



Emirates-UK Business Investment Opportunities

A Report on the International Trade Exhibition 22-24 November, ExCel Centre, London.

The Arab-British Chamber of Commerce supported this event which brought a large number of top companies and institutions from all seven emirates that make up the UAE: Abu Dhabi, Dubai, Sharjah, Ajman, Umm Al Qaiwain, Ras Al Khaimah and Fujairah. The high-level event helped raise the profile of the UAE as a potential location for investment and doing business.

Each Emirate is at present experiencing a period of growth each with exciting new developments being undertaken. For example, official forecasts expect the real estate market in Dubai alone to increase from £24 billion to £27bn in the next four years; coupled with a steady increase of British goods exported to the country, it is no surprise that UK companies are looking very seriously at how they can capitalise on the dynamic growth all too evident in the UAE today.

The exhibition was opened with keynote addresses from the UAE Minister of Government Sector Development, H E Sultan Saeed Al Mansoori, UAE Ambassador to the UK, H E Essa Saleh Al Gurg and former UK trade minister Baroness Symons.

All three speakers applauded the close relations that have long existed between the UK and the UAE, while cautioning against complacency and urging more involvement. Baroness Symons, who is also a board member of the A-BCC, spoke of the “breathtaking developments” now taking place in the Gulf, especially in Dubai and Abu Dhabi, but also praised the less obvious investment in the young people through education and training. The UAE’s success in this respect was reflected in the number of young business people who were representing their companies in the exhibition.

The aims of the exhibition were to create awareness among the UK business communities that the Emirates are a regional as well as an international business hub and certainly not only a tourist destination.

It sought to promote the Emirates as a free and pro-business centre in the Gulf region and UK as a potential supplier of technology and expertise to the region.

Through hosting the major exhibitors in the heart of the London, it was hoped that direct links could be formed with the UK private enterprises, economic organizations and agencies.

The three-day event provided a platform where the business communities of both countries could come together to express and exchange views with the aim of enhancing and developing joint ventures at the SME level.

Supporting exhibitors included the UAE Ministry of Economy; the Department of Tourism & Commerce Marketing – Dubai; Jebel Ali Free Zone Authority; the Department of Planning & Economy - Abu Dhabi; the Abu Dhabi Chamber of Commerce & Industry; the Sharjah Chamber of Commerce & Industry; the Ajman Chamber of Commerce & Industry and the Fujairah Chamber of Commerce Industry & Agriculture.

Visitors to the exhibition learned that UAE is targeting Small & Medium Enterprises (SMEs) to set up and form business alliances with UAE counterparts, especially in the sectors of manufacturing industries with high-tech and long expertise.

The UAE is also seeking to attract trading enterprises and companies seeking relocation in the Arabian Gulf region and the wider Middle East; companies interested to establish distribution centres in the Emirates; Information Technology firms; financial institutions; real estate and land development, construction firms and building material manufacturers.

UAE Attractions

- Strategic location between Europe and Asia in one of the fastest developing regions in the world;
- Proximity to markets in Central Asia, the Indian Subcontinent, and Africa comprising 2 billion consumers;
- Liberal and stable economy;
- Tax free environment with no corporate or personal income tax;
- Low import duties maximum 5 %;
- No export or re-export tax;
- Free transfer of currency;
- Internationally competitive IT, manufacturing, trade and financial services free zones;
- Integrated infrastructure modern and well equipped with 12 seaports, 6 international airports, excellent communication system, abundant water and power and highly developed road network;
- Security and attractive lifestyle with abundant leisure facilities.

Some Exhibitor Profiles

Hamriyah Free Zone, Dubai www.hamriyahfz.com

Hamriyah Free Zone Authority is located in Sharjah and provides the following facilities:

Access to 14m deep water port and 7m deep inner harbor

Land lease for 25 years renewed for similar period

Pre-built warehouses, factories and office units for lease

Executive office suites in the International Business Centre for lease

On-site accommodation for investors' personnel including recreation center and health club

Transportation via road, 3 sea ports and Sharjah International Airport

Highly developed infrastructure and telecommunications links

Abundant and inexpensive energy

Techno Park Dubai

The Park was established and designed to be the leading local economic zone in the Middle Eastern Region. It is one of the business units within Dubai World, part of the government owned organization that developed the world's man-made Palm Island, Jebel Ali Free Zone and internationally renowned DP World.

A one-stop shop for all industrial and high tech industry needs, Techno Park has been designed and developed after years of extensive research. Its main area of focus is High Tech industries, with special attention to Desalination, Oil and Gas.

Sharjah Economic Development Department www.sedd.gov.ae

The Sharjah Economic Development Department, working in close co-operation with all concerned authorities in Sharjah strives to constantly improve the services and facilities offered in the industrial and service sectors.

The Department provides investors with an essential and thorough source of insight and knowledge about the business environment in Sharjah.

Investors are urged to take advantage of the excellent investment climate prevailing in Sharjah, the Department says. They would be provided with the utmost support and assistance. In addition to the prompt licensing actions taken, the department is ready to furnish potential investors with the recent socio-economic data about Sharjah.

RAK Free Trade Zone, Ras Al Khaimah www.rakftz.com

Ras Al Khaimah Free Zone is an investment hub founded on a commitment for total investor satisfaction.

