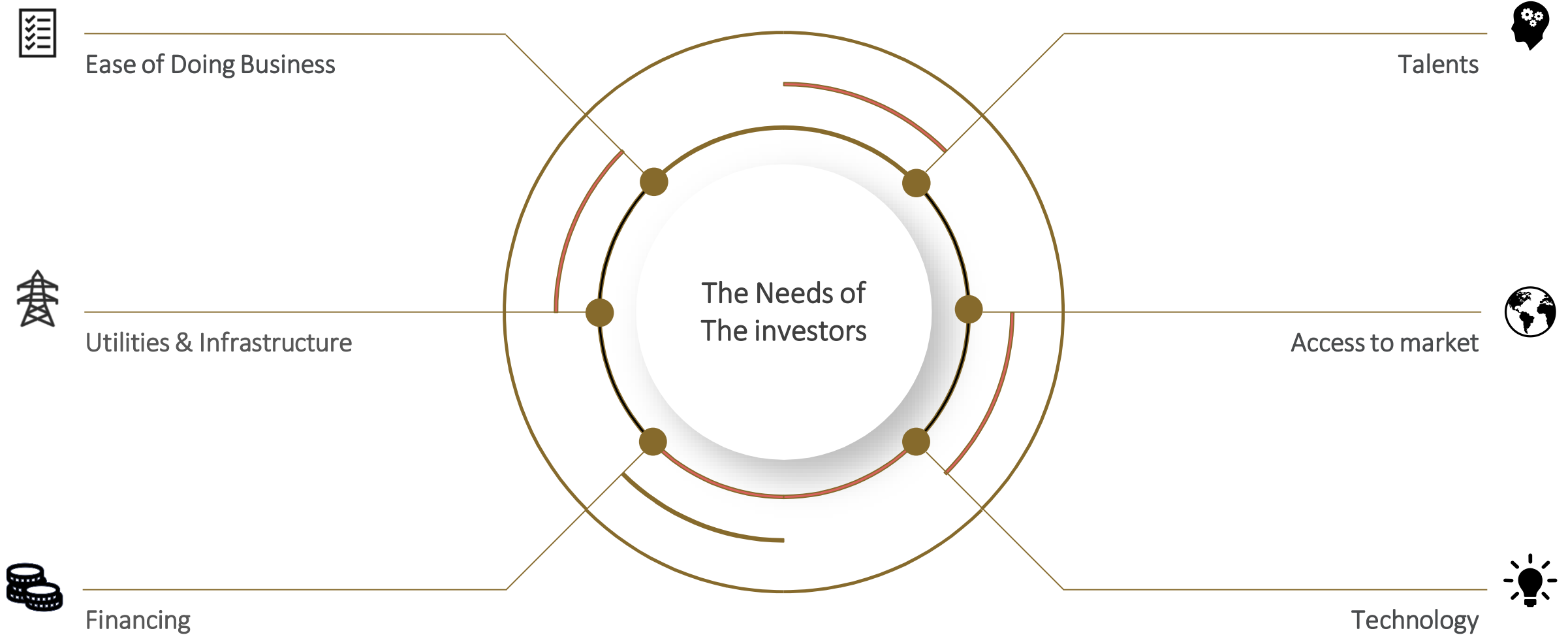




UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY

Incentives & Enablers

Incentives & Enablers



Ease of Doing Business

Incentives

Offered By

- 100% foreign business ownership
- Duty import exemption on Raw Material and Equipment



UNITED ARAB EMIRATES
 MINISTRY OF INDUSTRY
 & ADVANCED TECHNOLOGY

- Evaluate and advice on project feasibility in terms of market, technical and financial studies
- Technical support to SMEs project in terms of machines selection, negotiation with suppliers, project cost breakdown, ...etc
- Turnaround program: to support under-performing SMEs through coaching and guidance (UAE Nationals)
- Monitor project implementations and operations, measure project performance



- **One-Stop-Shop for business setup :**
 - Flexible company set-up under the Abu Dhabi DED regulations
 - Facility construction or fit-out
 - Support with operations
 - Assistance with utility connections
 - Networking with the supply chain
 - Advisory and consultancy
 - Access to the Emirates Defense Companies Council's SME portal



Ease of Doing Business

Incentives

Offered By

- **Loyalty Program for SMEs:** awarding SME businesses with Etihad miles whenever one of their employees fly with Etihad. Etihad miles can be used for flight booking, upgrading and purchasing from Etihad reward shop
- **Etihad Cargo:** support investment in the Emirate of Abu Dhabi and UAE by collaborating with “Make it in UAE” initiative through providing special priority and offerings based on space and capacity available, Digital air freight solutions and delivering certified air cargo freight solutions



