



UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY



INDUSTRIAL INVESTMENT GUIDE

UAE: An Industrial
and Advanced Technology Hub



July 2024



اصنع في الإمارات
MAKE IT
IN THE EMIRATES

INVEST . PARTNER . GROW



INDUSTRIAL INVESTMENT GUIDE

**UAE: An Industrial
and Advanced Technology Hub**

FOREWORD



His Excellency Dr. Sultan Al Jaber,
UAE Minister of Industry and Advanced Technology

The UAE economy continues to undergo a profound transformation.

This landmark publication, the UAE Industrial Investor Guide, is a valuable tool for any investor curious about our competitive advantages as well as our vibrant industrial ecosystem and the abundant opportunities it presents.

The Ministry of Industry and Advanced Technology (MolAT) was established in 2021, during the UAE's 50th year, to contribute to the diversification of the national economy.

It was launched under the directives of the UAE's leadership, against a backdrop of the Covid 19 pandemic that disrupted global supply chains and challenged economic growth. The Ministry's central mission is to build on the UAE's unique value proposition to expand industrial development and enhance its economic resilience and competitiveness.

As such last year the UAE attracted AED 82.6 billion of foreign direct investment and is growing its capabilities to provide manufacturers, local and international industrial investors and businesses with a platform from which to grow.

Our supportive industrial ecosystem leverages our many competitive advantages. These include a secure, reliable business environment, a highly skilled workforce, access to international free trade agreements and key export markets, a strategic geographic location, advanced logistics,

transport and communication infrastructure, modern legislation including 100% foreign ownership, plus access to key raw materials and feedstock, a diverse energy mix and competitive financing.

MolAT aims to harness and channel the UAE's value proposition in order to achieve the objectives of the National Strategy for Industry and Advanced Technology to increase the UAE's competitiveness and resilience through economic diversification, with the ultimate goal of increasing its manufacturing value added contribution to GDP to more than AED 300 billion by 2031.

One of the key enablers of the strategy is enhancing an attractive business environment for local and international industrial investors within our industrial ecosystem. We have already made significant leaps in this space by introducing a range of incentives to complement the UAE's supportive legislative framework.

The UAE's industrial strategy focuses on enabling the growth of priority sectors and enhancing their competitiveness. These sectors include food and agriculture, pharmaceuticals, petrochemicals, heavy industries such as aluminum and iron, defense, and electrical equipment and appliances.

The strategy also aims to pave the way for industries of the future, ensuring the UAE is at the forefront of sectors such as agritech, space,

and renewable energy, including hydrogen. These are all sectors that hold immense promise, and we are working hard to unlock their full potential.

Key to unlocking this potential is encouraging and supporting the adoption of advanced technology and cultivating a culture of innovation within the industrial community. Through various programs and initiatives, MolAT has facilitated the exchange of knowledge and experiences and worked alongside financial institutions to introduce smart financing solutions to help companies embrace Fourth Industrial Revolution (4IR) applications across the value chain.

All these initiatives, programs, incentives and enablers, contribute to powering the industrial sector and driving national progress. They help to form an ecosystem that not only attracts international industrial investors, but also supports local manufacturers, creates opportunities for growth, and enhances their competitiveness.

In this way, the UAE's industrial sector can act as a springboard for all ambitious companies – whether they are established corporations or recently launched SMEs – operating across all sectors.

I extend a warm invitation to everyone to take advantage of the multiple opportunities to become part of our exciting industrial growth story.



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INTRODUCTION

Welcome to the UAE's Industrial Investment Guide

This document provides a comprehensive guide to the UAE's industrial landscape and national industrial strategy, which aims to position and grow the existing diversified industrial base.

As an industrial investor, you will find a range of resources, information, and data to help you make an informed decision about establishing and growing your operations in the UAE.

Essentially, this guide is an invitation to industrialists, investors, innovators, and entrepreneurs to discover the exceptional value proposition and benefits of manufacturing in the UAE.

We invite you to start your journey and become one of the 'Make it in the Emirates' success stories.

UAE AT A GLANCE



Capital city
Abu Dhabi



Population in 2020
9,282,410



Size of the country
83,600 km²



Estimated Gross Domestic Product (GDP) for 2023*
USD 541Bn



Stable currency
the UAE Dirham is
pegged to the US
Dollar **@3.67**



Number of seaports
12 commercial
trading ports



Number of airports
10



Nationalities
working in the UAE
200+



1,200km of railway
will connect all seven
emirates and five
countries in the gulf
region by 2026



Total trade
~USD 654bn**

*Source: FCSC national accounts estimation

**Source: www.comtrade.un.org/data

UAE RANKINGS

IN THE MENA REGION



1st
in the Global Knowledge
Index 2021



1st
in IMD's World
Competitiveness
Index 2021

IN THE ARAB WORLD



1st
to attract Foreign Direct
Investment (FDI)
issued by (UNCTAD) in
the World Investment
Report 2022



1st
Global Industrial
Competitive Performance
Report in the Arab world
(UNIDO) 2022

(UN) United Nations
(UNCTAD) United Nations Conference on Trade and Development
(UNIDO) United Nations Industrial Development Organization
(IMD) IMD World Competitiveness Center
(GII-UNDP) Gender Inequality Index United Nations Development Program

IN THE WORLD



1st
Global
Entrepreneurship
Index in 2021



27th
Global ranking in the
Competitive Industrial
Performance Index by
UNIDO in 2023



2nd
Safest country
worldwide
(Word Index) in 2021



10th
World
competitiveness
ranking (IMD) in 2023*



16th
Ease of doing
business
(The World Bank)
in 2021



7th
Gender Inequality
Index (GII-UNDP)
in 2024**

UAE'S INVESTMENT LANDSCAPE



/ Attractive Business Environment

The UAE has created a favorable business environment for industrial investors on par with the best in the world.

100% business ownership

Foreign investors are being granted full ownership on specific businesses.

Favorable fiscal and tax environment

0% corporate tax*

0% income tax

Double taxation avoidance
(DTA agreements with 137 countries mean relevant taxes will only be imposed in one jurisdiction)

5% VAT
(VAT applies if taxable supplies and imports exceed \$100,000)

* A 9% federal corporate tax will be imposed on businesses with annual profits of more than AED375,000

Golden visa

The UAE's ten-year Golden Visa enables foreign investors, entrepreneurs, and talented individuals to live, work, and study in the UAE without a national sponsor and with 100% ownership of their business on the UAE's mainland.

Political stability

As a member of the Gulf Cooperation Council (GCC), Arab League, and the UN, the UAE has long-term political stability. It was ranked the third most peaceful country in the region by the Global Peace Index 2021 (Institute for Economics and Peace).

Strong credit rating and stable economic outlook

The UAE has an AA credit rating (Fitch Rating and Moody's), reflecting the creditworthiness of its federal government entities and their ability to plan for the country's sustainable growth.

Protection of intellectual property and trademarks

Intellectual property rights and trademarks are protected under UAE Federal Law. 17.

The Ministry of Economy deals with the registration and protection of intellectual property in the UAE. Further details of the registration process can be found on www.moec.gov.ae/en/registration-of-intellectual-works

Fair and adaptive legal system to govern commercial matters

UAE federal laws ensure that business can be done easily and fairly, protecting labor rights, consumer rights, and intellectual property rights.

