



UNITED ARAB EMIRATES  
MINISTRY OF INDUSTRY  
& ADVANCED TECHNOLOGY



# INDUSTRIAL INVESTMENT GUIDE

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



July 2022



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 (MoIAT) 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.

MoIAT 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, MoIAT 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.

# FOREWORD



**Her Excellency Sarah Al Amiri,**  
Minister of State for Advanced Technology

## The UAE's industrial sector is experiencing an unprecedented period of development.

As the nation prepares for the next 50 years of progress, a series of bold and ambitious initiatives are transforming the nation's manufacturing and industrial base into an engine of long-term, sustainable growth.

Through the UAE's National Strategy for Industry and Advanced Technology, launched in March 2021, the Ministry of Industry and Advanced Technology has been at the forefront of this transformation. By accelerating the adoption of advanced technologies, attracting pioneering companies and projects to the UAE, fostering homegrown research and development, and establishing a world-class quality infrastructure based on global standards and specifications, the industrial sector aims to more than double its contribution to the nation's GDP— and, in doing so, play a leading role in the UAE's economic diversification drive.

A key pillar of this strategy is the UAE Industry 4.0, a national program designed to support industrial players throughout their digital transformation journey starting with education all the way to execution.

The program leverages local and international private-sector "champions" to share best practice and proven implementation strategies; it helps companies accelerate advanced technology deployment; and it provides funding via Emirates Development Bank to companies seeking to integrate 4IR technologies into their operations.

Other key policy initiatives launched in 2021 include the National In-Country Value program, which helps provide local companies with a competitive edge during the government procurement process, helping to redirect billions in public expenditure into the UAE economy. The recently established Emirates Research and Development Council, which reports directly to the UAE cabinet, will help drive further innovation through public and private-sector collaboration.

Taken together, these initiatives are creating a future-proof, globally competitive and technologically advanced industrial sector able to meet the challenges of the post-Covid world. They are complemented by a highly skilled,

multinational workforce, direct trade connections with more than 400 cities around the world, and a state-of-the-art logistics infrastructure.

The UAE Industrial Investment Guide, therefore, comes at an important moment. The opportunities presented by the UAE's industrial sector have perhaps never been more compelling or more diverse, and the following pages offer a detailed overview of the nation's unique industrial value proposition.

It underlines the UAE's unrivalled tax, legal and financial advantages, provides a sector-by-sector review of the nation's key industries, and highlights the competitive advantages of each of the seven emirates.

I am confident this guide will deliver a persuasive case for our industrial potential and inspire investors, innovators, and entrepreneurs to realize their ambitions in the UAE.





## CONTENTS

- |    |  |    |  |
|----|--|----|--|
| 01 | Introduction                               | 29 | Growth Outlook for Manufacturing Investments |
| 03 | UAE at a Glance                            | 31 | Key Industrial Sectors                       |
| 05 | UAE Rankings                               | 39 | Investment Incentives & Financing Entities   |
| 07 | UAE's Investment Landscape                 | 53 | Key Industrial and Free Zones in the UAE     |
| 23 | Seven Emirates: Unique Value Propositions  | 57 | Industrial Licensing Journey                 |
| 27 | UAE's Industrial Strategy: Operation 300bn | 61 | "Make it in the Emirates" Campaign           |



# 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 km<sup>2</sup>**



Estimated Gross Domestic Product (GDP) for 2022\*  
**USD 410bn**



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 600bn\*\***

\*Source: [www.investemirates.ae](http://www.investemirates.ae)

\*\*Source: [www.comtrade.un.org/data](http://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



**1st**  
As of January 2022  
in Bloomberg's COVID-  
Resilience ranking in 2021



**2nd**  
Safest country  
worldwide  
(Word Index) in 2021



**9th**  
World  
competitiveness  
ranking (IMD) in 2021



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



**18th**  
Gender Inequality  
Index (GII-UNDP)  
in 2021



# 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](http://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 10<sup>th</sup> 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.

