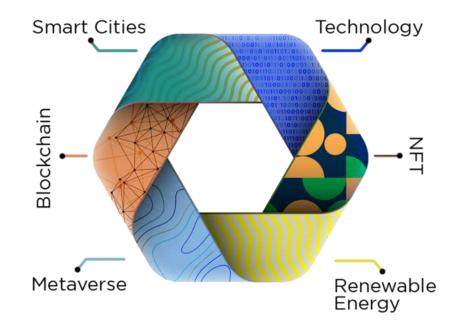
#### 4. Innovation and Technological Leadership:

#### Positioning as a tech hub:

Saudi Arabia is investing heavily in research and development, aiming to become a leader in fields like artificial intelligence, robotics, and biotechnology.

#### Smart city initiatives:

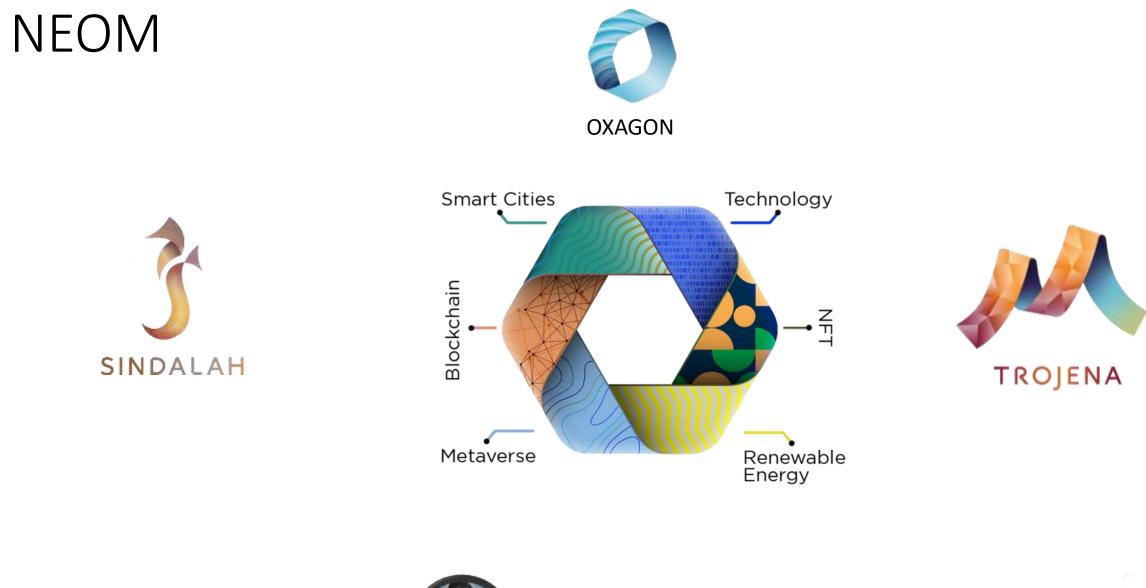
Developing future-proof cities that utilize technology to improve sustainability, efficiency, and quality of life.













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## OTHER TECHNOLOGY PROJECTS

#### Qiddiya: Riyadh

This entertainment and sports city will boast Al-powered theme parks, interactive experiences, and cutting-edge technology integrated into its attractions. Prepare for immersive digital storytelling and personalized experiences that redefine entertainment.





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#### The Red Sea Project:

This luxury eco-tourism destination is implementing smart-grid technology and Alpowered conservation monitoring systems to ensure sustainability and preserve the natural beauty of the Red Sea.





# **GOALS OF SAUDI ARABIA BRANDING**

### 5. Building a Strong Reputation:

### **Countering negative stereotypes:**

Saudi Arabia wants to address misconceptions and negative narratives about the country through transparent communication and positive storytelling.

### **Enhancing global standing:**

The country aims to be recognized as a reliable partner on the international stage, contributing to global challenges and promoting peace and cooperation.











### المملكة العربية السعودية KINGDOM OF SAUDI ARABIA













- 1. Modernization and Transformation:
- 2. Cultural Heritage.
- 3. Natural Beauty.

#### Color Palette

- **Green:** Symbolizing Islam, nature, and the "Saudi Green Initiative" environmental efforts.
- **Turquoise:** Evokes the Red Sea's beauty and reflects tourism development initiatives.
- **Gold:** Represents tradition, heritage, and the Kingdom's historical significance.
- White: Signifies purity, peace, and openness to the future.



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# Messaging and Storytelling:

- 1. Transformation Narratives.
- 2. Vision 2030.
- 3. Cultural Exchange.