The increasing number of registrations by investors from around the world is a pleasant and growing phenomenon at the Free Trade Zone. The free zone is committed to provide new, innovative, and customized solutions to investors. Whatever kind of business you are in, be it commercial, consultancy or industrial, it provides tailor-made solutions. You can start your business in the UAE for \$6,700 and enjoy the freedom and mobility of the virtual facilities at the RAK Free Trade Zone.

Dubai Islamic Bank (PJSC) www.alislami.ae

Dubai Islamic Bank (DIB), is a public joint stock company and its share is quoted on the Dubai Financial Market, headquartered in Dubai, with a wide branch network spread across the entire UAE. The bank has a paid up capital of AED2.8 billion. Dubai Islamic Bank is the first Islamic bank in the world established in 1975 to provide a practical Islamic alternative to meet the world's banking and financial needs. DIB has been dedicated to fostering the economic and social growth of the UAE and the region by investing in and financing key projects and businesses.

DANA Gas, Sharjah www.danagas.ae

Dana Gas PJSC is the first regional private sector natural gas resource enterprise established in the Gulf. It holds assets and contractual entitlements to the largest private sector integrated natural gas supply chain in the Gulf. In addition to commencing the operation of its existing assets, Dana Gas plans to expand its business by pursuing natural gas opportunities throughout the Gulf as well as the wider MENA region. Dana Gas plans to initially focus on the following business activities:

- Natural gas ownership through long term supply agreements
- Onshore/offshore gas transmission
- Gas processing
- Sale of dry gas to Federal and State-owned utilities and other large industrial natural gas consumers in the UAE
- Sale of associated petroleum liquids and other related products in the international markets.

Ajman Chamber of Commerce & Industry www.ajcci.gov.ae

Ajman Chamber of Commerce & Industry plays an effective role in supporting and enhancing the long march of development and progress in the Emirate of Ajman through providing facilities and incentives as well as providing the required support to businessmen and investors in all sectors; in addition to rendering remarkable service to all nationals and foreign companies.

Shurooq Properties, Dubai www.shurooqproperties.com

Dubai offers its resident's a rare opportunity to live life the way they always dreamed the World. Established in the year 2001, Shurooq Properties was at first an organization that conducted a

variety of business activities across a broad spectrum of fields and in 2003 the firm added real estate to its portfolio of services. Shurooq Properties is one of the leading key players in the field of Real Estate business.

Projects: Shurooq Properties has a variety of both commercial and residential projects in all seven emirates in the UAE. The Palms, Business Bay, Sports City, Lagoons, Dubai Marina, Silicon Oasis, international City, are few amongst other world's renowned projects. It is assigned by many reputed developers as an authorized Selling Agent for ongoing mega projects all over emirates.

Services offered: Purchasing, selling, leasing, managing properties & consulting investors, procuring new opportunities for investment.

TECOM, Dubai www.tecom.ae

Dubai Technology and Media Free Zone (TECOM) Investments develops and manages businesses that support the growth of knowledge-based industries in Dubai. Presently, TECOM has interests in five industry clusters: information and communication technology (ICT), media, education, biotechnology, and energy.

Total List of Company Exhibitors

AAA Home International
Abu Dhabi Chamber of Commerce & Industry
Abu Dhabi Department of Planning & Economy
Abu Dhabi Tourism Authority
Ajman Chamber of Commerce & Industry
Al Hanoo Properties
Al Jowder International General Trading Co.
Al Qudra Holding
The Arab-British Chamber of Commerce
Art Connection
British Embassy
DANA GAS
Dubai Chamber of Commerce & Industry
Dubai International Financial Centre
Dubai Islamic Bank
Dubai Maritime City
Dubai Municipality
Dubai Multi Commodities Centre
Dubai Police G.H.Q.
Dubai Department of Tourism & Commerce Marketing
e-TQM College
Every's Solicitors
Federation of UAE Chamber of Commerce & Industry
Fujairah Free Zone Authority
General Holding Corporation
Grafton Selection
Hamriyah Free Zone
Hamt & Associates Chartered Accountants
Higher Corporation for Specialized Economic Zones
International Business Wales
Jafza-Jebel Ali Free Zone Authority
Kershaw Leonard
KPMG
Lloyds TSB Dubai

MEA (Middle East Association)
Middle East Economic Digest
Ministry of Identity Authority UAE
Ministry of Interior UAE
Morison Menon Chartered Accountants
National Bank of Abu Dhabi
RAK Free Trade Zone
Rakeen
RAK Investment Authority
RAK Properties
Sharjah Airport International Free Zone
Sharjah Chamber of Commerce & Industry
Sharjah Commerce & Tourism Development Authority
Sharjah Economic Development Department
Sharjah Municipality
Sherwoods Independent Property Consultants
Shurooq Properties
SIRVA Relocation / Allied Pickfords
Sorouh Real Estate
Spengler Fox Executive Search and HR Consultancy
Strategic Solutions Consultancy
Simmons & Simmons
Techno Park
TeCom Group

- Dubai Internet City
- Dubai Media City
- Dubai Outsource Zone
- DuBiotech

The Specialists
Trowers & Hamblins