- Provides globally competitive incentives, e.g., rebates & grants to innovation-led and growth-stage companies
- Personalized Investor Care: Provide investor guidance, connections, market insights and public policy support
- Concierge Services at TAMM business centres



مكتب أبوظبي للاستثمار
ABU DHABI INVESTMENT OFFICE

- Business setup fees and license renewal in Abu Dhabi emirate have been reduced to AED1,000
 1. cover all fees from Abu Dhabi Government entities such as ADDED, DMT, ADCC, CoC (Certificate of Conformity) issuance fee



دائرة التنمية الاقتصادية
DEPARTMENT OF ECONOMIC DEVELOPMENT

Ease of Doing Business

Incentives

Offered By

Dedicated support:

A special account management program to investors to support them navigating the health care landscape in the UAE.

Market Research:

A Special market research support program for companies who are interested in the UAE as a potential market

Awareness Campaigns:

Pure Health can run comprehensive wellbeing campaigns, including executive and general health screening, workplace safety campaigns, educational workshops, First Aid training, etc.

Employee Wellness Programs:

Pure Health provides an extensive network of world-class health services, ranging from preventive medicine, occupational health, telemedicine, laboratories, primary care, pharmacies, Clinical services can be offered to companies at their offices and work sites, customized to suit the needs of each organization.



Infrastructure & Utilities

Incentives

Offered By

Varied products with various investment options fit the requirements of end-users:

- Ready Made Units from 150m², 250 m², 300m²
- Serviced Land Plots from 5,000m² to 500,000m²
- Un-Serviced Land Plots without infrastructure from 5,000m² to 500,000m²
- Retail Units suitable for supermarkets, restaurants, clinics



- Serviced lands for industrial and logistics use
- Modular prebuilt facilities 300m² - 50,000 m² (warehousing, cold storage, showrooms, light industries, data centres)
- Built to suit solutions (oversees process of design, construction and project management for investors)
- Portside facilities such as warehouses, containers freight station
- Start-up accelerators and incubation centres offering office facilities and shared workspace
- A special 25% discount on all free zone offices packages
- A special 10% discount on all the base offerings (warehousing - lands)



Infrastructure & Utilities

Incentives

Offered By

- Plug and Play Model
- Tailor-made facilities
- Long term lease - Rents fixed for 5-10 years
- Rent free periods 12-18 months on land leases
- Standard facilities: Medium manufacturing units with 10T crane capacity 1MW power available
Utilities provided by TIP
- Incubators: Smaller ready to move in & work units
- Scalable options enable business growth
- Individual and shared office space



- Assistance to access land, office space and other facilities, including information on establishment options in Abu Dhabi



مكتب أبوظبي للاستثمار
ABU DHABI INVESTMENT OFFICE

- Electricity Tariff Incentive Program – ETIP improve the competitiveness through a reduced electricity tariff (20fils, 23fils, 25fils)



دائرة التنمية الاقتصادية
DEPARTMENT OF ECONOMIC DEVELOPMENT

Talent

Incentives

Offered By

- Golden visa for investors, entrepreneurs, specialized talents and researchers



الهيئة الاتحادية للهوية والجنسية والجمارك وأمن المنافذ
FEDERAL AUTHORITY FOR IDENTITY, CITIZENSHIP, CUSTOMS & PORT SECURITY



- Unemployment insurance scheme guarantee 60% of basic salary



UNITED ARAB EMIRATES
MINISTRY OF HUMAN RESOURCES
& EMIRATISATION

All new ICV companies have to registered with Nafis before issuing the ICV certificate

- **Emirati Salary Support Scheme:** A grant to incentivise the recruitment of young Emirati in private sector companies
- **Merit Program:** A monthly salary top-up for newly employed Emirati workers in specialised fields
- **Pension Program:** A 5-YEAR subsidy against the pension plan contribution of newly employed Emiratis earning less than AED20,000 per month
- **Child Allowance Scheme:** Payment will be made to existing and newly hired Emirati staff working in the private sector
- **Talent Program:** developing specialised vocational skills for Emirati recently employed and existing employees in the private sector
- **Apprentice Program:** A train to hire for fresh graduate Emirati in private and semi-private companies
- **Unified job posting platform:** helps employers to find relevant job profiles