Dual licensing

Dual licensing allows free zone companies to conduct their economic activities outside the free zone, allowing for an expanded business scope and a competitive business environment.

/ World-Class Communications and IT Infrastructure



Ranked #1

in the region for state-of-the-art
infrastructure and connectivity

The UAE boasts a best-in-class
Information and Communications
Technology infrastructure ranking first
in the Arab region and 10th globally in
the IMD World Digital Competitiveness
Ranking 2021 report.

/ A Global Hub

The UAE is strategically located to benefit from the economic activity of the world's largest and fastest-growing economies including South Asia, Africa, and East Asia. As a result, it acts as a unique launch pad for trans-continental connection.

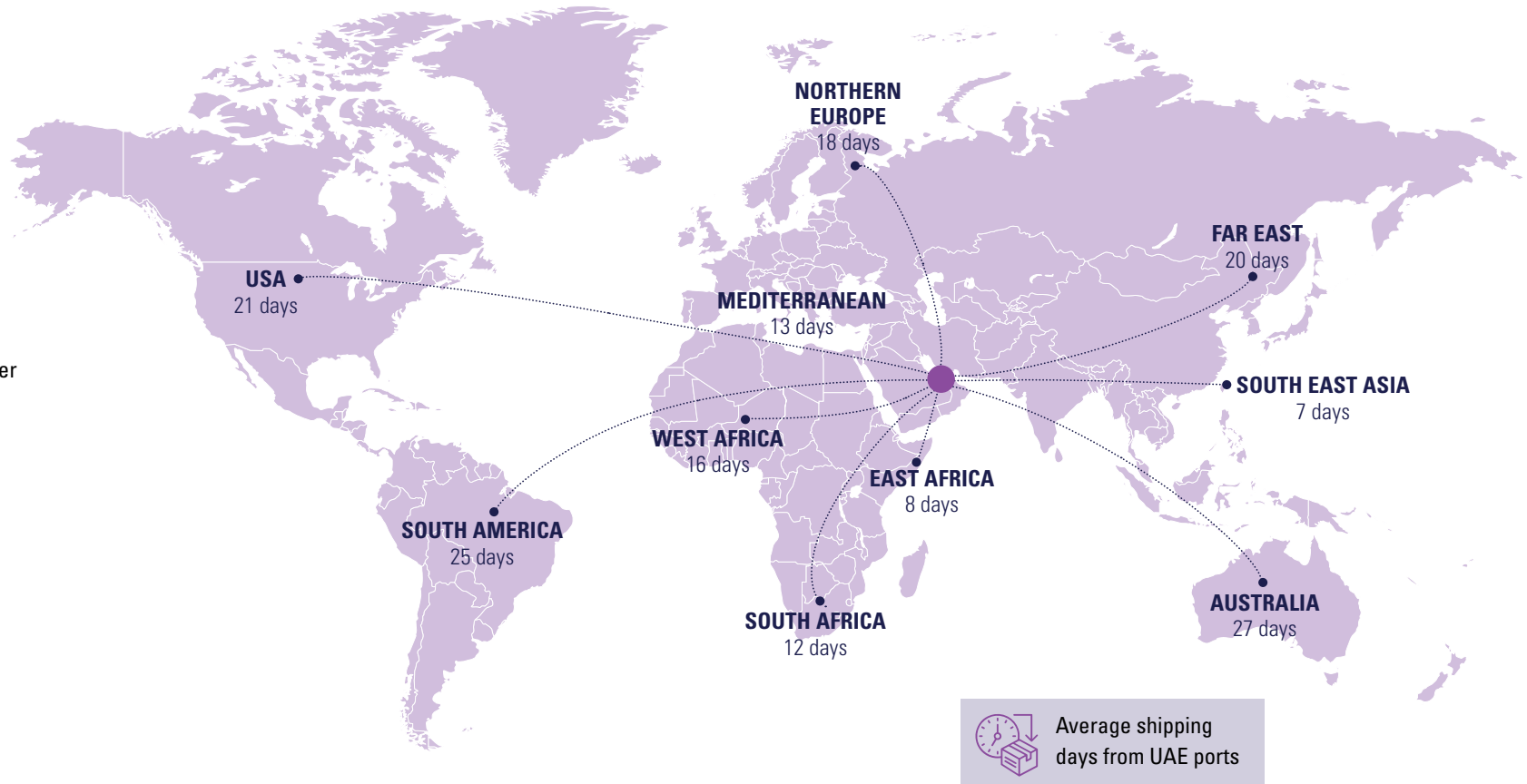
Strategic Location



4th
Globally in DHL
Connectedness
Index



3rd
Globally in Agility
Emerging Markets
Logistics Index, after
China and India



Free Trade Agreements and Bilateral Investment Treaties

The UAE has signed 3 free trade agreements and 107 bilateral investment treaties (including 33 to be ratified) to support trade and investment. These numbers are expected to grow.

Bilateral Investment Treaty, signed but to be ratified

1. Argentina
2. Benin
3. Brazil
4. Burundi
5. Chad
6. Colombia
7. Commonwealth of Dominica
8. Cote d'Ivoire
9. Democratic Republic of the Congo
10. Equatorial Guinea
11. Gabon
12. Gambia
13. Guinea-Bissau
14. Hungary
15. Iraq
16. Jersey
17. Kazakhstan
18. Liberia
19. Maldives
20. Mali
21. Mozambique
22. Netherlands
23. Nigeria
24. North Macedonia
25. Panama
26. Saint Kitts and Nevis
27. Saint Vincent and the Grenadines
28. Senegal
29. Sierra Leone
30. South Sudan
31. State of Israel
32. Suriname
33. Uganda

Bilateral Investment Treaty, signed and in force

- | | |
|------------------------|--|
| 1. Antigua and Barbuda | 39. Mauritania |
| 2. Albania | 40. Mauritius |
| 3. Algeria | 41. Moldova |
| 4. Andorra | 42. Montenegro |
| 5. Angola | 43. Morocco |
| 6. Armenia | 44. Niger |
| 7. Austria | 45. Pakistan |
| 8. Azerbaijan | 46. Paraguay |
| 9. Bangladesh | 47. Poland |
| 10. Belarus | 48. Portuguese |
| 11. Belize | 49. Romania |
| 12. Cambodia | 50. Russia |
| 13. China | 51. Rwanda |
| 14. Comoro Islands | 52. San Marino |
| 15. Costa Rica | 53. Serbia |
| 16. Czech | 54. Singapore |
| 17. Egypt | 55. Slovak |
| 18. Estonia | 56. Sudan |
| 19. Ethiopia | 57. Sweden |
| 20. Finland | 58. Switzerland |
| 21. France | 59. Syria |
| 22. Georgia | 60. Tajikistan |
| 23. Germany | 61. Thailand |
| 24. Greece | 62. The Belgian Luxemburg Economic Union |
| 25. Guinea Conakry | 63. The United Mexican States |
| 26. Hong Kong | 64. Tunisia |
| 27. India | 65. Turkiye |
| 28. Indonesia | 66. Turkmenistan |
| 29. Italy | 67. UK |
| 30. Japan | 68. Ukraine |
| 31. Jordan | 69. Uruguay |
| 32. Kenya | 70. Uzbekistan |
| 33. Korea | 71. Vietnam |
| 34. Kosovo | 72. Yemen |
| 35. Kyrgyzstan | 73. Zambia |
| 36. Lebanon | 74. Zimbabwe |
| 37. Magnolia | |
| 38. Malaysia | |

