

Overseas Market Information



UAE

Market Survey Report on Agricultural Equipments & Aluminium Foil

Overview

The United Arab Emirates (UAE) is located on the cusp of the Arabian Peninsula bordered by the Arabian Gulf to the north, Oman and the Gulf of Oman to the east, and Saudi Arabia to the south. This strategic position is of great benefit to the UAE, making the country a crucial center for trade. The country covers an area of 30,000 square miles, which is about the size of the state of Maine, and its climate is hot and humid, due to its arid desert environment and proximity to the Gulf. Since gaining independence in 1971 from the United Kingdom, the United Arab Emirates has developed a dynamic economy, with one of the highest per capita incomes in the world. The UAE has successfully implemented an economic diversification plan, boosting its industrial and service sectors in order to reduce its dependence on oil resources.

The UAE is a federation of seven separate emirates : Abu Dhabi, Ajman, Dubai, Fujairah, Ras al-Khaimah, Sharjah, and Umm al-Quwain. Each emirate retains a high degree of political and economic autonomy within the federal system. Each emirate controls its own natural resources and regulates its commercial activity, as the central Government makes laws pertaining only to defense, foreign policy, communications, and immigration.



Economic Review

The UAE has one of the highest per capita incomes in the Arab world, due in part to the fact that it claims the world's third largest proven oil deposits. In the past several decades, however, the UAE has introduced new industries, and by 1998 oil-based industry accounted for only one-third of the UAE's GDP. This diversification has helped to cushion the impact of oil price volatility over the past several years and continued stable investment policies generated real GDP growth through 2002 despite a drop in oil revenues.

To encourage continued economic growth, the UAE is in the midst of a 20-year economic diversification plan, and the Government has allotted roughly \$ 13 billion toward the development of the non-oil economy. Since 1992, the UAE has tightened intellectual property laws as part of an effort to improve standards, although the current regulations are not WTO compliant. Work is underway to rectify this. Of further note, the UAE revised its commercial code to clearly lay out bankruptcy rules. The emirates are pursuing economic liberalization in various sectors including hydrocarbons, petrochemicals, tourism,



aviation and airports, power generation and telecommunications. Free trade zones have been quite significant in contributing to economic growth, with Dubai becoming a central hub for regional trade and finance, accounting for about 70 percent of the emirates' non-oil trade while Abu Dhabi has led the privatization drive.

Diversification has been boosted by returns on foreign investments dating back to the 1970s boom, when the UAE began investing its surplus oil revenue overseas in order to expand sources of income. Returns from these investments help provide capital for domestic development projects and social programs, while recent privatizations have helped boost and diversify economic growth. Starting in 1997, Abu Dhabi's privatization of utilities opened the door for foreign companies to bring in best practice management, new technologies as well as additional capital.

Growth was depressed in the region for 2002. Recovery is anticipated for 2003 thanks to strong oil revenues. The UAE is expected to perform very well in 2004, as the reconstruction process in Iraq demands UAE goods and services and a more stable Gulf political milieu facilitates increased private investment and a resumption of the economic diversification process, including an expansion of the service sector.

Brief Introduction of the Local Industries in UAE

Diversification of the economy away from dependence on oil has led to rapid industrial development. First class facilities, low labor and energy costs, favorable tax laws and political stability have also contributed to the growth of manufacturing. Major products include cement, building materials, aluminum, fertilisers, foodstuffs, garments, furniture, plastics, fiberglass and processed metals. The discovery of oil ushered the UAE into the industrial age. This process of industrialization gathered momentum following the formation of the Federation. During the last two decades, with the Government's increasing emphasis on diversification and basic components such as capital and energy readily available, the manufacturing sector has made significant progress in the UAE. Free zones have played an instrumental role in attracting manufacturing industries (see section on Business Environment) and today, hundreds of factories covering a wide range of manufacturing are distributed throughout the country. Cement, building materials, aluminum, chemical fertilizers and foodstuffs industries top the list, followed by garments, furniture, paper and carton, plastics, fiber glass and processed metals.

Cement Industry

Dating back to the mid-1970s, the cement industry is one of the oldest manufacturing industries in the UAE. The first factory, Al Itihad Cement Company of Ras al-Khaimah, started commercial production in 1975. This was followed by the construction of several other factories in Al Ain, Sharjah, Dubai, Fujairah, Ajman and Umm al-Qaiwain. The total number of cement factories throughout the country had reached nine by the end of 1998. Eight of these produce Portland cement, and one factory in Ras al-Khaimah manufactures white cement. The total capacity of the eight Portland cement factories is estimated at 9 million tones. These factories employ 2,999 workers, representing a total investment of approximately Dh 1.8 billion. Ras al-Khaimah Company for White Cement and Construction Materials is expanding its production capacity to 450,000 tones per year.