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### تُعد أكبر شركة دواجن ولحوم في العالم..







### **Overall Tone**

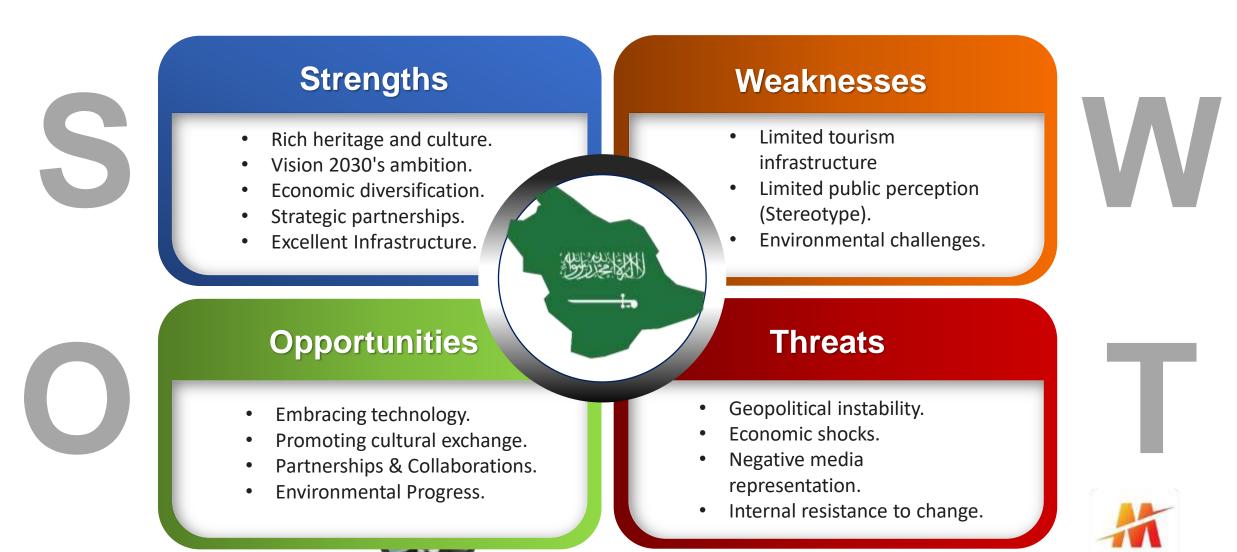
- 1. Positive Forward Looking.
- 2. Inclusive & Welcoming
- 3. Authentic &







# SAUDI ARABIA COUNTRY BRANDING EVALUATION

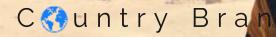


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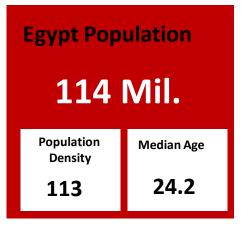
### where it all begins

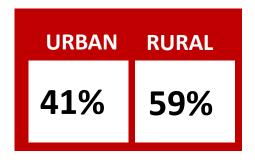
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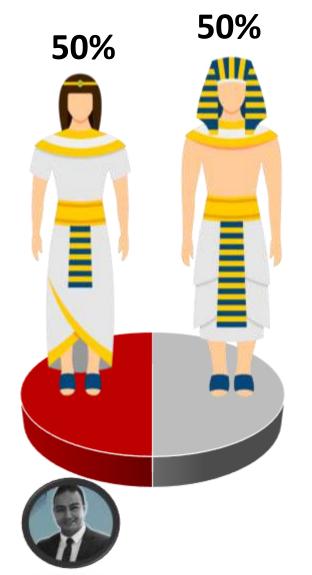