Free Trade Agreement, signed and in force

1. **Singapore**
2. **EFTA:**
 - a. Iceland
 - b. Liechtenstein
 - c. Norway
 - d. Switzerland
2. **GAFTA (Greater Arab Free Trade Area):**

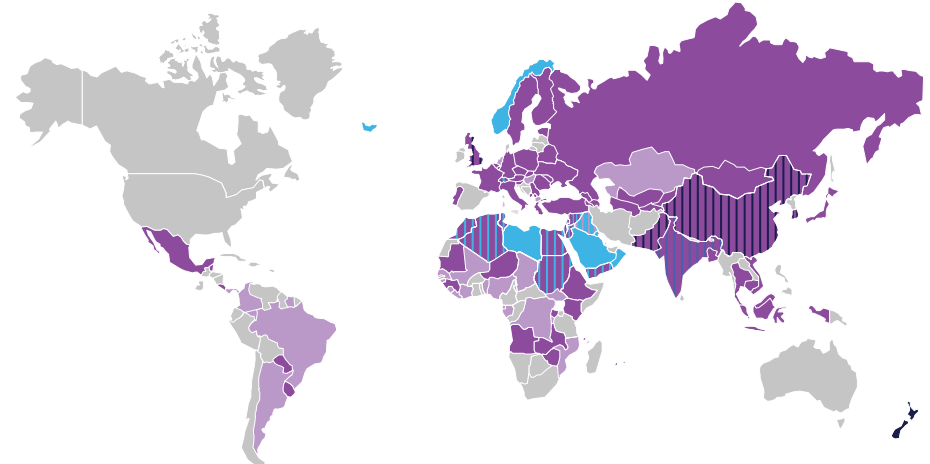
a. Algeria	g. Kuwait	m. Qatar
b. Bahrain	h. Lebanon	n. Sudan
c. Egypt	i. Libya	o. Syria
d. Iraq	j. Morocco	p. Tunisia
e. Jordan	k. Oman	q. Yemen
f. KSA	l. Palestine	

Free Trade Agreement, in negotiation

1. China
2. UK
3. New Zealand
4. Pakistan
5. South Korea

UAE Bilateral Track (CEPA) Comprehensive Economic Partnership Agreement

1. UAE – India Comprehensive Economic Partnership Agreement (CEPA)
2. State of Israel
3. Indonesia



*Source: Ministry of Economy (UAE)

Double Taxation Agreements (DTA)

Double taxation is defined when similar taxes are imposed in two countries on the same tax payer on the same tax base, which harmfully affects the exchange of goods, services and capital and technology transfer and trade across the border.

Benefits of Double Taxation Agreements



Elimination of double taxation, additional taxes and indirect taxes and fiscal evasion.



Removing the difficulties relating to cross-border trade and investment flows.



Encouraging the exchange of goods, services and capital movements.



Double Taxation Agreements Countries

1. Egypt
2. Algeria
3. Yemen
4. Tunisia
5. Morocco
6. Sudan
7. Syria
8. Lebanon
9. Mozambique
10. Pakistan
11. India
12. Sri Lanka
13. Philippine
14. Korea
15. Singapore
16. Indonesia
17. Thailand
18. Malaysia
19. China
20. New Zealand
21. Ukraine
22. Belarus
23. Romania
24. Turkmenistan
25. Armenia
26. Tajikistan
27. Magnolia
28. Austria
29. Poland
30. Germany
31. Finland
32. Italy
33. Czech
34. France
35. Belgium
36. Luxembourg
37. Turkiye
38. Canada
39. Mauritius
40. Seychelles
41. Bosnia and Herzegovina
42. Azerbaijan
43. Spain
44. Malta
45. Netherlands
46. Bulgaria
47. Uzbekistan
48. Kazakhstan
49. Vietnam
50. Greece
51. Ireland
52. Georgia
53. Venezuela
54. Portugal
55. Bangladesh
56. Cyprus
57. Estonia
58. Switzerland
59. Guinea
60. Kenya
61. Russia
62. Latvia
63. Montenegro
64. Fiji
65. Palestine
66. Panama
67. United Mexican States
68. Serbia
69. Benin
70. Libya
71. Hungary
72. Japan
73. Brunei Darussalam
74. Lithuania
75. Slovenia
76. Albania
77. Barbados
78. Uruguay
79. Kyrgyzstan
80. Hong Kong
81. Bermuda
82. Comoro Islands
83. Ethiopia
84. Uganda
85. Gambia
86. Andorra
87. Belize
88. Liechtenstein
89. Mauritania
90. Senegal
91. Macedonia
92. South Africa
93. Slovak
94. Nigeria
95. Jordan
96. United Kingdom of Great Britain and Northern Ireland
97. Jersey
98. Kosovo
99. Equatorial Guinea
100. Argentina
101. Ecuador
102. Saint Kitts and Nevis
103. Antigua and Barbuda
104. Paraguay
105. Burundi
106. Moldova
107. Cameroon
108. Croatia
109. Iraq
110. Costa Rica
111. Maldives
112. Rwanda
113. Colombia
114. Angola
115. Mali
116. Kingdom of Saudi Arabia
117. Zimbabwe
118. San Marino
119. Chad
120. Botswana
121. Suriname
122. Brazil
123. Saint Vincent and the Grenadines
124. Niger
125. Gabon
126. South Sudan
127. Liberia
128. Guinea-Bissau
129. Ghana
130. Sierra Leone
131. Chile
132. Commonwealth of Dominica
133. Burkina Faso
134. Zambia
135. Israel
136. Democratic Republic of the Congo
137. Monaco
138. Cote D'Ivoire

World-class port facilities, and a road network ranked **7th** in the 2019 Global Competitiveness Report issued by the World Economic Forum

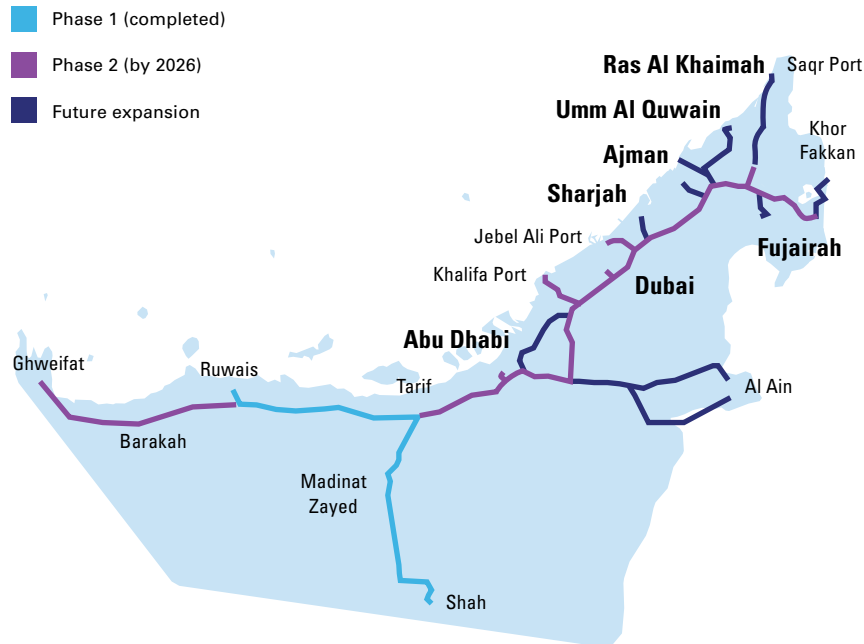


Best-in-Class Transportation Infrastructure

The UAE is setting a global standard for logistics and infrastructure and is home to some of the world's busiest airports, world-class port facilities, and a road network ranked 7th in the 2019 Global Competitiveness Report (World Economic Forum).