New Cement Factories

Test production at a new Dh 550 million cement plant in Ras al-Khaimah commenced in mid-August 1999. The plant, the fourth in Ras al-Khaimah, is owned by Ras al-Khaimah Cement Company. It will have a production capacity of 1 million tones per year of Portland cement. A Dh 80 million cement plant in Dubai's Jebel Ali industrial area was fully operational by mid-September 1999. Plans are under way to raise production capacity immediately from the initial 250,000 tones per annum to 400,000 tones. Falcon Cement is the first purpose-built ground, granulated blast furnace slag processing plant in the Middle East.

Chemical Fertilizers Industry

Chemical fertilizer production began in the UAE with the establishment by the Abu Dhabi National Oil Company (ADNOC) of Ruwais Fertilizer Industries (FERTIL) which has a capacity of 1,050 metric tones of ammonia and 1,500 metric tones of urea per day. The complex, situated in the industrial zone at Ruwais in western Abu Dhabi, also comprises an integrated



production unit, storage, packing and cargo units. Abu Dhabi Fertilizer Industries' Dh 5 million chemical fertilizer plant was set up as a joint venture in June 1998 between the UAE-based International Technical Trading Company (ITTC, with a 64 per cent stake) and SQM of Chile (36 per cent). Annual production is 40,000 tones of fertilizer, mainly water soluble and granular compound products. The company, which has an annual capacity of 200,000 tones, also produces liquid and suspension fertilizers. Other fertilizer manufacturing projects are located in Jebel Ali Free Zone.

Pharmaceutical Industry

The UAE-based pharmaceutical industry is emerging as a major force in the local, Gulf and the Arab markets. Despite intense international competition many local companies are successfully marketing their products even in the highly competitive European arena. Local pharmacy companies such as the Ras al-Khaimah-based Gulf Pharmaceutical Company (Julphar) and the Jebel Ali-based Gulf Inject Company are at the fore front of the industry.

Julphar

With a capital of Dh 165 million and 855 workers, Gulf Pharmaceutical Company (Julphar), which has a production capacity of 1 billion units annually, manufactures 275 varieties of medicine, only 7 per cent of which are consumed locally. The rest is exported to 30 countries. The company's new factory, Julphar 2, which produces antibiotics, was opened in March 1999. Julphar, founded in 1985, now has five factories, three of which are in Ras al-Khaimah, one in Ecuador and one in Germany.

Gulf Inject

Specializing in the production of intravenous solutions, Gulf Inject has become a major regional player in this segment of the Middle East's pharmaceuticals industry. With a capital base of Dh 55.05 million (US \$15 million), Gulf Inject was set up by a group of local and Gulf businessmen. High quality production standards are helping the company to market its products effectively in international markets. In the past three years it has produced and exported over 10 million bottles of solution to around 26 Arab, African, Asian, CIS and East European countries. Following a growing demand from the international market the company has raised its output in recent years. In the first six months of 1999, the company produced over 6.3 million bottles of intravenous (IV) fluids. Current international orders are in excess of 25 million bottles. Since demand is far in excess of the company's production capacity, it has entered into a production contract with other Gulf-based intravenous fluid manufacturers to fill the supply gap.

Dubai Aluminum Company

Aluminium is the UAE's main non-oil heavy industry. The Dubai Aluminium Company (DUBAL) plant, at Jebel Ali, established in 1975, had a production capacity in 1999 of 380,000 tons, with total investment of nearly US\$ 850 million. Following completion in March 2000 of the US\$ 736 million Condor expansion programme, DUBAL is one of the biggest stand alone smelting complexes outside the former USSR, with a hot metal capacity of around 530,000 tons a year. Imported alumina is used as raw material. DUBAL's 1999 sales were 410,000 tonnes (including alloy) and are projected to reach 550,000 tonnes in 2000. Exports to Europe went up to 100,000 tons in 1999, following diversion of exports destined for Asia, despite the six per cent EU tax on primary aluminium imports and are expected to rise to 150,000 tons with the completion of the Condor project. UAE citizens occupy 45 per cent of the senior management posts. DUBAL, owned by the Dubai Government, provides 12 per cent of Dubai's Gross Domestic Product and 50 per cent of non-oil related revenues. The company is considering investment in another smelter in Oman.

Condor

The first reduction cell of DUBAL's Condor expansion programme, comprising approximately 25 per cent of the project, was energized in May 1999 ahead of schedule. By the year 2000, when Condor is completed, DUBAL will be one of the biggest stand-alone smelting complexes outside the former USSR with a hot metal capacity of around 530,000 tones.

The Condor project has involved expenditure of Dh 1.1 billion with local industries and suppliers. The number of nationals in senior positions also increased in 1998 and citizens of the UAE now occupy 45 per cent of senior management posts.



Al-Ain Vegetable Packing Factory

Al Ain vegetable packing factory, owned by the Department of Agriculture and Animal Resources in Abu Dhabi's Eastern Region, started operation in 1987 with the aim of establishing a solid food industry using local raw materials in the form of a portion of the huge agricultural surplus in the area. The factory comprises lines for pickled vegetables with an annual capacity of 3,000 tones and frozen vegetables with a capacity of 500 tones and tomato paste producing 60,000 tones. Investment in this project has reached Dh 54 million and the workforce numbers approximately 180.