# EGYPT DEMOGRAPHIC DATA





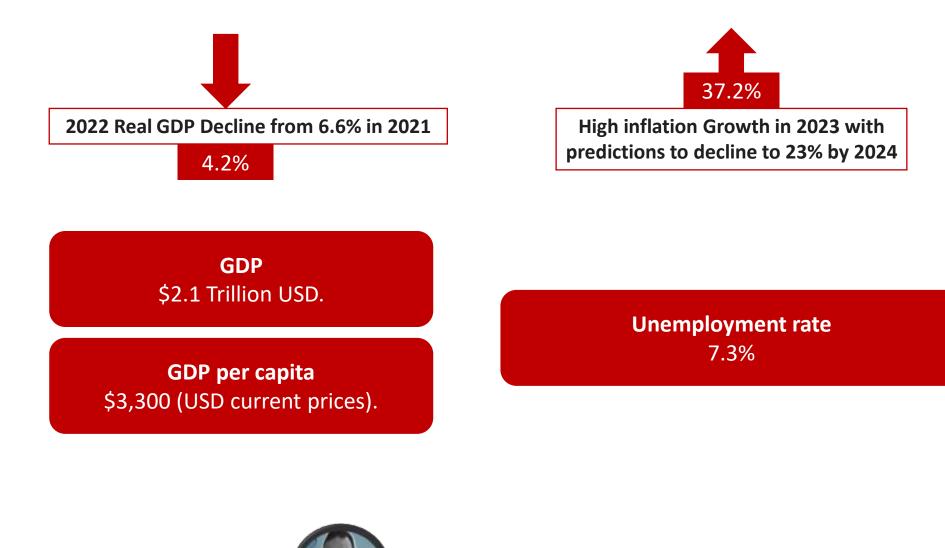
### C 🔇 untry Branding







# EGYPT ECONOMIC DATA





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**1.Boosting Tourism:** 

**Increase tourist arrivals:** Egypt's rich historical tapestry, from the awe-inspiring Pyramids of Giza to the mystifying tombs of the Valley of the Kings, has captivated travelers for millennia. The goal is to leverage this heritage to attract even more tourists, potentially aiming for a 20% increase within 3 years.

**Expand target audience:** Traditionally, Egypt has been a popular destination for cultural enthusiasts and history buffs. However, the branding aims to attract younger demographics by highlighting adventure activities like diving in the Red Sea, trekking in the Sinai desert, and cruising the Nile.

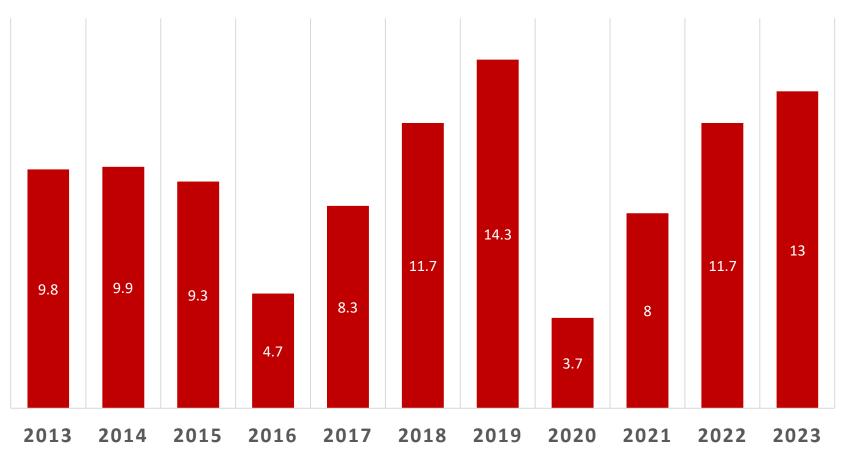
**Enhance tourism experience:** Upgrading infrastructure, improving service standards, and promoting responsible tourism practices are crucial to ensuring a positive visitor experience and encouraging repeat visits.







NO. OF TOURISTS / MILLION







### **2.Attracting Foreign Investment:**

- Showcase economic potential: Egypt's strategic location, access to trade routes, and young, skilled workforce make it an attractive investment destination. The branding aims to highlight these strengths and promote investment opportunities in sectors like renewable energy, manufacturing, and IT.
- Streamline business environment: Simplifying regulations, reducing bureaucracy, and offering competitive incentives can attract foreign investors and foster a thriving business climate.
- **Build investor confidence**: Ensuring political stability, transparency, and respect for intellectual property rights is essential for building trust and encouraging long-term investment.







### **3.Enhancing International Reputation:**

- Improve perception: Egypt's image has been impacted by negative media portrayals in the past. The branding aims to counter these narratives by showcasing the country's modern aspects, cultural vibrancy, and commitment to social progress.
- **Strengthen cultural exchange:** Promoting artistic collaborations, educational exchanges, and peopleto-people interactions can foster mutual understanding and appreciation between Egypt and the international community.
- **Position as a regional leader:** Egypt's historical significance and cultural influence can be leveraged to position the country as a leader in the Arab world and a bridge between Africa and the Middle East.













### **Brand Visual Identity**

- 1. Ancient Egypt Identity
- 2. Cultural Heritage.
- 3. Natural Beauty.
- 4. Modern Infrastructure & cities.







### 





# Messaging and Storytelling:

- 1. History Narration
- 2. Mega Projects Storytelling
- 3. Cultural Dominance.