As of March 2022, 256km of the Etihad Rail project between Abu Dhabi and Dubai had been completed. On completion of phase two in 2026, 1,200km will connect all seven emirates and five countries in the GCC, linking the main centres of trade, industry, and manufacturing.

Etihad Rail Network Map



Source: © Etihad Rail - 2021



The UAE ranked **11th** globally in the Logistics Performance Index in 2021

Advanced Logistics Hub

The UAE offers a unique, quality infrastructure to support logistics activities, including the speed and simplicity of borders and customs, the quality of trade and transport infrastructure, the ease and cost of shipping, the efficiency and quality of logistics services, the ability to track cargo, and the arrival of cargo to destinations on time.

The UAE has mutual recognition agreements with nearly 89 countries in the fields of technical regulations, standards and conformity, international memberships, and MOUs, which increase market access for UAE products.



/ Ideal Country to Live in

One of the Middle East's most important economic centers, the UAE is a truly amazing place to live and work and is repeatedly voted as such in global polls, as well as ranked the 2nd safest country worldwide.

Through diversification, the UAE has become a regional trading and tourism hub that offers an exceptional quality of life, with excellence being the standard in accommodation, medical facilities, education, hospitality, entertainment, and state-of-the-art infrastructure.

Cleveland Clinic, Sorbonne University, New York University and the Louvre Museum are just a few of the household names that have made the UAE their second home.



Home to more than **200** nationalities



Improving quality of life and **embracing** global cultures



World Class healthcare



Elite educational institutions

SEVEN EMIRATES UNIQUE VALUE PROPOSITIONS

The United Arab Emirates is made up of seven emirates - Abu Dhabi, Dubai, Sharjah, Ajman, Umm al Quwain, Fujairah, and Ras al Khaimah. While each emirate is unique, with distinctive strengths to support the industrial sector's development, they all play an integral part in the UAE government's Industrial strategy: Operation 300bn.



/ Seven Emirates Unique Value Propositions



Abu Dhabi

- Major emerging market
- Abundant oil and gas feedstock
- Excellent infrastructure
- Strong government support for key industries



Dubai

- Business confidence in Dubai reached its 3rd highest level in 10 years
- Ranked the fifth most-important international shipping hub worldwide
- Best in the world telecom systems and uninterrupted power distribution systems



Sharjah

- Deep-rooted industrial supply chain (industrial clusters)
- Highly competitive cost of operational activities
- Strategic geographic location with two ports on the Arabian Gulf



Ajman

- Strategic location in the middle of the seven emirates, with a solid infrastructure and strong logistic facilities
- Investment opportunities in Ajman Free Zone (AFZ), with minimum doing-business process and cost
- Rapid GDP growth



Umm Al Quwain

- Modern infrastructure
- Low cost of living and labor
- Great location for import and export



Ras Al Khaimah

- High-tech industries as well as mining and commodities
- Free industrial lands to citizens with the possibility of foreigner participation
- Many natural resources such as cement, glass, ceramics



Fujairah

- Large government facilities
- Independent port and airport, which facilitate the export of products and reduce transportation costs
- Low cost of operation and labor

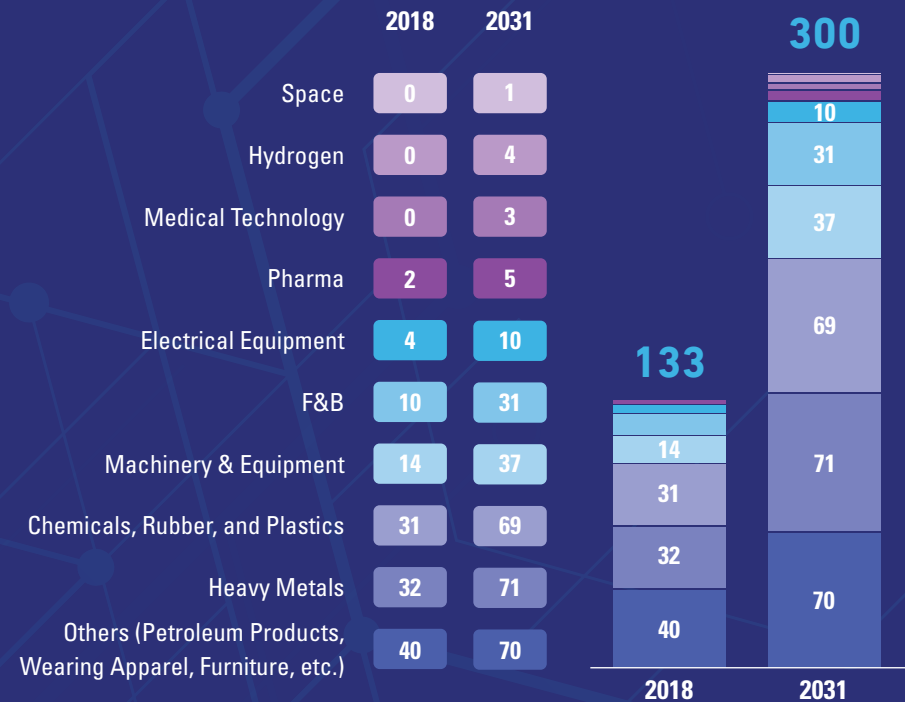
UAE'S INDUSTRIAL STRATEGY: OPERATION 300BN

'Operation 300bn' was launched in March 2021 to position the UAE as a global industrial hub. It is a 10-year comprehensive strategy that aims to increase the industrial sector's contribution to the country's GDP from the current AED 133 billion to AED 300 billion by 2031.



/ Operation 300 priority sectors and growth outlook for each sector

Breakdown of the industrial sector contribution across priority sectors for 2018 & 2031



We forecast the industrial sectors contribution towards the GDP will more than double by 2031

GROWTH OUTLOOK FOR MANUFACTURING INVESTMENTS IN UAE



USD 13.61bn
Expected Output of
high-tech companies
(2031)



UAE Manufacturing
Value Add targets
AED 300bn in 2031



Expected to be a
Regional Leader
in the Competitive
Industrial Performance
Index



Expected employment to
reach **+1 million**
by 2031



Productivity expected to be **~USD 60 K / FTE** by 2031

Source: Ministry of Industry and Advanced Technology (MOIAT)

KEY INDUSTRIAL SECTORS

The Ministry has a comprehensive plan to further grow and develop the UAE's industrial sector and enhance its role in the national economy.

It will focus on 11 priority sectors and aim to increase the efficiency and sustainability of production cycles and supply chains of existing industries while growing industries of the future, such as Space, Medical Technology, and Agriculture Technology. This will be implemented through industrial policies, enabling industries, attracting investments, deploying advanced technologies, and adapting the standards and quality infrastructure to global shifts.