Household Glass Equipment Industry

This new industry commenced in 1995 with the establishment in Jebel Ali Zone of Al Tajer Glass Factory, which is entirely financed by local investors, followed by two other factories in Dubai and Ras al-Khaimah. The Jebel Ali glass factory in the Jebel Ali Free Zone, a Gulf joint venture and one of the biggest projects, started production in 1997. Al Manal glass factory in Ras al-Khaimah commenced production in 1999 as a joint venture with 96 per cent of the capital being supplied by local investors. The capacity of the three factories is estimated at 900 million units, with investment of Dh 370 million and employing 425 workers.

Dubai Cable Company

Dubai Cable Company's (DUCAB) Dh 77 million expansion programme was completed in mid-1999. DUCAB has installed the most up-to-date computer-controlled extrusion line in the world in order to manufacture high-voltage cables. This will allow them to move into the range of higher voltage cables to support and supply the utilities sector not only in the UAE but throughout the AGCC. DUCAB has also increased capacity for its low-voltage cables of up to 3.3 kV and medium-voltage cables of up to 33 kV. The new facility will increase DUCAB's production capacity by 130 per cent from 20,000 tones. Established in 1979, DUCAB is a joint venture between the Dubai and Abu Dhabi Governments (35 per cent each), and the UK-based BICC (30 per cent).

Abu Dhabi Flour and Fodder Mill

Production capacity is 400 tones of flour per day. Animal and poultry fodder production reached 20 tones per hour, while silo storage capacity is 60,000 tones of grain. Expansion during 1999 included a new mill with a capacity of 400 tones per day and construction of additional silos with a capacity of 90,000 tones, together with installation of new equipment for discharging grain at a capacity of 800 tones per hour. Studies are also under way to raise capacity of the fodder mill to meet increasing demand.

Reinforced Steel Factory

Work has begun on the construction of a reinforced steel factory with a capacity of 500,000 tones of 10-32 mm diameter steel per annum at Mussafah Industrial Area. The factory is currently dependent on importing and processing of raw material. Expansion plans include the construction of a 205,000 tones per year smelter, a 351 megawatt power station and a desalination plant with a capacity of 2,000 cubic meters of fresh water per day. Gas will be supplied to the project through a newly constructed pipeline.

Firefighting Equipment

In April 1999 the UAE Offsets Group announced the formation of UTS - Burnstop LLC, a new venture between the local group United Technical Services (51 per cent), Burnstop Ltd from Finland (40 per cent) and Dassault Investments, a sister company of Dassault Aviation (9 per cent). The new company will be capitalized at Dh 5 million. UTS - Burnstop LLC, which will manufacture firefighting and prevention equipment will have its offices in Abu Dhabi and its manufacturing facility in Mussafah Industrial Zone. This venture will release the UAE fire-related industries from their current dependence on imported alternatives, as the establishment of the manufacturing facilities will be the first of its kind within the UAE. The unit will also export to the Middle East, Europe and Asia.



Cooling Plant

A Dh 45 million cooling plant room installed by National Central Cooling Company (TABREED) commenced operations in May 1999 at Zayed Military City in Sweihan. The energy efficient system comprises gas-driven chillers producing 3,000 tones of chilled water which is supplied to a number of buildings within a radius of 1.5 kilometers. Tabreed, another offset project, is also examining several similar projects in Sharjah, Al Ain and Ras al-Khaimah and is working on two major projects in Dubai. Working on an economy-of-scale basis, Ta b reed plans to build cooling systems with a capacity between 75,000 and 100,000 tones.

Magnesium Alloy Plant

Construction of a Dh 734 million magnesium alloy plant is planned for Sharjah's Hamriyyah Free Zone. The magnesium smelter project is being promoted by the Sahari Group of Abu Dhabi and Normans of Albania, both of which hold a 50 per cent stake in the project. The plant will have an initial capacity to produce 20,000 tones per year of magnesium products, to be increased to 60,000 tones upon completion. The market demand for magnesium is estimated to be increasing at a rate of 15 per cent a year. Raw material (magnesium) will come from mines in Albania which are estimated to have reserves of over 400 million tones. Magnesium products made at the Sharjah plant will be sold to buyers in Japan, the US and Europe.

Edible Oil Plant

Dubai Investments PJSC announced a US\$ 50 million edible oil project in the Jebel Ali Free Trade Zone in partnership with the Swiss-based CAM Group. The seed-crushing plant for the production of edible oil and meals is the largest facility of its kind in the Middle East and is expected to go on stream at the end of the year 2000. Edible Oil (Dubai) LLC-Dubai Investments holds a 70 per cent equity stake with the remaining 30 per cent being held by the CAM Group, a world leader in the supply of agro-industrial processing lines. The crushing plant will have an initial capacity of 300,000 tones which could be expanded to 450,000 tones. With this new project, the total investment in some 19 projects initiated by Dubai Investment Company, which was established in 1996, has exceeded Dh 6 billion. Other projects at the planning stage include a Dh 370 million unit for manufacturing of aluminum sheets and a Dh 100 million unit for the manufacture of wood panels. The company will also take over four operating projects in the UAE.