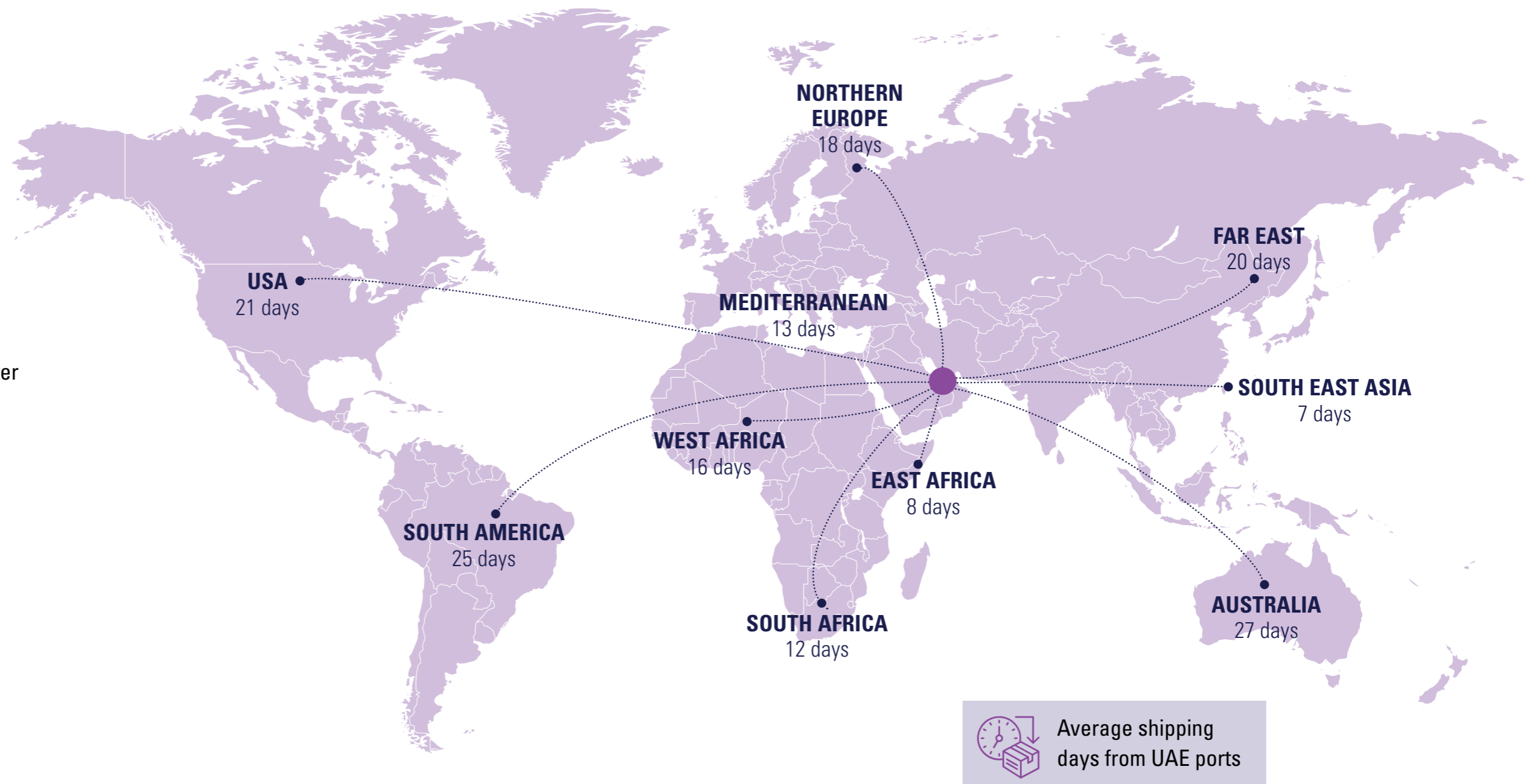
### Strategic Location



**4<sup>th</sup>**  
Globally in DHL  
Connectedness  
Index



**3<sup>rd</sup>**  
Globally in Agility  
Emerging Markets  
Logistics Index, after  
China and India





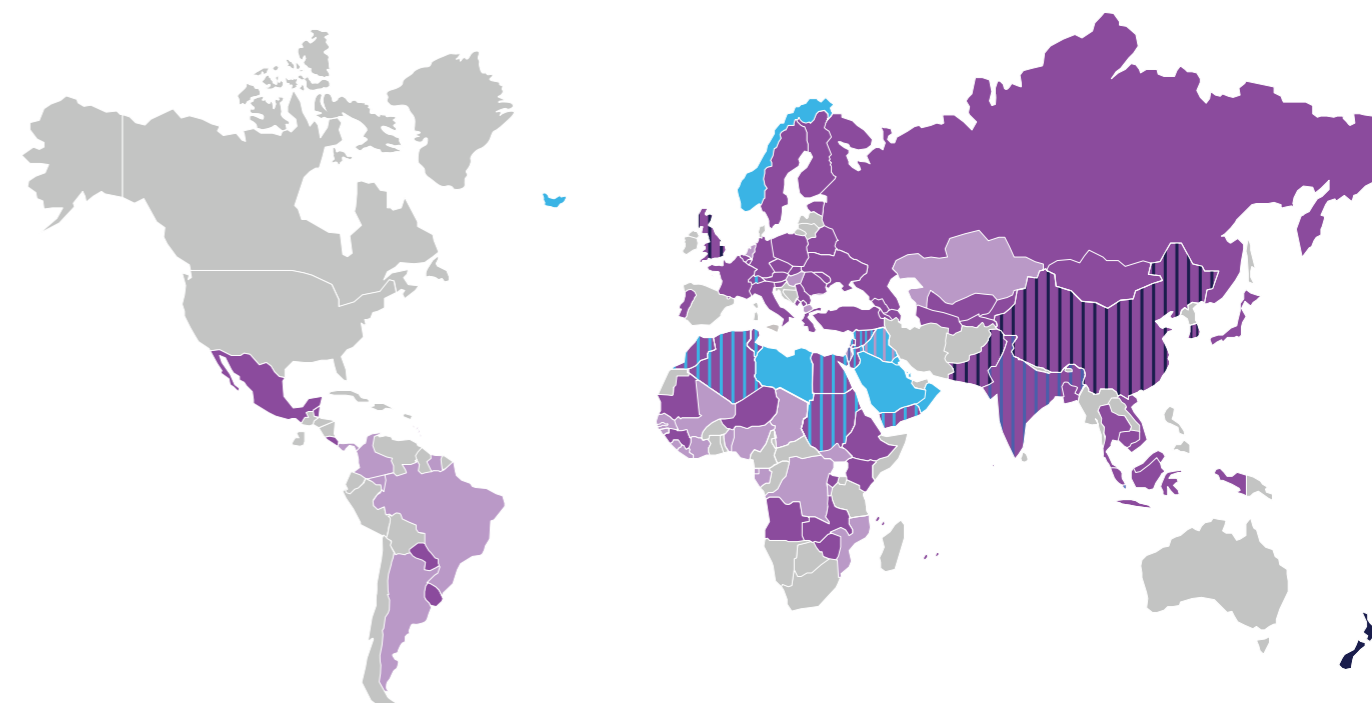


## Free Trade Agreements and Bilateral Investment Treaties

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.