**Food, Beverage and
Agricultural Technology**



Pharmaceuticals



**Electrical Equipment
and Electronics**



Advanced Manufacturing



Heavy Industries



**Petrochemicals and
Chemical Products**



Rubber and Plastics



**Machinery
and Equipment**



Hydrogen



Medical Technology



**Space
Technology**



Food, Beverage and Agricultural Technology



UAE 1st

in food and beverage in the MENA region accounting for 18% of the region's total F&B trade*

60%

reduction in licensing costs under the National Food Security Strategy*

+210%

The sector contribution to the GDP projected to increase by 210% over the next 10 years**

*Source: www.investemirates.ae

**Source: Ministry of Industry and Advanced Technology (MOIAT)



Pharmaceuticals



USD 355 per capita

Expenditure on pharmaceuticals in 2020, from USD 344 in 2019*

0.1% of MVA

Pharma constitutes only 0.1% of the Manufacturing Value Add (2021)**

+150%

The sector contribution to the GDP projected to increase by 150% over the next 10 years**

USD 1.4bn

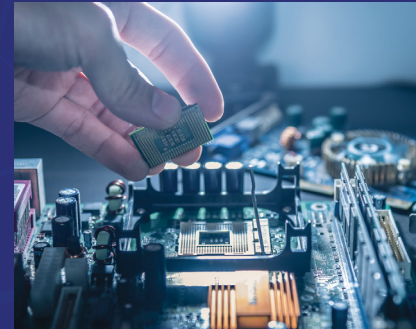
UAE's projected spend on generic drugs by 2030, translating to a CAGR of 7.3%*

*Source: www.investemirates.ae

**Source: Ministry of Industry and Advanced Technology (MOIAT)



Electrical Equipment and Electronics



2.8% of MVA

Electrical Equipment sector in the UAE contributes 2.8% of the national MVA (2021)**

+150%

The sector contribution to the GDP projected to increase by 150% over the next 10 years**

Asia-Pacific

The largest region in the global electronic products market, accounting for 49.4% of the total in 2020*

*Source: www.jafza.ae

**Source: Ministry of Industry and Advanced Technology (MOIAT)



Advanced Manufacturing



UAE ranks highest

amongst the defense products importers globally (2014, defense spend >6% of GDP)*

UAE Top importer

of defense products (USD 1.1bn in 2018)*

UAE local defense spend

set to increase from 10% to 30% (of total defense spend) by 2030*

EDGE Group

UAE main defense holding company, created in 2019, one of the top 25 military supplier in the world**

*Source: Ministry of Industry and Advanced Technology (MOIAT)

**Source: www.edgegroup.ae

Heavy Industries



UAE 1st
country to produce green aluminium using solar energy*

Premium aluminium
is the largest export after oil and gas in UAE**

+122%
The sector contribution to the GDP projected to increase by 122% over the next 10 years*

EGA #1
'Premium Aluminium' producer in the world in 2021**

Petrochemicals and Chemical Products



22%
the petrochemical and rubber & plastic industry makes up 22% of the UAE's manufacturing sector**

33%
of GCC's petrochemical exports are handled by Jebel Ali Free Ports*

+75%
The sector contribution to the GDP projected to increase by 75% over the next 10 years***

Rubber and Plastics



6%
Of the UAE manufacturing sector workforce is employed in the chemicals and rubber & plastic conversion in 2022*

~3.4% of MVA
The UAE's rubber & plastics conversion sector contributes ~3.4% to local MVA (2021)**

+123%
The sector contribution to the GDP projected to increase by 123% over the next 10 years**

Machinery and Equipment



~11%
Contribution to manufacturing value added in 2019*

~2.5% of MVA
Machinery and Equipment sector contributes ~10% of the national MVA (2021)**

+20%
Contribution increase in recent 5 years reaching about AED 15bn in 2019*

+164%
The sector contribution to the GDP projected to increase by 164% over the next 10 years**

*Source: www.jafza.ae

**Source: Federal Competitiveness and Statistics Center (FCSA)

***Source: Ministry of Industry and Advanced Technology (MOIAT)

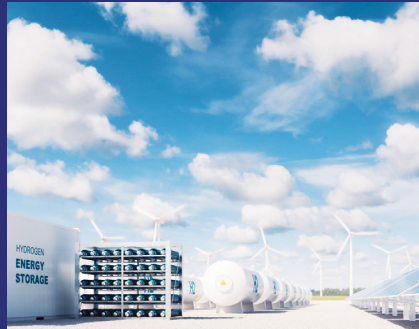
*Source: Federal Competitiveness and Statistics Center (FCSA)

**Source: Ministry of Industry and Advanced Technology (MOIAT)

*Source: Federal Competitiveness and Statistics Center (FCSA)

**Source: Ministry of Industry and Advanced Technology (MOIAT)

Hydrogen



25%
of the global low-carbon hydrogen market
is the target set by the UAE by 2030*

Hydrogen industrial ecosystem

Creating a local hydrogen industrial ecosystem is a key priority for the UAE*

Cost-optimal production resources,

such as natural gas and renewable energy, position the UAE at the forefront of global hydrogen economy*

*Source: Ministry of Industry and Advanced Technology (MOIAT)

Medical Technology



USD +5bn
UAE demand of medicine per year*

USD 1bn
The MVA in Medical Technology sector is expected to increase by USD 1bn in 2031*

*Source: Ministry of Industry and Advanced Technology (MOIAT)

Space Technology



UAE 1st
Arab country to reach Mars
in 2021 with Hope probe*

KhalifaSat
First UAE satellite to be designed, built and tested in the country entirely by Emirati scientists and engineers*

*Source: www.space.gov.ae

INVESTMENT INCENTIVES & FINANCING ENTITIES

A network of entities and initiatives support the UAE's drive to attract industrial investment, helping create a profitable environment and decrease risks.

These include banks, government and semi-government organizations, venture capitalists, incubators, and accelerators. Combined with the government's approach to breaking down barriers to investment, support for setting up in business is readily accessible.



/ Investment Incentives

Customs Duty Exemption for Industrial Inputs

The incentives is intended to encourage the establishment and sustained competitiveness of industrial projects in the UAE. It applies to factories with an industrial production license from the Ministry of Industry and Advanced Technology. This exempts factories from custom duties on imports of the following three categories:



1. Machinery, equipment and spare parts



2. Raw materials and semi-finished materials



3. Packing materials

Value Added Certificate for Factories

The UAE's position as a global business hub is being continuously reinforced, by signing new bilateral trade agreements to ensure greater opportunities for the local industries. The Certificate of Origin (COO) issued by the Ministry of Economy underpinned by the Value Added Certificate (VAC) issued by the Ministry of Industry & Advanced Technology provides the UAE's onshore companies with unparalleled access to GCC markets and beyond.



National In-Country Value (ICV) Program

The program aims to diversify GDP and localize supply chains by growing the local production of goods and services and increasing demand for local goods and services. The ICV certificate is issued to companies in which their contribution to the local economy is evaluated and then given an advantage during the award of contracts and purchases, of participating entities, based on their ICV score.