### 



World of Statistics 🧇 @stats\_feed

The most famous foods around the world:





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# Brand Experiences and Opportunities 1. Curated Tours. 2. Themed Festivals. 3. Educational Exchange, 4. Yolunteering opportunities.









### C 🔇 untry Branding

# Brand Experiences and Opportunities:

- 1. Curated Tours.
- 2. Themed Festivals.
- 3. Educational Exchange,
- 4. Volunteering opportunities.









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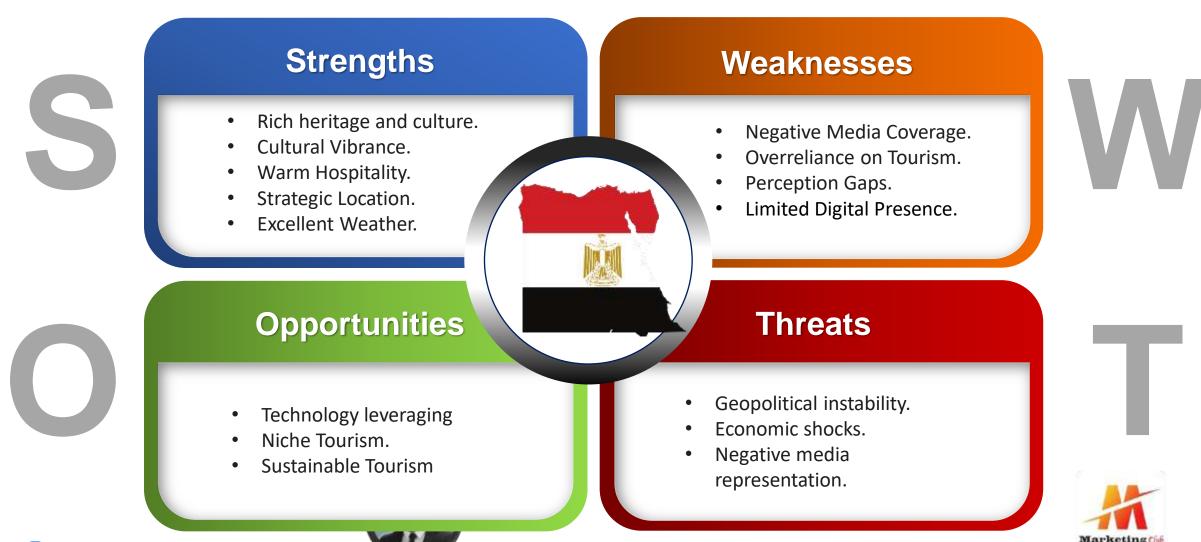


### **Overall Tone**

- 1. Future focus.
- 2. Warmth & Welcoming
- 3. Sense of Humor.



# **EGYPT COUNTRY BRANDING EVALUATION**



### 1. Leveraging technology:

Using virtual reality tours and interactive platforms can enhance the accessibility and appeal of Egypt's historical and cultural treasures.

Using AI Tools in the touristic places to facilitate tourists with an amazing experience.



### C 🔇 untry Branding





### 1. Leveraging technology:

Using virtual reality tours and interactive platforms can enhance the accessibility and appeal of Egypt's historical and cultural treasures.

Using AI Tools in the touristic places to facilitate tourists with an amazing experience.





### 2. Promoting niche tourism:

Targeting specific segments like adventure enthusiasts, eco-tourists, Medical Tourism and cultural immersion seekers can diversify tourism revenue and attract new audiences.



Egypt Has More than

1,330

Sulfur Springs





### 3. Showcasing modern Egypt:

Promoting contemporary advancements in technology, infrastructure, arts, and youth culture can create a more balanced and dynamic image of the country.



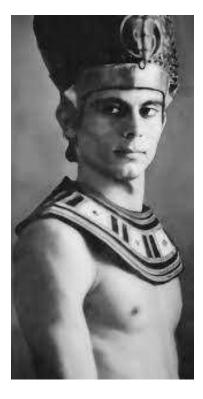
Egypt NEW Mahala Nits Manufacturing Site **The Biggest In The World** 





### 4. Ancient Egypt History Narration:

Storytelling the charismatic Ancient Egypt Entities via Heavy Production worldclass movies & series to be published on various platforms will play a great role in promoting Egypt image as the land of Glory, Mystery & Greatness.



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# Missing investment & missing publicity & missing famous actors coming to Egypt











The Scorpion King (2002) - IMDb











### 5. Make The Maximum Benefit Of Ancient Treasures

Egypt is considered to have the highest number of ancient treasure available everywhere in many countries whether as a monuments or even copies.





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