 <b>Bilateral Investment Treaty, signed but to be ratified</b>	 <b>Bilateral Investment Treaty, signed and in force</b>	 <b>Free Trade Agreement, signed and in force</b>	 <b>Free Trade Agreement, in negotiation</b>	 <b>UAE Bilateral Track (CEPA) Comprehensive Economic Partnership Agreement</b>
1. Argentina	1. Antigua and Barbuda	39. Mauritania	1. China	1. UAE – India Comprehensive Economic Partnership Agreement (CEPA)
2. Benin	2. Albania	40. Mauritius	2. UK	2. State of Israel
3. Brazil	3. Algeria	41. Moldova	3. New Zealand	3. Indonesia
4. Burundi	4. Andorra	42. Montenegro	4. Pakistan	
5. Chad	5. Angola	43. Morocco	5. South Korea	
6. Colombia	6. Armenia	44. Niger		
7. Commonwealth of Dominica	7. Austria	45. Pakistan		
8. Cote d'Ivoire	8. Azerbaijan	46. Paraguay		
9. Democratic Republic of the Congo	9. Bangladesh	47. Poland		
10. Equatorial Guinea	10. Belarus	48. Portuguese		
11. Gabon	11. Belize	49. Romania		
12. Gambia	12. Cambodia	50. Russia		
13. Guinea-Bissau	13. China	51. Rwanda		
14. Hungary	14. Comoro Islands	52. San Marino		
15. Iraq	15. Costa Rica	53. Serbia		
16. Jersey	16. Czech	54. Singapore		
17. Kazakhstan	17. Egypt	55. Slovak		
18. Liberia	18. Estonia	56. Sudan		
19. Maldives	19. Ethiopia	57. Sweden		
20. Mali	20. Finland	58. Switzerland		
21. Mozambique	21. France	59. Syria		
22. Netherlands	22. Georgia	60. Tajikistan		
23. Nigeria	23. Germany	61. Thailand		
24. North Macedonia	24. Greek	62. The Belgian Luxemburg Economic Union		
25. Panama	25. Guinea Conakry	63. The United Mexican States		
26. Saint Kitts and Nevis	26. Hong Kong	64. Tunisia		
27. Saint Vincent and the Grenadines	27. India	65. Turkiye		
28. Senegal	28. Indonesia	66. Turkmenistan		
29. Sierra Leone	29. Italy	67. UK		
30. South Sudan	30. Japan	68. Ukraine		
31. State of Israel	31. Jordan	69. Uruguay		
32. Suriname	32. Kenya	70. Uzbekistan		
33. Uganda	33. Korea	71. Vietnam		
	34. Kosovo	72. Yemen		
	35. Kyrgyzstan	73. Zambia		
	36. Lebanon	74. Zimbabwe		
	37. Magnolia			
	38. Malaysia			

 <b>Free Trade Agreement, signed and in force</b>	 <b>Free Trade Agreement, in negotiation</b>	 <b>UAE Bilateral Track (CEPA) Comprehensive Economic Partnership Agreement</b>
1. <b>Singapore</b>		
2. <b>EFTA:</b>		
a. Iceland		
b. Liechtenstein		
c. Norway		
d. Switzerland		
2. <b>GAFTA (Greater Arab Free Trade Area):</b>		
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	