Fructose Syrup

A Jebel Ali-based company has introduced new technology to produce fructose syrup - a key sweetening ingredient for food and beverage manufacturing industries – from dates. Concept Food Industries (CFI) FZE claims that it is the first company in the world to use this technology which also delivers a high protein animal feed as a by-product. The production of sweetener at Concept's facility in Jebel Ali Free Zone is expected to reduce reliance on imports and the product is also being marketed in the Middle East and worldwide. The facility has the capacity to extract high fructose syrup from dates at the rate of 35,000 tones a year. The new facility is expected to boost Government sponsored efforts to improve palm date cultivation within the UAE.

Steel Wire And Rod Plant

The Abu Dhabi-based private company Abu Dhabi National Industrial Projects (ADNIP) is setting up a Dh 170 million plant to manufacture steel wire and rod with German collaboration. The project will be implemented in two phases. In the first phase 80,000 tones of steel wire, rod and reinforced mesh will be produced. These products will be used by 12 other industries to be set up in due course. ADNIP, established in 1997, has several other projects under construction including a medical equipment project, a carpet factory and a tissue paper plant in Dubai.

Paper Mill

The paper mill owned by ADNIP which will be located in Dubai Investment's Industrial Park, is expected to become operational in September 2000. It will have a capacity of 22,000 tones per year of fine paper rolls of all specifications and weights. The advanced technology to be used in this plant is being introduced in the AGCC for the first time.



Governmental measures in India-UAE Trade related matters

The first meeting of India-UAE Trade Policy Forum was in New Delhi on 28 th May preceded by a one-to-one meeting between Shri Kamal Nath, Union Minister of Commerce & Industry and Shaikha Lubna Al Qasimi, Minister of Economy of the United Arab Emirates (UAE). Both the Ministers expressed the hope that the Ministerial level Gulf Cooperation Council (GCC)-India Industrial Conference in Mumbai, gave it a momentum to promote a greater thrust to India's economic cooperation with the Gulf region as a whole.

Shri Kamal Nath took up with the UAE Minister issues relating to :

- I. Opening of branches of Indian banks in UAE, including the State Bank of India (SBI),
- II. Lifting of the ban on import of poultry products
- III. Removal of trade barriers such as registration guidelines, restrictive work permits, visa regime etc. relating to import of pharmaceutical and chemicals and allied products.

The UAE in turn referred to the following issues :

- I. Anti-dumping measures on UAE products and companies
- II. Matters relating to the successful establishment and implementation of Orissa Alumina Joint Project.

Some important facts about UAE

UAE	: UAE is India's top trading partner in the entire WANA region, as the UAE alone represents 75% of India's export to GCC countries
Area	: 82,880 Sq.mtr.
Population	: 2,484,818 (July 2003 est.)
Capital	: Abu Dhabi
Languages	: Arabic (official), Persian, English, Hindi, Urdu
Currency	: Emirati Dirham
Natural Resources	: Petroleum, Natural Gas
GDP	: PPP-\$ 53.97billion (2002 est).

Trade between India and UAE in 2005-06 : \$ 12.9 billion.