Financing

Incentives

Offered By

| Products | Max LTV | Max Tenor | Max Grace Period |
|--|---------|-----------|------------------|
| Green Field and Brown Field Project Financing For investment in new projects or capacity expansion via non or part recourse project financing structures. | 70% | 15 Years | 2 years |
| Capex Financing For the development of new activities or expansion, which in turn will contribute to the growth of UAE's economic development | 80% | 12 years | 1.5 years |
| Advanced Technology Adaption Financing For upgrading of existing machinery or acquiring more advanced and efficient machinery especially using Industry 4.0 technologies | 90% | 12 years | 1.5 years |
| Renewables and Energy Efficiency Financing For investment into alternative or renewable energy or aiming to shift to a clean source of energy, which will lead to environmentally sustainable development in the country | 100% | 15 years | 2 years |
| Digitalization Financing For the adaptation of digitalization | 70% | 7 years | 1.5 years |



Financing

Incentives

Offered By

- Business account packages
- Cash Management solutions & Working Capital Solutions
- CAPEX Finance (Finance of Equipment, Machinery, Auto, Real Estate)
- Trade Finance Solutions (Letter of Guarantee Letter of Credit, Import Financing, Export Financing, Import/ Export Bill of Collections)
- Competitive processing fees and lowered interest rate (subject to loan approval)
- profit rate discount of 1% less than ADIB's prevailing business finance profit rate, to be offered exclusively to IDB targeted segments



- Project finance (new projects or capacity expansion) up to 70% and 15 years max tenor, max grace period 2yrs
- Capex Financing: For the development of new activities or expansion



- Competitive processing fees and lowered interest rate
- Minimum Account Balance charges waived (subjective to loan approval)



Financing

Incentives

Offered By

○ Exporters:

1. Trade Credit Insurance (Short Term)

- Whole turnover
- Single risk
- Top-up
- Pre-shipment
- SME Protect

2. Trade Credit Insurance (Medium Term)

- Single risk
- Single buyer

○ Investors:

- Political Risk Insurance - UAE Investors

○ Banks

- Trade Finance / Project Finance Insurance & Guarantees



الاتحاد للائتمان الصادرات
ETIHAD CREDIT INSURANCE

- Working Capital Finance

- Trade facilities (Import and export services – Guarantees)

- Cash Management solutions



Financing

Incentives

Offered By

- Availability of a direct export presentation under LC, which enables the exporter to present documents under Letter of Credit (LC) directly to the LC Issuing Bank reducing days sales outstanding
- Strategic collaboration with SAP Ariba, the largest B2B network in the world, allowing quicker integration and end to end visibility
- Strategic partnerships with multi-bank trade platforms (e.g. SWIFT 4 corporates)
- Smart trade application forms to improve process efficiency and client experience
- Straight through, digital processing for vendor payments under Supplier Finance
- Fully digitalized vendor enrolment through collaborations with Third party platforms like Moxtra / Demica
- Leading bank in export finance in the region through large bank lines and an effective trade advisory team



- Financing and partnership
- Economic Program credits



Access to Market

Incentives

Offered By

- **Golden List:** Enhance the local supply chain by increasing the demand for locally manufactured goods through a preferential list
- **Abu Dhabi Local Content Program:** Direct government spending towards the local products & services in Abu Dhabi. 40% of the financial evaluation is attributed to the ICV score



دائرة التنمية الاقتصادية
DEPARTMENT OF ECONOMIC DEVELOPMENT

- **AL Watani National Partners Program:** a local content program for suppliers who would like to partner with Etihad to provide their products and services through prioritization in bidder list selection and procurement activities for ICV certified suppliers



الإتجاه
ETIHAD

Access to Market

Incentives

Offered By

- National In Country Value program incentives – ICV is a tool to boost economic performance and support local industries by redirecting higher portions of procurement spending into the national economy. And those who hold ICV certificate will get contractual advantage with the participating entities and government authorities
- CEPA agreements to facilitate access to international markets of UAE products.



UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY

- Export Enablement Program: specialized consultation for industrial exporters (SMEs)



Technology

Incentives

Offered By

- ADIO- Plug and Play Platforms: industry 4.0 open innovation platform to support transformation towards I4.0



PLUGANDPLAY ABU DHABI

Powered by  مكتب أبوظبي للاستثمار
ABU DHABI INVESTMENT OFFICE

- Abu Dhabi Competence Centre: Highly specialized innovation hub to provide manufacturing facilities with Industry 4.0 orientation, training and support.



دائرة التنمية الاقتصادية
DEPARTMENT OF ECONOMIC DEVELOPMENT

Enablers Focal Points

| Entity | Focal | Contact Details |
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