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



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

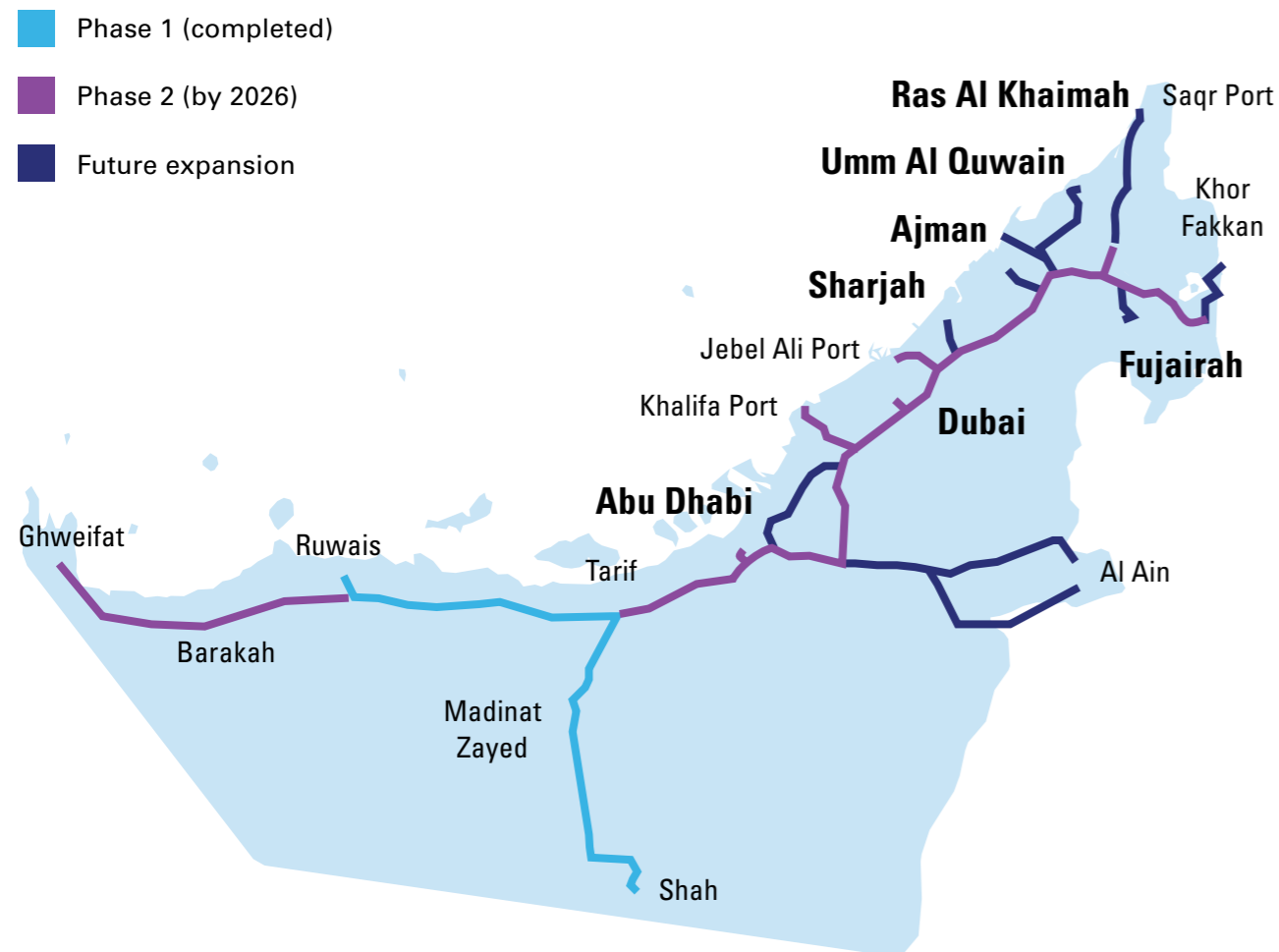


### Best-in-Class Transportation Infrastructure

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 7<sup>th</sup> 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 **11<sup>th</sup>** 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



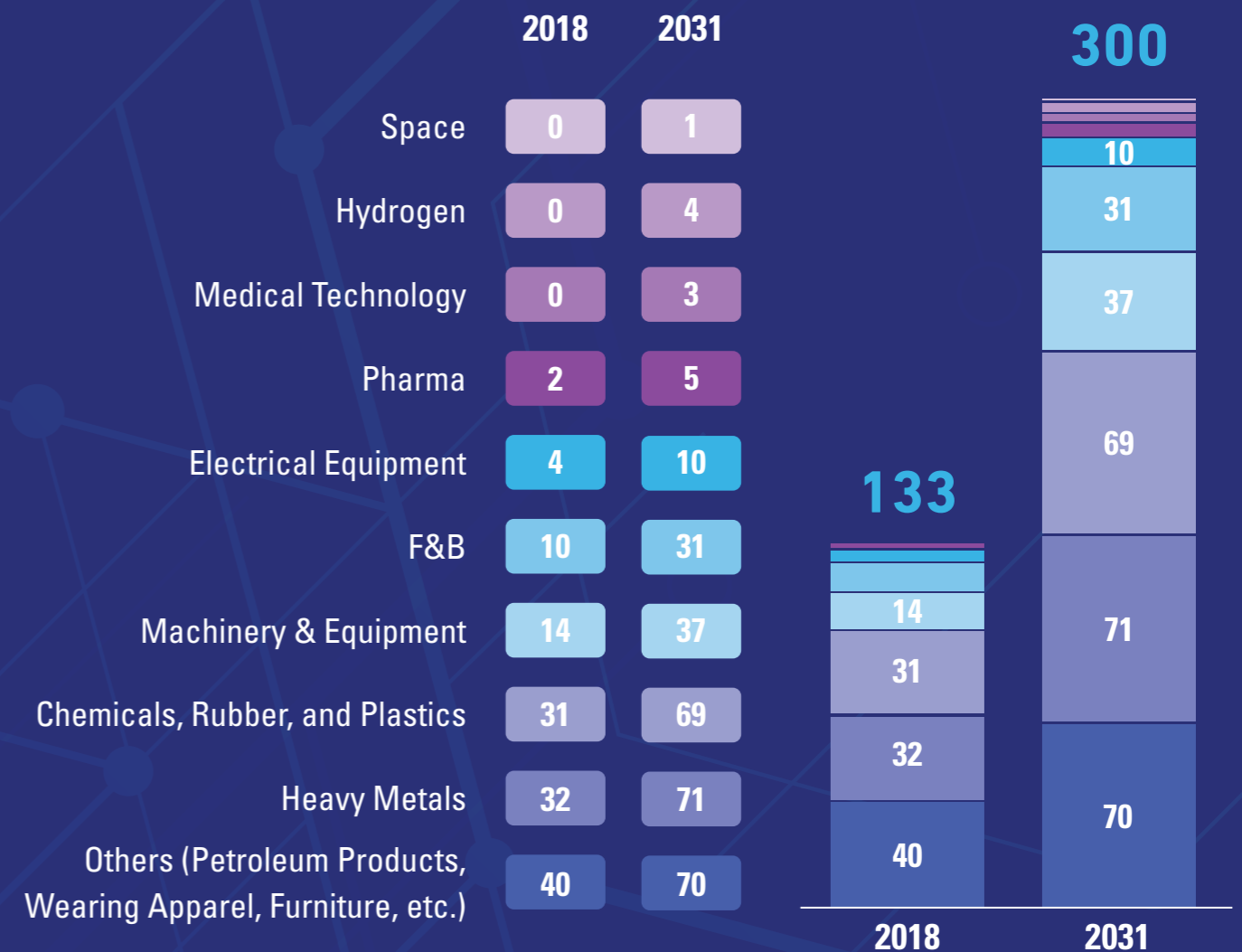
# UAE'S INDUSTRIAL STRATEGY: OPERATION 300BN

'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  
**Rank #25th**  
in the Competitive  
Industrial Performance  
Index by 2031



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 1<sup>st</sup>

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](http://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\*

