Forward Deployed Seller: Gulf AI Labs Lead List (Redacted)

Market: Gulf (UAE, Saudi Arabia, Qatar, Oman) · Signal window: last 6–12 months · Grades: **A 80+ Hot**, **B 60–79 Warm**, **C 40–59 Nurture**, D under 40 Deprioritize

Company	Score	Grade	Key signal (date)	Target persona	Confidence	HQ	Domain	Type	Size	ICP fit	Incumbent / risk	Next action
[redacted]	89	A – Hot	Launched [redacted] (local dialect) + Arabic speech & OCR models (Oct 2026); new Arabic LLM (Jan 2026)	[redacted], Chief Researcher, AI research center (in role 2026). Exec sponsor: [redacted], CEO	High	UAE	[redacted]	Government applied-research lab	Headcount not verified	Strong: builds Arabic + dialect LLMs, speech, vision	No public data vendor found	[redacted]
[redacted]	87	A – Hot	Arabic LLM fleet + speech model (Oct 2026); 6 open models up to 375B (Sep 2026)	[redacted], President & lab founder (in role Sep 2026). Technical: [redacted], model lead (title not verified)	High	UAE	[redacted]	University frontier-model lab	Not verified	Strong: reasoning, agentic, Arabic post-training	Fully-open data policy: vendor data must be licensable for release	[redacted]
[redacted]	86	A – Hot	[redacted] 428B Arabic MoE unveiled (Sep 2026); weights to be released after safety training	[redacted], Deputy CEO, Data & AI Models (title varies by source). CEO: [redacted]	High (signal) / Medium (persona)	Saudi Arabia	[redacted]	National AI company	120+ AI specialists (Aug 2025)	Strong: largest Arabic model program in GCC	Large in-house evaluator team; Scale AI has Riyadh office	[redacted]
[redacted]	82	A – Hot	Next-gen national model slated for Dec 2026; previous version technical report (Mar 2026)	[redacted], Executive Director (Dec 2025). Technical: [redacted], Principal Scientist	High	Qatar	[redacted]	University research institute	100+ engineers & researchers (Dec 2025)	Strong: Arabic multimodal, safety, cultural content	Sovereignty: built with no external AI providers. Scale AI holds a gov deal (Feb 2025)	[redacted]
[redacted]	82	A – Hot	Arabic LLM fleet + speech model (Oct 2026); prior version (Dec 2025)	[redacted], CEO (Dec 2025)	Medium-High	UAE	[redacted]	Applied AI arm of a tech group	Not verified	Strong: Arabic LLM + speech	Scale AI strategic partner since Mar 2025	[redacted]
[redacted]	69	B – Warm	Launched Arabic LLM ecosystem (15 dialects) + Arabic OCR (Dec 2025) – weak, ~11 months	[redacted], CEO (Dec 2025)	Medium	Saudi Arabia	[redacted]	Arabic-first AI startup	Not verified	Good: builds own models; budget unknown	Budget risk; no vendor found	[redacted]
[redacted]	62	B – Warm	National AI program plans to further develop its national model (Jul 2026); launched ~Sep 2025	Program owner not found. Sponsor: [redacted]	Medium	Oman	[redacted]	Government ministry program	Not applicable	Moderate: local-dialect model; built with private partner	Government tender process; delivery partner not named	[redacted]
[redacted]	60	B – Warm	Showcased in-house industrial LLM (Mar 2026); reports $5B value from technology (Sep 2026)	Not verified. Find the current model owner in [redacted] / Technology & Innovation	Low-Medium	Saudi Arabia	[redacted]	Energy major, in-house industrial LLM	Enterprise	Partial: expert domain data (petroleum, engineering)	Mostly internal proprietary data; long procurement	[redacted]
[redacted]	51	C – Nurture	$1.5M pre-seed for Arabic ASR/TTS across 25 dialects (Jul 2025) – stale	Not found	Low	Saudi Arabia	[redacted]	Arabic speech AI startup	Early stage	Moderate: dialect speech data need	Small budget	[redacted]
[redacted]	50	C – Nurture	No model-building signal found in last 12 months	[redacted], CPO (Dec 2024 – stale, verify)	Low	UAE	[redacted]	Commercial arm of a government AI lab	Not verified	Weak: deploys rather than trains	Unknown	[redacted]

REDACTED