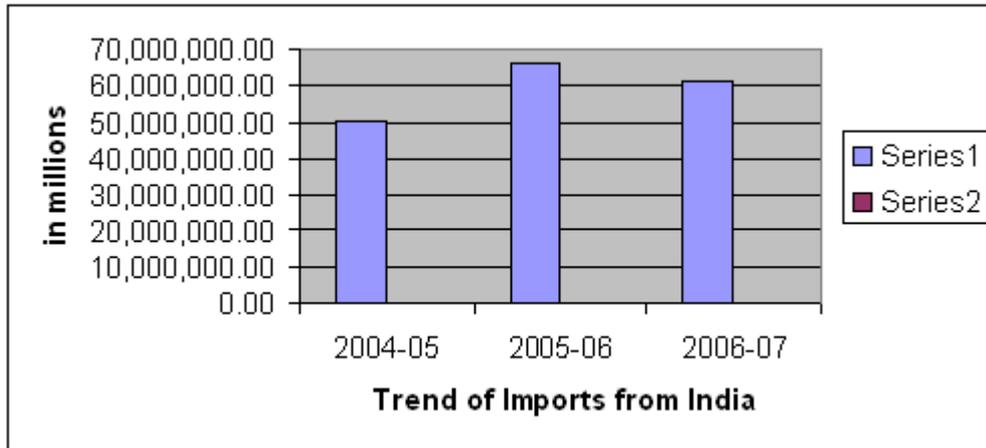
Imports from India

Trend in last three years of Import

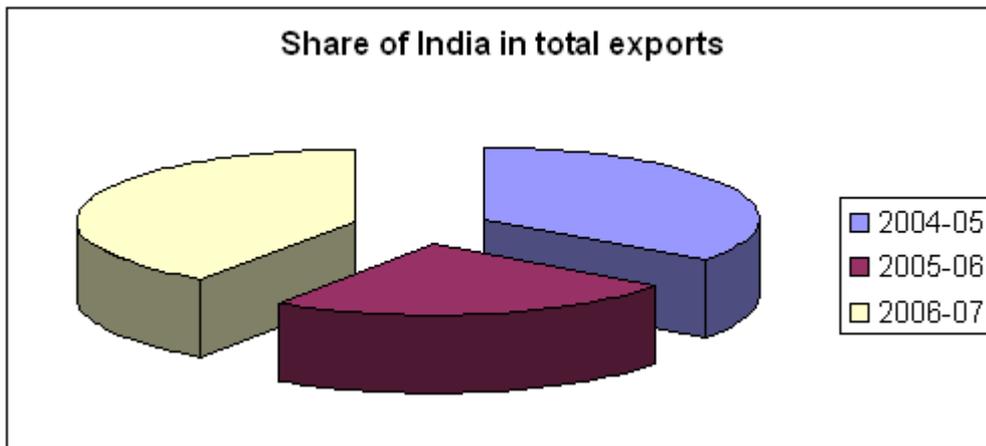
<i>Country</i>	<i>2005-2006</i>	<i>% Share</i>	<i>2006-2007 (Apr-Dec)</i>	<i>% Share</i>	<i>% Growth</i>
United Arab Emirates	1,927,703.38	2.9190	2,963,700.50	4.8306	
India's Total Import	66,040,888.00		61,352,324.00		

<i>Country</i>	<i>2004-2005</i>	<i>% Share</i>	<i>2005-2006</i>	<i>% Share</i>	<i>% Growth</i>
United Arab Emirates	2,085,317.13	4.1618	1,927,703.38	2.9190	-7.56
India's Total Import	50,106,456.00		66,040,888.00		31.80

<i>Country</i>	<i>2003-2004</i>	<i>% Share</i>	<i>2004-2005</i>	<i>% Share</i>	<i>% Growth</i>
United Arab Emirates	946,527.19	2.6358	2,085,317.13	4.1618	120.31
India's Total Import	35,910,764.00		50,106,456.00		39.53