### 1% of MVA

Pharma constitutes only 1% of the Manufacturing Value Add (2018)\*\*

### +150%

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

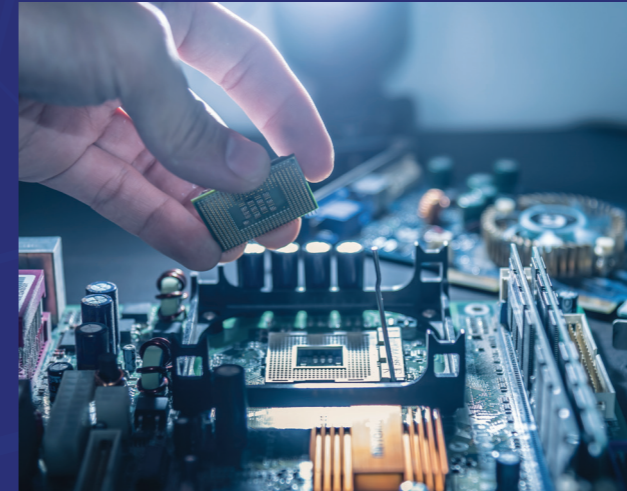
### USD 1.4bn

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

\*Source: [www.investemirates.ae](http://www.investemirates.ae)

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

## Electrical Equipment and Electronics



### 3% of MVA

Electrical Equipment sector in the UAE contributes 3% of the national MVA (2018)\*\*

### +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](http://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](http://www.edgegroup.ae)



## Heavy Industries



**UAE 1<sup>st</sup>**  
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\*\*

\*Source: Ministry of Industry and Advanced Technology (MOIAT)  
\*\*Source: Emirates Global Aluminium (EGA)

## 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\*\*\*

\*Source: www.jafza.ae  
\*\*Source: Federal Competitiveness and Statistics Center (FCSA)  
\*\*\*Source: Ministry of Industry and Advanced Technology (MOIAT)

## Rubber and Plastics



**11%**  
Of the UAE manufacturing sector  
workforce is employed in the chemicals  
and rubber & plastic conversion in 2020\*

**~3% of MVA**  
The UAE's rubber & plastics conversion  
sector contributes ~3% to local MVA (2018)\*\*

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

\*Source: Federal Competitiveness and Statistics Center (FCSA)  
\*\*Source: Ministry of Industry and Advanced Technology (MOIAT)

## Machinery and Equipment



**~11%**  
Contribution to manufacturing value  
added in 2019\*

**~10% of MVA**  
Machinery and Equipment sector contributes  
~10% of the national MVA (2018)\*\*

**+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: 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\*

## 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\*

## Space Technology



**UAE 1<sup>st</sup>**  
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: Ministry of Industry and Advanced Technology (MOIAT)

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

\*Source: [www.space.gov.ae](http://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](http://www.moiat.gov.ae)



**12**

National Reference  
Measurement  
Standards  
[www.emi.qcc.gov.ae](http://www.emi.qcc.gov.ae)



**835**

Accredited Conformity  
Assessment Bodies\*  
[www.moiat.gov.ae](http://www.moiat.gov.ae)  
[www.eiac.gov.ae](http://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)
-------------------------	-----------------------	---



#### 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)
-------------------------	-----------------------	--



#### 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
--------------------------	-----------------------	----------------------------



#### 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



## Etihad Credit Insurance

Etihad 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'.

*Etihad 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 Etihad 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](http://www.adq.ae)


 BECO Capital  
[www.becocapital.com](http://www.becocapital.com)


 Dubai Technology Entrepreneur Campus  
[www.dtec.ae](http://www.dtec.ae)


 Dubai Angel Investors  
[www.dubaiaangelinvestors.me](http://www.dubaiaangelinvestors.me)


 Emirates Angel Investors Association  
[www.emiratesangels.org](http://www.emiratesangels.org)

 Middle East Venture Partners  
[www.mevp.com](http://www.mevp.com)

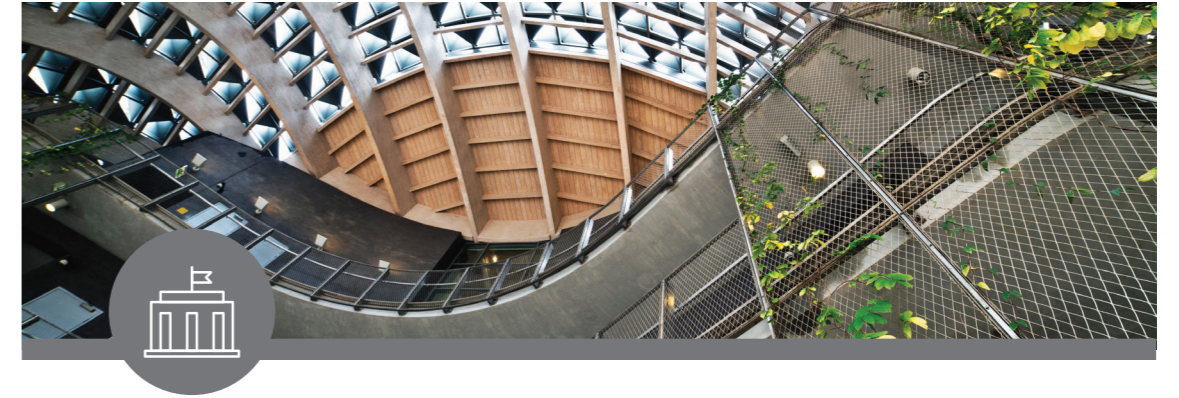
 Sharjah Angels  
[www.sharjahangels.com](http://www.sharjahangels.com)

 Shorooq Partners  
[www.shorooq.com](http://www.shorooq.com)


 Venture MENA  
[www.venturemena.com](http://www.venturemena.com)


 VentureSouq  
[www.venturesouq.com](http://www.venturesouq.com)


 Wamda  
[www.wamda.com](http://www.wamda.com)



### Other Financing Entities


 Abu Dhabi Investment Office  
[www.investinabudhabi.ae](http://www.investinabudhabi.ae)

 Advanced Technology Research Council  
[www.atrc.ae](http://www.atrc.ae)