Objectives

- Grow the industrial sector
- Enhance the competitiveness of UAE goods
- Redirect procurement spending into the national economy



Impact

- GDP diversification
- Supply chain resilience
- Investment attraction
- Emiratization in the private sector



Incentives

- Contractual advantage with the ICV participating entities
- Access to preferred financing instruments with Emirates

Implementing entities



National Quality Infrastructure (Qi)

The UAE National Quality Infrastructure (NQI) – is the sole National Standardization Body (NSB) for UAE and is essential part of the Ministry of Industry and Advanced Technology. It is the institutional framework that establishes and implements the practice of standardization, including conformity assessment, metrology, and accreditation - is pro-actively developed and adapted to enhance competitiveness and facilitates market access for the goods and services 'Made in UAE'.

Benefits of a Quality Infrastructure



Enhances market access



Facilitates product diversification



Facilitates investment opportunities



Enhances innovation and technology diffusion



Reduces cost of trade by avoiding duplication in testing and inspection, streamlining operations, and eliminating restrictive regulations



Promotes government policy objectives through effective enforcement of technical regulations that safeguard public health and safety, and ensure consumer, environmental, and social protection



26,000

National Standards

www.moiat.gov.ae



12

National Reference
Measurement
Standards

www.emi.qcc.gov.ae



835

Accredited Conformity
Assessment Bodies*

www.moiat.gov.ae

www.eiac.gov.ae

*Conformity Assessment Bodies

Bodies registered in the Ministry of Industry and Advanced Technology that meet regulatory requirements to perform conformity assessment activities, including testing, calibration, inspection, and certification for the public and private sectors.

/ Financing Entities

Emirates Development Bank (EDB)

EDB is a key enabler committed to creating diversification and industrial transformation in the UAE economy.

Through the development of the national industrial ecosystem across key sectors, it is driving the UAE's global competitiveness and sustainable growth.

For all the listed financing proposals, EDB can provide bespoke solutions on case to case basis. Key sectors include manufacturing, healthcare, food security, and technology.



Advanced Technology & Equipment Financing

Financing for upgrading existing machinery and acquiring more advanced and efficient machinery such as Industry 4.0 technologies, to enhance market access. The terms are:

Loan to value up to 90%	Tenure up to 10 years	Grace period up to 18 months (construction/commissioning)
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Business Expansion

Supports existing industries and their expansion plans that will contribute to the UAE's economic growth. The terms are:

Loan to value up to 80%	Tenure up to 12 years	Grace period up to 2 months (construction/commissioning)
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Green Finance

A solution geared to entities using alternative or renewable energy or that aim to move to a clean source of energy to enhance environmental sustainability. The terms are:

Loan to value up to 100%	Tenure up to 12 years	Grace period up to 2 years
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Structured Finance & Equity Investment(s)

Provides local industries with a capital injection or alternative sources of financing to restructure their balance sheet(s) or grow further.



As part of its refreshed strategy, Emirates Development Bank allocated AED30 billion to empower the growth of SMEs and encourage start-ups and innovation. The fund is focused on five core sectors, as defined in its strategy: manufacturing, advanced technology, infrastructure, healthcare and food security.

Ahmed Mohamed Al Naqbi
CEO

Etiihad Credit Insurance

Etiihad Credit Insurance, the UAE Federal export credit company, mission is to ensure that no exports or re-exports of goods or services fail due to lack of trade credit insurance or financing. ECI services reduce the cost to export by protecting businesses' cash flows against non-payments, due to political and commercial risks and reduce the cost of trade finance by guaranteeing the commercial banks to offer pre and post shipment financing. The Federal company's services are a must to boost SMEs and "Make it in the Emirates" goods competitiveness in regional and international markets.

The key solutions are:



Trade Credit Insurance

Protects exporters against the risk of non-payment by foreign buyers through securing account receivables.



Access to international markets

Helps UAE businesses enter new markets and find potential customers through a global network of more than 360 million companies worldwide.



Loan Re-Payment Guarantee

Protects banks and other financial institutions against the risk of non-repayment of loans by a UAE industrial company.



Shariah-compliant solutions under "ECI Islamic"

Offers Shariah-compliant export credit insurance solutions that contribute to boosting the UAE's halal export industry.



Project Finance

Facilitates financing to meet a project's capital and operating cash flow requirements without additional company guarantees.



One-stop online platform

Eases SMEs' access to funding through the UAE Trade Finance Gateway, enabling them to contribute to the UAE's industrial strategy 'Operation 300bn'.

Etiihad Credit Insurance's collaboration with MOIAT has facilitated a comprehensive package of financial incentives to key industrial sectors, thus supporting UAE exporters and encouraging local manufacturers to expand their businesses without concerns about the shortage of finance or non-payment due to commercial or political reasons. The ministry promotes our trade solutions through the 'Make it in the Emirates' campaign, while we contribute to attaining the goals of 'Operation 300bn' by enhancing the competitiveness of local industries in international markets.

Massimo Falcioni
CEO of Etiihad Credit Insurance,
The UAE Federal export credit company

Abu Dhabi Exports Office (ADEX)

ADEX was established by Abu Dhabi Fund for Development in 2019 to provide credit facilities for buyers in the form of loans and guarantees to boost export of UAE goods and service to international markets. The initiative supports the UAE's strategy to advance economic diversification and enhance its competitiveness. ADEX helps companies who have set up business in UAE to mitigate their commercial and political risk against an export transaction by offering the importer with buyers credit facilities.



Objectives:

- Promote the UAE's economic diversification strategy and contribute to sustainable development.
- Increase the competitiveness of national exports and enabling Emirati businesses to increase global footprint.
- Contribute to the UAE's economic growth and build strategic partnerships at local and international levels.
- Protect exporters against non-payment risks.
- Provide financing solutions to importers of UAE goods and services at competitive terms.



ADEX Financial Solutions:

1

Direct Financing

Loans:

Issue audited financial statement based on IFRS Standard or using management accounts for new established entities less than 10 months.

Guarantees:

Payment guarantees to a financial institution to provide a loan to a foreign importer to purchase goods or services from a UAE source.

Indirect Financing

Credit Line:

Opening credit line with financial institutions in importing countries to refinance the lending offered to their customers who purchase goods or services from UAE.

2


Venture Capital and Other Financing Entities


The UAE has built a favorable environment for business set-up, with many entities available to offer finance, funding, and investment support.





Venture Capital


 Abu Dhabi Developmental Holding Company
www.adq.ae


 BECO Capital
www.becocapital.com

 Dubai Technology Entrepreneur Campus
www.dtec.ae

 Dubai Angel Investors
www.dubaiaingelinvestors.me

 Emirates Angel Investors Association
www.emiratesangels.org

 Middle East Venture Partners
www.mevp.com

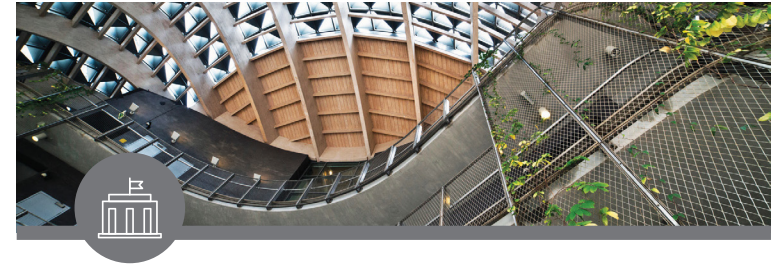
 Sharjah Angels
www.sharjahangels.com

 Shorooq Partners
www.shorooq.com


 Venture MENA
www.venturemena.com


 VentureSouq
www.venturesouq.com


 Wamda
www.wamda.com



Other Financing Entities


 Abu Dhabi Investment Office
www.investinabudhabi.ae

 Advanced Technology Research Council
www.atrc.ae

 Dubai FDI
www.dubaifdi.gov.ae

 Dubai SME
www.sme.ae

 Takamul
www.takamul.gov.ae

 Khalifa Fund For Enterprise Development
www.khalifafund.ae

Incubators and Accelerators

Over twenty incubators and accelerators operate across the UAE, driving entrepreneurship and providing services including mentorship, funding, networking, training, and office space.