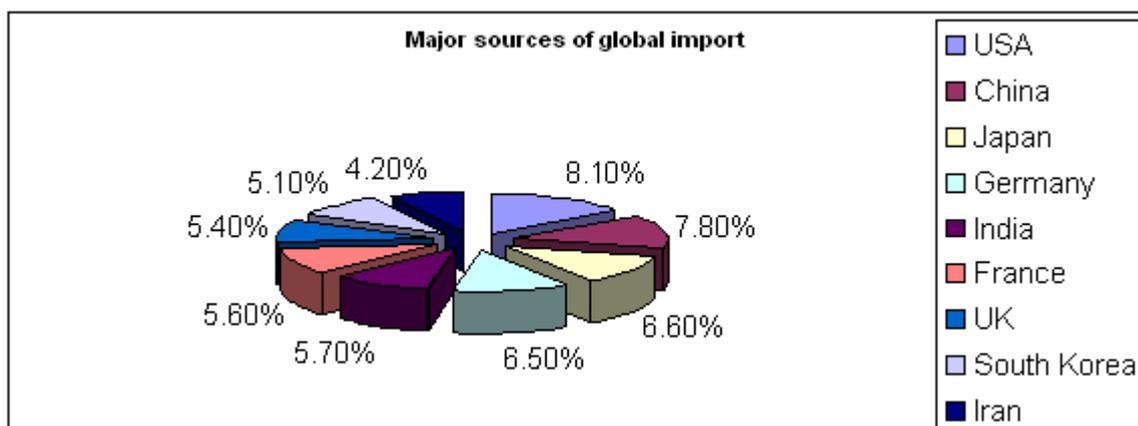


Trend of Imports from India



Share of India in total exports

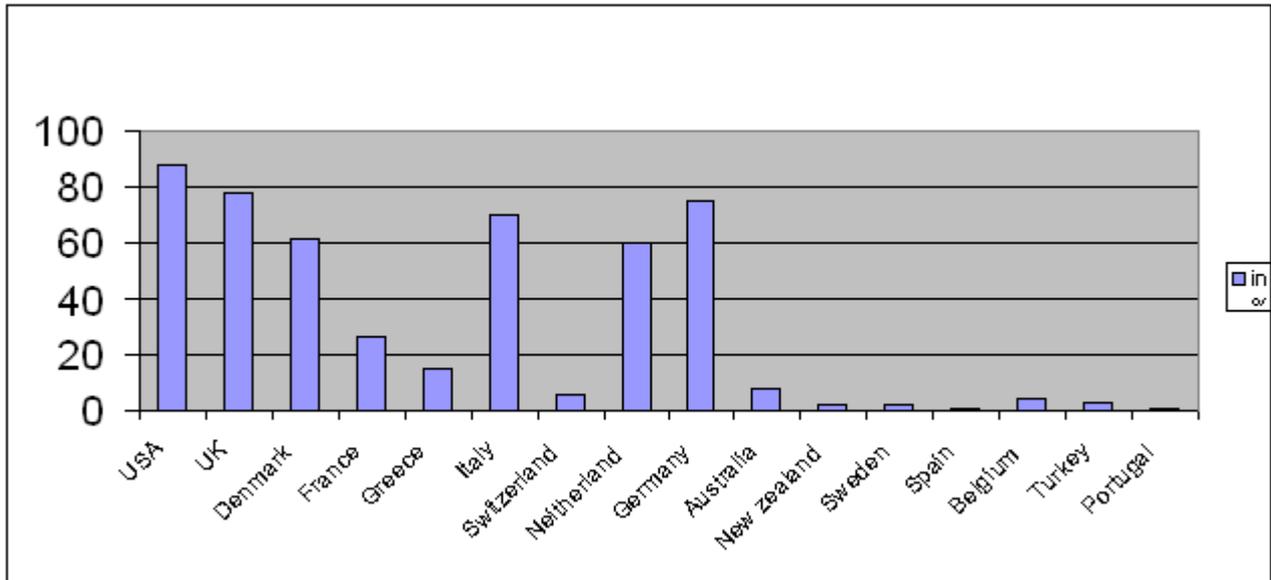
Global Imports



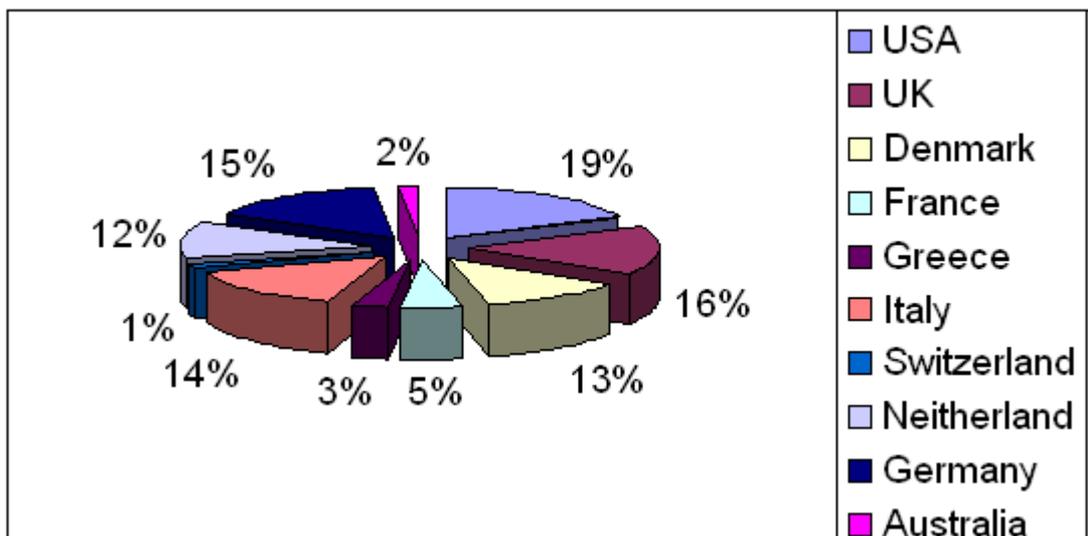
Major sources :

Major sources of Global Imports

Global Imports of Agricultural Equipments in UAE



Major sources of Agricultural Equipments



UAE : Local manufacturers of Agricultural Equipments

Khalaf & Mohammad General Trading & Agr. Contg. Est.

Box - 16071
Al Ain.
Tel. : 03-7663857
Fax : 03-7665268
Attn. : Khalaf
Executive
Al Qubaisi
Managing Director

Agricultural Engineering Company

Box - 16015, Al Ain.
Tel. : 03-7217914/7217912
Fax : 03-7217913
Attn. : Farooq, Executive
Daib, General Manager

Windsor Trading L.L.C

Box - 25102, Dubai
Tel. : 04-2694701
Fax : 04-2694635
Executive-L G Raju-General Manager
Noor Mohd.- Manager sales



UAE : Local manufacturer of Aluminium Foil

AI Aryani Aluminum & Glass Works

Box 4198

Sharjah

Tel. : 06-7436014

Fax : 06-7481994

Executive-Randir Singh-General Manager

Ducon Ltd.

Box 16840

Jabel Ali

Tel. : 04-8816164

Fax : 04-8815114

Executive-Hemant Rao-Mg. Director

Doss Edward George-General Manager

Issues affecting import from India

- UAE is India's topmost trading partner in the entire WANA region. UAE alone represents 70% of India's export to GCC countries.
- Indian exports to UAE accounts for 6% of India's global exports.
- Dubai is a major export trade center and a gateway for the whole of Arab world.
- Revival of oil prices since late 1999 has strengthened the trading position of GCC countries in general and UAE in particular.
- Oil & gas production are the main stay of UAE's economy.
- To reduce dependence on oil & gas, Abu Dhabi has planned large scale privatization programme in all fields, especially the power & water sectors.
- UAE market being an entrepreneur of trade center is characterized by tough competition and hence price sensitive.