 Dubai FDI  
[www.dubaifdi.gov.ae](http://www.dubaifdi.gov.ae)

 Dubai SME  
[www.sme.ae](http://www.sme.ae)

 Takamul  
[www.takamul.gov.ae](http://www.takamul.gov.ae)

 Khalifa Fund For Enterprise Development  
[www.khalifafund.ae](http://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](http://www.catalyst.ae)
- 
**Emirates AI**  
[www.eait.com](http://www.eait.com)
- 
**F&B Innovation Lab**  
[www.fnbinnovationlab.com](http://www.fnbinnovationlab.com)
- 
**Flat6Labs**  
[www.flat6labs.com](http://www.flat6labs.com)
- 
**Kryptolabs**  
[www.kryptolabs.com](http://www.kryptolabs.com)
- 
**Plug and Play**  
[www.plugandplaytechcenter.com](http://www.plugandplaytechcenter.com)
- 
**StartAD**  
[www.startad.ae](http://www.startad.ae)
- 
**Hub71**  
[www.hub71.com](http://www.hub71.com)

### Dubai

- 
**AI Venture Labs**  
[www.aiventurelabs.com](http://www.aiventurelabs.com)
- 
**Area 2071**  
[www.area2071.ae](http://www.area2071.ae)
- 
**Bedayat Business Incubator**  
[www.bedayat.ae](http://www.bedayat.ae)
- 
**Dubai International Financial Centre**  
[www.difc.ae](http://www.difc.ae)
- 
**Dubai Future Foundation**  
[www.dubaifuture.ae](http://www.dubaifuture.ae)
- 
**Dubai Internet City**  
[www.dic.ae](http://www.dic.ae)
- 
**Dubai Technology Entrepreneur Campus**  
[www.dtec.ae](http://www.dtec.ae)
- 
**Hamdan Innovation Incubator**  
[www.hi2.ae](http://www.hi2.ae)
- 
**In5**  
[www.infive.ae](http://www.infive.ae)
- 
**Dubai Science Park**  
[www.dsp.ae](http://www.dsp.ae)

### Sharjah

- 
**Sharjah Research Technology and Innovation Park (SRTIP)**  
[www.srtip.ae](http://www.srtip.ae)
- 
**Sheraa**  
[www.Sheraa.ae](http://www.Sheraa.ae)

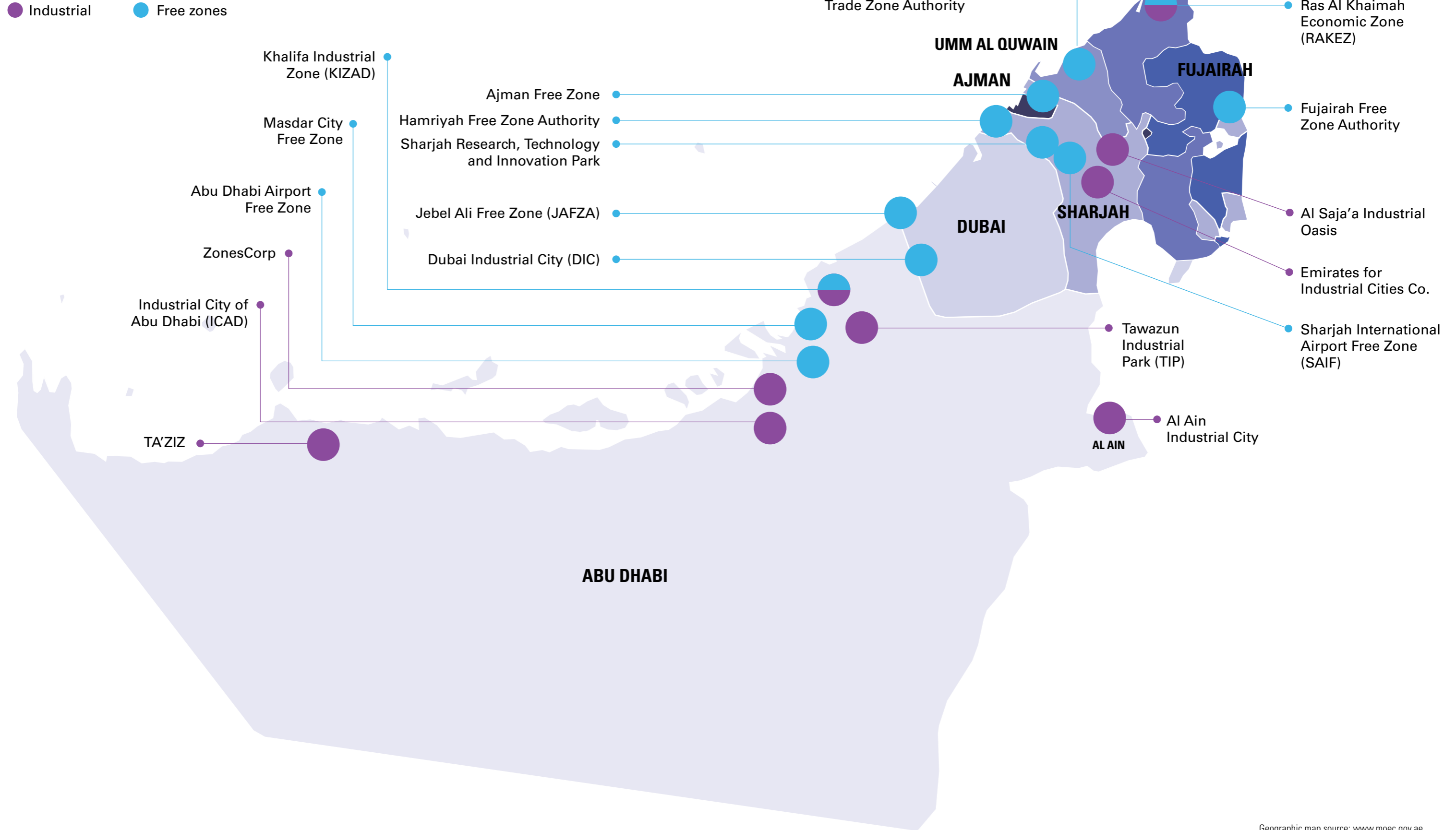


# KEY INDUSTRIAL AND FREE ZONES IN THE UAE





### Key Industrial and Free Zones in the UAE



Geographic map source: [www.moec.gov.ae](http://www.moec.gov.ae)