They also offer valuable support in product development, sales, and marketing.



Abu Dhabi



Catalyst
www.catalyst.ae



Emirates AI
www.eait.com



F&B Innovation Lab
www.fnbinnovationlab.com



Flat6Labs
www.flat6labs.com



Kryptolabs
www.kryptolabs.com



Plug and Play
www.plugandplaytechcenter.com



StartAD
www.startad.ae



Hub71
www.hub71.com

Dubai



AI Venture Labs
www.aiventurelabs.com



Area 2071
www.area2071.ae



Bedayat Business Incubator
www.bedayat.ae



Dubai International Financial Centre
www.difc.ae



Dubai Future Foundation
www.dubaifuture.ae



Dubai Internet City
www.dic.ae



Dubai Technology Entrepreneur Campus
www.dtec.ae



Hamdan Innovation Incubator
www.hi2.ae



In5
www.infive.ae



Dubai Science Park
www.dsp.ae

Sharjah



Sharjah Research Technology and Innovation Park (SRTIP)
www.srtip.ae

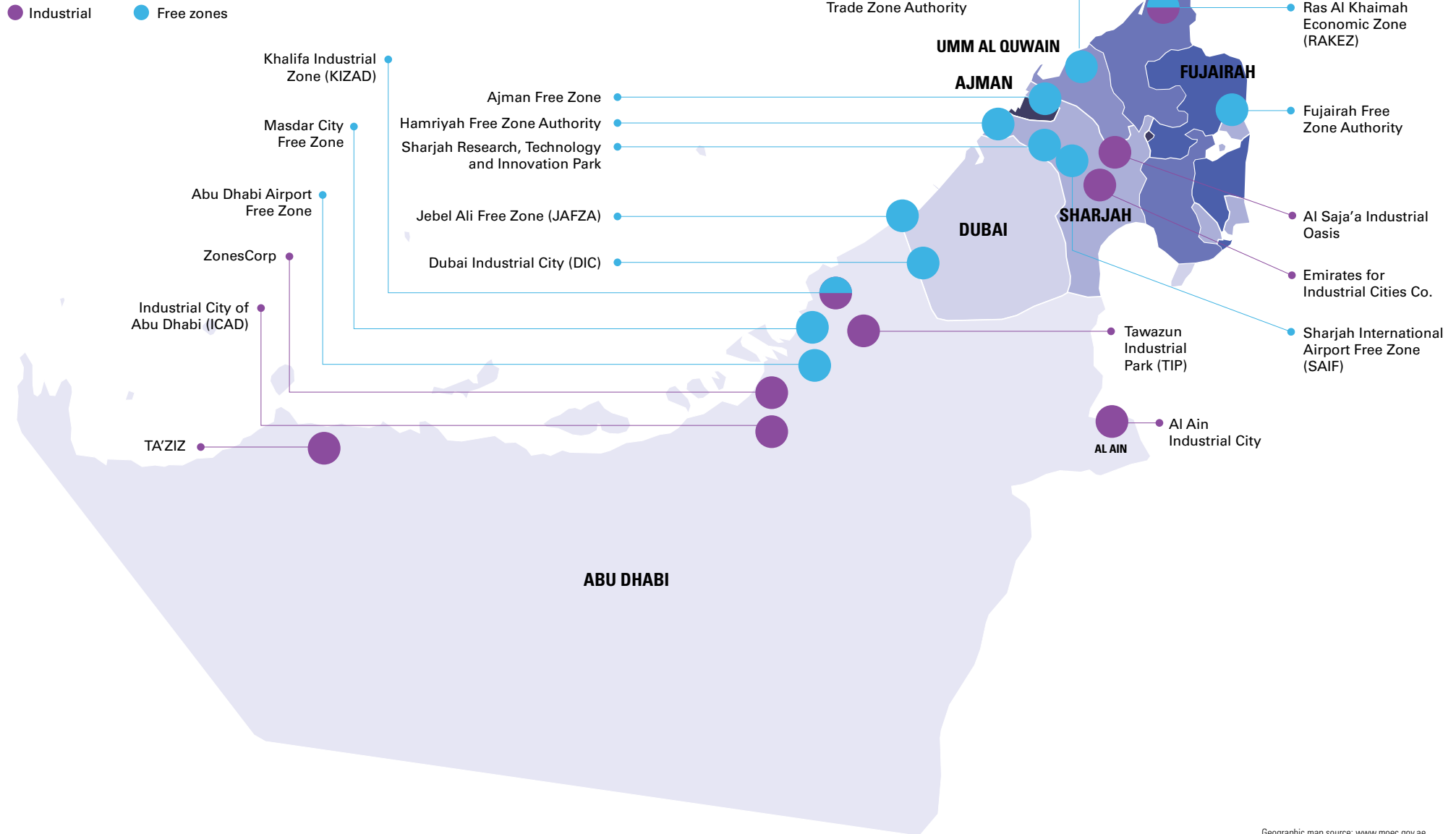


Sheraa
www.Sheraa.ae

KEY INDUSTRIAL AND FREE ZONES IN THE UAE



Key Industrial and Free Zones in the UAE



INDUSTRIAL LICENSING JOURNEY



3,690.47
+0.19
+0.01%

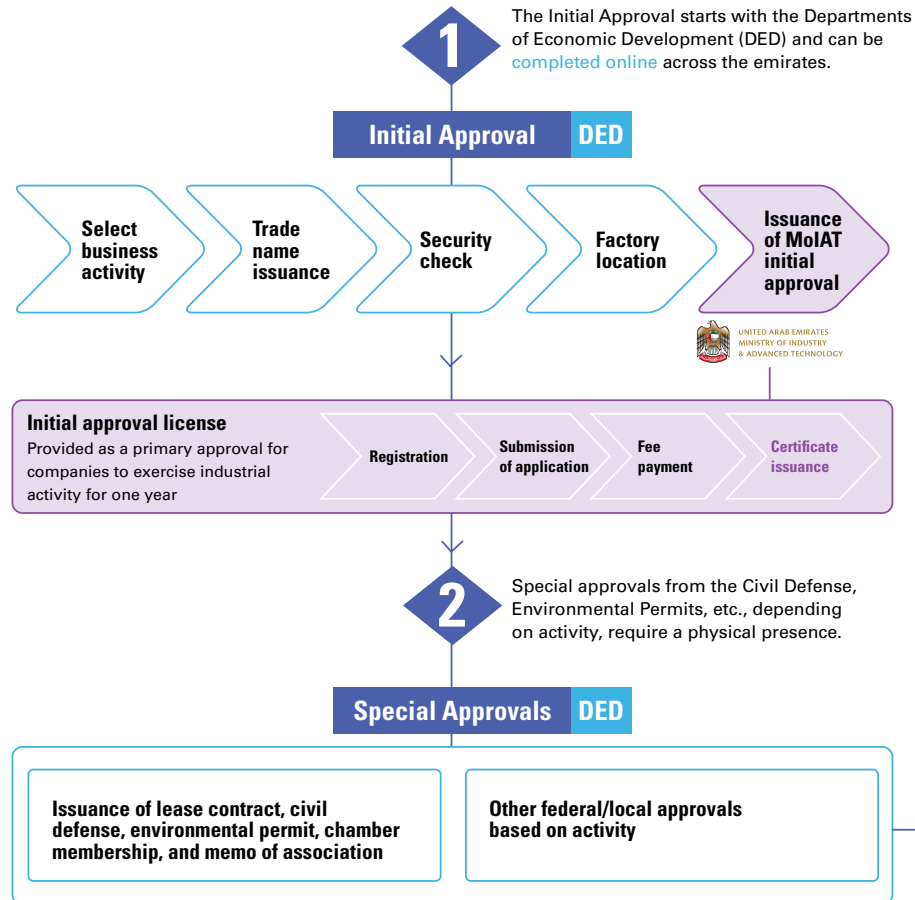
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+604.26
+2.114%

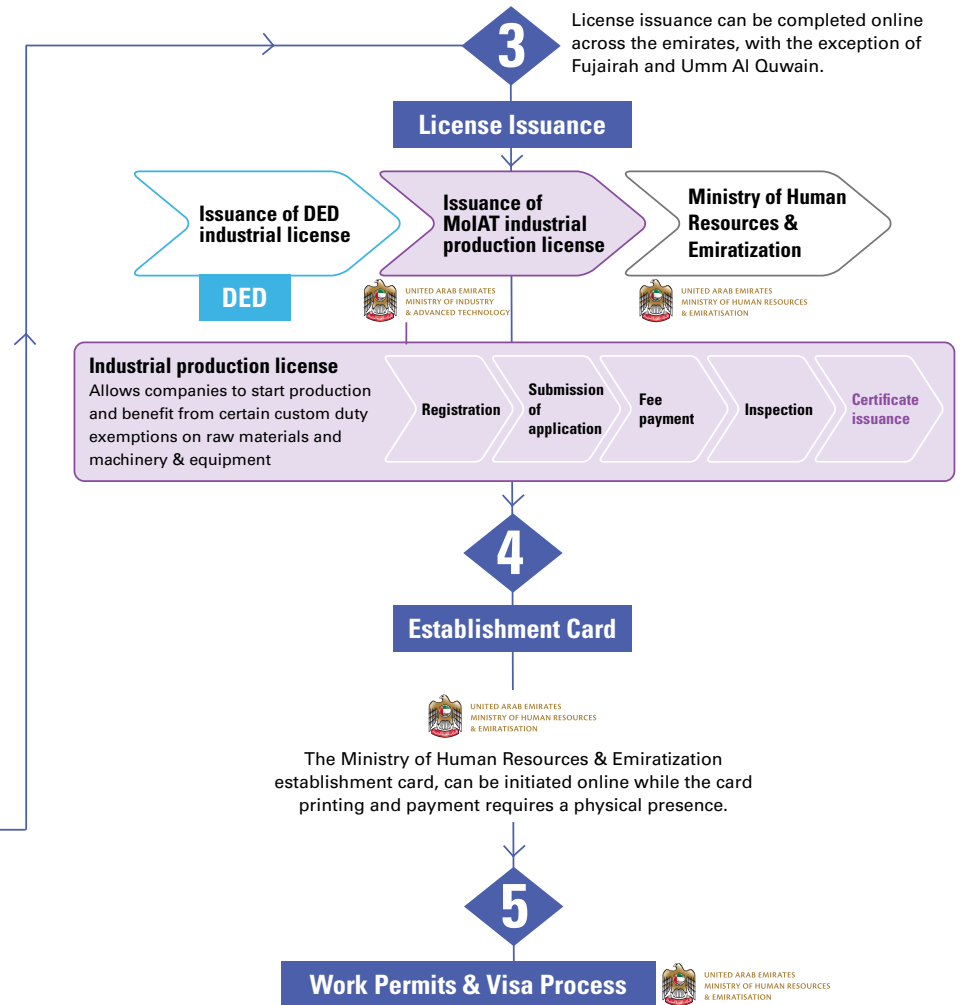
124,825
+10.65%

/ Industrial Licensing Journey

The Department of Economic Development (DED) is the local government body entrusted to set and drive the economic agenda for each emirate. The DED develops economic plans and policies, identifies strategic sectors, and provide services to domestic and international investors and businesses. The first step in registering an industrial company starts with the local DED of that emirate.



The initial approval license, last step of **1**, and the industrial production licenses, part of **3**, are both completed online at the Ministry of Industry and Advanced Technology, MOIAT



“MAKE IT IN THE EMIRATES” CAMPAIGN

“Make it in the Emirates” is the unified industrial brand identity.



اصنع في الإمارات
MAKE IT
IN THE EMIRATES

is an open invitation to industrialists, investors, innovators and entrepreneurs to “Make it in the Emirates”. Through engaging with the Ministry, you will be introduced to the exceptional value proposition and benefits of manufacturing in the UAE.