The list of Chambers : UAE

<i>Name</i>	<i>City</i>	<i>Telephone</i>	<i>Fax</i>
Abu Dhabi Chamber of Commerce	Abu Dhabi	02 6214144	02 6339210
Ajman Chamber of Commerce	Ajman	06 7422177	06 7427591
Dubai Chamber of Commerce	Dubai	04 2280000	04 2211646
Sharjah Chamber of Commerce	Sharjah	06 5682888	06 5681119
Umm Al Quwain Chamber of Commerce	Umm al quwain	06 7651111	06 7657055
Ras Al Khaimah Chamber of Commerce	Ras al khaimah	07 2333511	07 2330233
Fujairah Chamber of Commerce, Industry & Culture	Fujairah	09 2222400	09 2221464
Federation of UAE Chambers of Commerce	UAE	02 6214144	02 6339210



UAE Government

Ministry of Foreign Affairs

Rashid Abdullah Al Nuami
P.O. Box 1, Abu Dhabi, United Arab Emirates
Tel. : (971) 265-1900

Ministry of Finance & Industry

Sheikh Hamdan Bin Rashid al-Maktoum
P.O. Box 433, Abu Dhabi, United Arab Emirates
Tel. : (971) 272-6000
Fax : (971) 278-5999

Ministry of Economy & Commerce

Sheikh Fahim Bin Sultan al-Qassimi
P.O. Box 901
Abu Dhabi, United Arab Emirates
Tel. : (971) 2-626-5000
Fax : (971) 2-626-0000

Custom Offices in UAE

Abu Dhabi

P.O. Box 255
Abu Dhabi, United Arab Emirates
Tel. : (9712) 6730700
Fax : (9712) 6731150
Telex : (9712) 23395

Sharjah

P.O. Box 70
Sharjah, UAE
Tel. : 0097 06 5282216/0097 06 5282666
Fax : 0097 06 5281425/0097 06 5282251
E-mail : jumruki@sharjahcustoms.gov.ae

Dubai

Dubai Customs Head Quarters Building
Outside Port Rashid
Al Mina Road
Dubai, United Arab Emirates
Tel. : +971 (0) 4 302 3828, +971 (0) 4 302 3543
Fax : +971 (0) 4 345 3458, +971 (0) 4 345 3031

Statistic Office

Abu Dhabi

P.O. Box 904
Abu Dhabi, UAE
Tel. : 00971-2-6271100
Fax : 00971-2-6269942
E-mail : mop@uae.gov.ae

UAE Trade Associations

US Agricultural Trade Office

Office of the US Agricultural Trade in Dubai.
Domain : usembabu.gov.ae

International Business Women Group

Group of expatriate business women established for exchanging ideas and vital information and supporting other business women. Provides information about activities, members and schedules.
Domain : ibwgdubai.com

Dubai Chamber of Commerce and Industries

This service allows callers to make on-line queries by connecting directly to the Chamber's Database, using telephone lines only.
Domain : dcci.ae

US Agricultural Trade Office

Office of the US Agricultural Trade in Dubai.
Domain : usembabu.gov.ae

Abu Dhabi Chamber of Commerce and Industry

Information about United Arab Emirates and Abu Dhabi including business, trade, economic and investment opportunities, seminars, exhibitions, training programs and other activities.

Domain : abudhabichamber.ae

Arab Trade Financing Program

Provides financing of exports and imports for Arab countries. Features information on export and import opportunities, highlights of the program, statistics, and standard codes.
Domain : atfp.org.ae

Sharjah Chamber of Commerce and Industry

Involved in planning and development of commercial infrastructure for the Emirates. Features a profile, news, papers, tips on doing business in the Emirate, business directory and more.

Domain : sharjah.gov.ae



American Business Council - Dubai

Non-profit organisation promotes development of commerce and investment between USA and UAE. Provides members directory, news and details of membership.

Domain : abcdubai.com

Federation of UAE Chambers of Commerce and Industry

Federation of UAE Chambers of Commerce & Industry.

Domain : fcciuae.ae

Ajman Chamber of Commerce and Industry

Aims to identify, develop and implement programmes which will promote the interest of investors and the business community to set up their base in Ajman.

Domain : ajcci.co.ae

Indus Entrepreneurs TIE Dubai

A global, not-for-profit organization created for the advancement of entrepreneurship.

Domain : tiedubai.org

Swiss Business Council - UAE

Assists in commercial and cultural relations with Switzerland. Has two chapters in Abu Dhabi and Dubai. Provides details of both chapters, business opportunities and contact details.

Domain : swissbcuae.com

Ras El-Khaimah Chamber of Commerce and Industry

Ras El-Khaimah Chamber of Commerce and Industry.

Domain : rakchamber.com

Jafza International - Jebel Ali Free Zone International

Offering free zone and cruise terminal management consultancy and technical advisory services for overseas Governments seeking to establish a trade zones within their territorial borders.

Domain : jafzainternational.com

Mohammed Bin Rashid Establishment for Young Business Leaders

Offers various incentive measures and programmes to the local business community, extending to both entrepreneurs with an existing business and budding entrepreneurs.