# INDUSTRIAL LICENSING JOURNEY



▲ 3,690.47 + 0.19  
- 0.01%

▲ 19,580

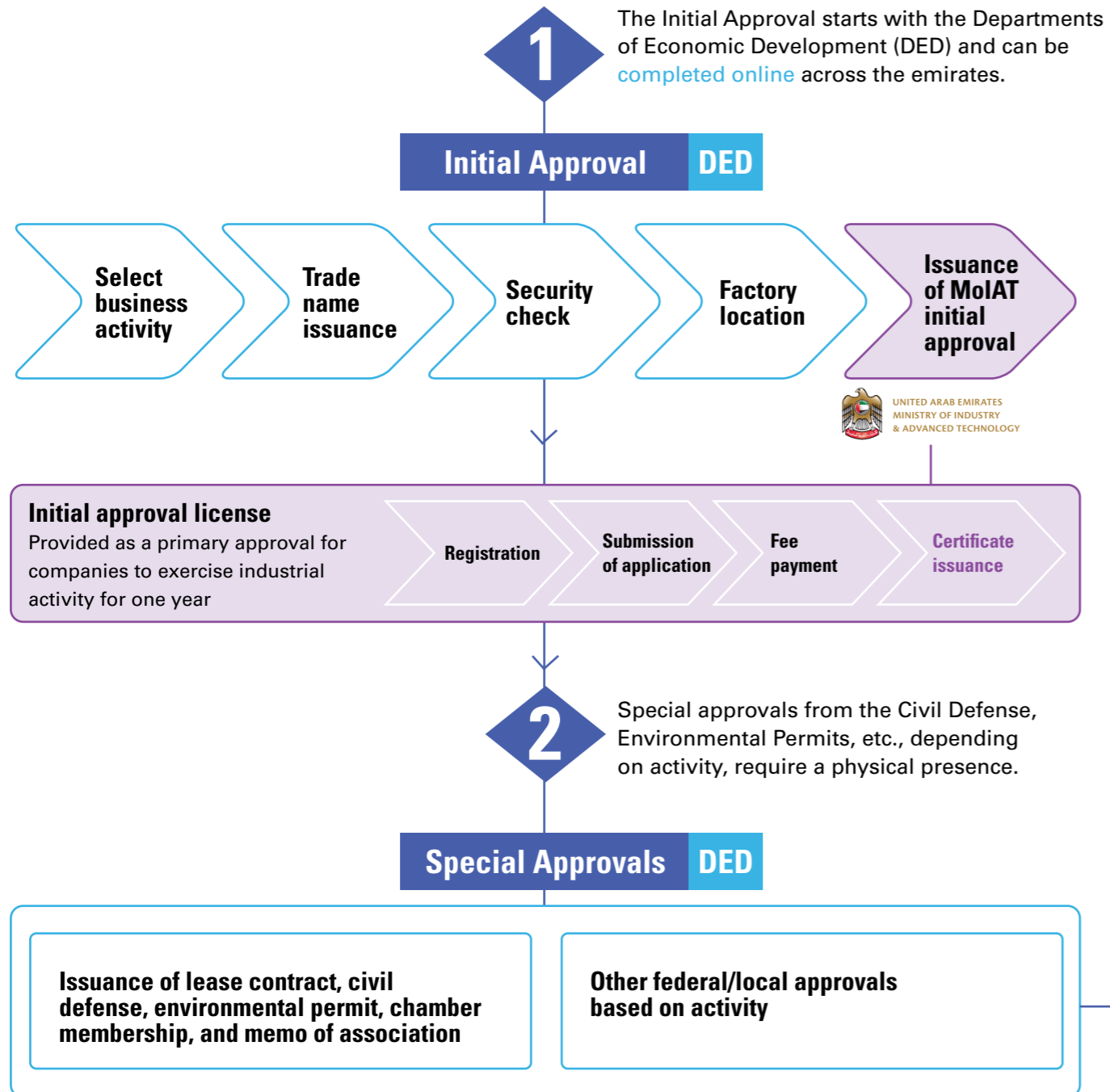
▲ 29,140.36 + 604.26  
+ 2.14%

▲ 124,825 + 0.31%

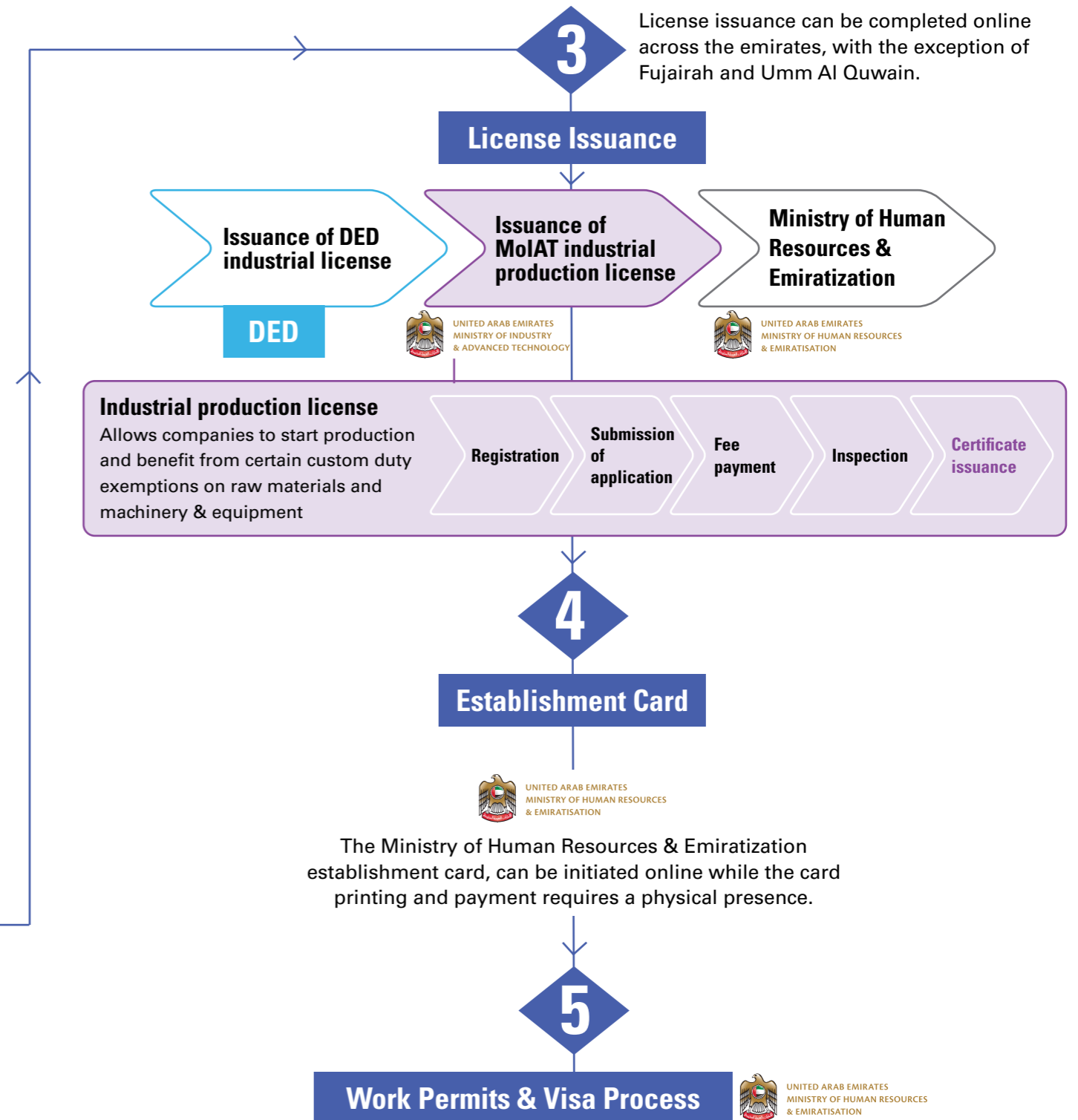


# / Industrial Licensing Journey

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



## / First “Make it in the Emirates” Forum in Abu Dhabi

The Forum took place in the capital Abu Dhabi at the ADNOC Business Center on 21-22 June 2022.



This first Forum brought together the largest UAE leading industrial companies unveiling over 300 products across 11 sectors, worth AED 110 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.

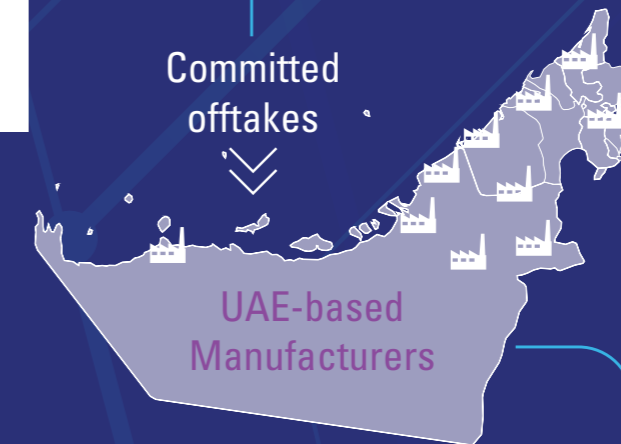
The Forum was hosted by the Ministry of Industry and Advanced Technology (MoIAT) in collaboration with the Abu Dhabi Department of Economic Development (ADDED) and Abu Dhabi National Oil Company (ADNOC).



### 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](http://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.

Potential investors should make their own evaluation and analysis of the information provided in this Guide. Neither the Ministry, nor its Minister, Minister of State, Undersecretary, Officers, Employees, Agents or Contractors make any representation or warranty, expressed or implied, with respect to (i) the adequacy, accuracy, reliability or completeness of the information contained in this Guide or communicated orally to a potential investor or to its advisors; or (ii) the reasonableness of any assumptions, projections, or estimations contained in the Industrial Investment Guide or upon which it is based. The Ministry expressly excludes any and all liability in respect thereof. No reliance may be placed on this Industrial Investment Guide nor any of the information contained within it. Nothing contained in the Industrial Investment Guide is intended to constitute investment, legal, tax, accounting or other professional advice. The document is for potential investors' information only and nothing in this document is intended to endorse or recommend a particular course of action.

The Ministry reserves the right to update and amend at any time the information contained in this Guide or any material or information communicated to a potential investor or its advisors, whether it be orally or in writing. In making the information in this Guide available to a potential investor, the Ministry has no obligation, expressed or implied, to provide any additional information or update or correct any inaccuracies that may become apparent in any of the information provided herein. The Industrial Investment Guide cannot be reproduced or used for any other purpose. It must not be distributed in any manner without the Ministry's written approval.