REACH OUT

Investment opportunities and further details can be found on the platform “Make it in the Emirates”



<https://moiat.gov.ae/en/make-it-in-the-emirates>



Industrial Sector



Advanced
Technologies



Diversified and
Sustainable Economy

Our goal is to unify, coordinate, and complement efforts to make the UAE the regional hub for industry and advanced technology

/Third “Make it in the Emirates” Forum in Abu Dhabi

The Forum took place in the capital Abu Dhabi at the Abu Dhabi Energy Centre 27-28 May 2024.



This third Forum brought together the largest UAE leading industrial companies unveiling over 1400 products across 11 sectors, worth AED 143 billion in offtake agreements. These companies prioritize local suppliers and are looking to engage with top-ranked local and international businesses keen to invest in UAE-based manufacturing and production.

The Forum was hosted by the Ministry of Industry and Advanced Technology (MoiAT) in collaboration with the Abu Dhabi Department of Economic Development (ADDED) and Abu Dhabi National Oil Company (ADNOC).



National ICV Champions



Committed offtakes



UAE-based Manufacturers

Enablers, incentives, and financing

Financing Providers



Enablers



For more information please visit:
www.moiat.gov.ae/en/make-it-in-emirates-forum

DISCLAIMER

The Industrial Investment Guide has been prepared by the Ministry of Industry and Advanced Technology for informative purposes only. This Guide is intended for potential investors who the Ministry is inviting to consider participation in various anchor projects within the industrial ecosystem to be aware of priority industrial sectors, the investment incentives, the registration and licensing processes, and all services provided by the Ministry to the industrial sector. This information is provided solely and exclusively for use by potential investors in connection with their industrial investments. The information has been prepared to assist potential investors in their own evaluation of their industrial investments and does not purport to contain all of the information that the recipient may require for their decision.

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