Domain : sme.ae

Dubai Multi Commodities Centre

Commodity market place in Dubai, provides industry-specific market infrastructure and a full range of facilities for the commodities industries.

Domain : dmcc.ae

UAE Offsets

Responsible for all aspects of the UAE offsets programme including : negotiating offset contracts, carrying out assessments of proposals and more.

Domain : offsets.ae

Dubai Outsource Zone

Provides a comprehensive infrastructure and environment for outsourcing and offshoring companies to set up global or regional hubs servicing the worldwide market.

Domain : doz.ae

British Business Group UAE

Business group aiming to encourage the development of business with Dubai and the Northern Emirates.

Domain : britbiz-uae.com

Industrial Development Center Dubai, UAE

Preparing, implementing and monitoring of industrial strategies and plans for the Emirate of Dubai to attract local and foreign investments to the sector.

Domain : dubai-idc.ae

Mission Economique - UAE

Commercial and economic service of the Embassy of France in UAE, provides specialized and personalized services to French companies in UAE market.

Domain : missioneco.org

Importers/Buyers of Agricultural Equipments in UAE

Diesel Parts Corporation

P.O. Box 10254

Ra's Al-Khaymah, UAE

Agricultural Machinery and Parts

Al Aseela Machinery Trading

P. B. No. 31498, Abu Dhabi 31498

Abu Dhabi, UAE

Foam Cups & Packing Materials, Batteries, Agri Machines

Al Sahama General Trading L.L.C

P.O. Box No. 184922

Dubai, UAE

Agricultural Equipments

Importer/Buyer of Aluminium

For Gmark Middle East FZG

Aluminium Tube

Gmark Middle East, Hamariya FZC

Sharjha, UAE



Measures to promote exports from India that include Policy and Promotional Activities

In order to promote trade related activities between India and UAE the following measures can be undertaken :

- Entering into an MOU in order to build a healthy trade relationship between India and UAE.
- Organizing Buyer Seller Meet (BSM) among the two countries to facilitate trade related activities.
- Organizing engineering exhibitions in UAE to have a greater market exposure in their respective market.
- Creating awareness of the product through publicity in various newspapers business journal and monthly magazines that come out in UAE.
- Organizing seminars, symposia and other trade related activities to promote Indian engineering products.
- Maintaining a constant communication between the Indian High Commission and the Embassy of UAE and exchanging booklets, brochures, magazines wherein the detail profile of both the countries along with their economic overview, market condition etc. are being discussed upon.
- Providing Government grant and subsidies to the Indian exporters for trading with UAE.

The UAE and its potential

The UAE has the fifth largest proven reserves of crude oil in the world. In terms of natural gas supplies, the UAE is at third place in the Arab world & ranked fourth in the world.

According to Chinese Embassy in UAE, the Emirates have become the largest trading partner of China in the GCC with two-way trade representing \$ 14.2 billion in 2006, an increase of 31.5% on the previous year.

The UAE is major transshipment hub due to its excellent port facilities pro-business climate & central location between Europe, Asia and Africa.

Jabel Ali Free Zone in Dubai house the world's largest man made port & the Emirate is already a major center for International Trade & the world's third largest re-export center after Hong Kong and Singapore.

The volume of International Trade reached AED 847 billion in 2006. As a gateway to huge markets of more than one billion consumers in countries such as Iran, Pakistan, India and the CIS, the Arab world & Africa, the UAE is an enormously important investment hub.

Foreign Trade 2006			
<i>Exports</i>	<i>AED billion</i>	<i>Imports</i>	<i>AED billion</i>
Crude Oil	178	Commodities	283
Petroleum by products	18	Free Zone Exports	76
Gas	22		
Free Zone	80		
Re-exports	162		
Others	28		
Total	488		359



UAE Calender of Events

Calender of Events in Abu Dhabi

<i>Major Events</i>	<i>Date</i>
<p>The Bride Show Abu Dhabi Abu Dhabi, Abu Dhabi National Exhibitions Company (ADNEC) Organizer : IIR Holdings Ltd.</p>	Feb. 12 - 15, 2008
<p>Abu Dhabi International Jewellery Watch Show ADIJEX. Start. 04/11/2008, End. 08/11/2008 Abu Dhabi, Abu Dhabi National Exhibitions Company (ADNEC) Organizer : Trans Continental Fairs Management</p>	Nov. 4 - 8, 2008
<p>Gulf Luxury Gift Exhibition GIFTEX Start. 04/11/2008, End. 08/11/2008 Abu Dhabi, Abu Dhabi National Exhibitions Company (ADNEC) Organizer : Trans Continental Fairs Management</p>	Nov. 4 - 8, 2008
<p>Abu Dhabi International Motor Show ADIMS Start. 18/11/2008, End. 22/11/2008 Abu Dhabi, Abu Dhabi National Exhibitions Company (ADNEC) Organizer : Trans Continental Fairs Management</p>	Nov. 18 - 22, 2008

(Source : EEPC Net)