



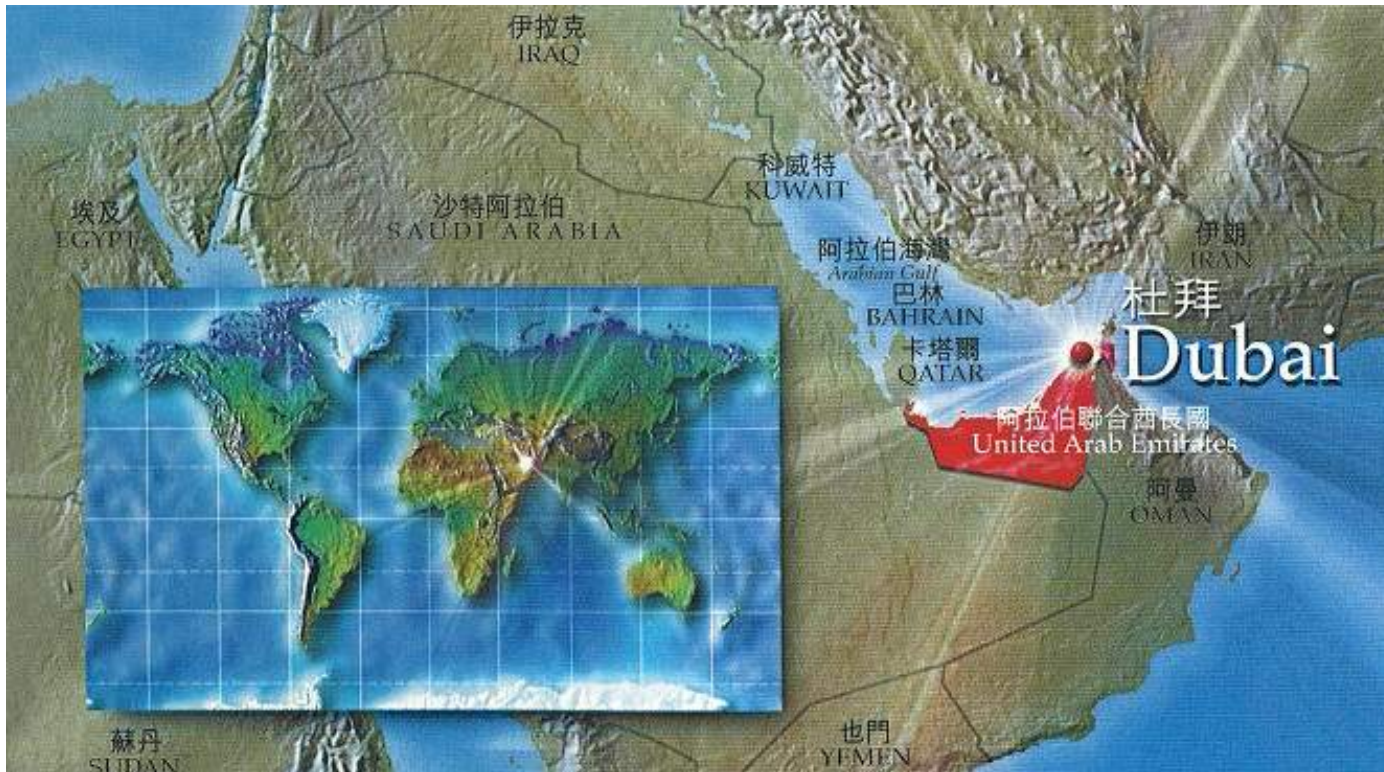
Discover
Dubai

DUBAI DRIVES SUCCESS
Singapore Manufacturers'
Federation
Singapore – 9 Feb 2007



Government of Dubai
DEPARTMENT OF TOURISM AND COMMERCE

Location Map



An Overview of the United Arab Emirates

- ◆ **Abu Dhabi (Capital)**
- ◆ **Dubai**
- ◆ **Sharjah**
- ◆ **Ajman**
- ◆ **Umm Al Quwain**
- ◆ **Fujairah**
- ◆ **Ras Al Khaimah**



Dubai - Background

- ◆ **Second largest emirate of the United Arab Emirates (UAE)**
- ◆ **Member of the Arab Gulf Cooperation Countries (AGCC)**
- ◆ **Dubai : City of Merchants**



Dubai - Facts

- ◆ Ruled by the Al Maktoum Family
- ◆ Area: 4,114 sq. km
- ◆ Population: 1.204 million (Year 2005)
- ◆ 17% of population are UAE nationals
- ◆ Cosmopolitan city with 120 nationalities



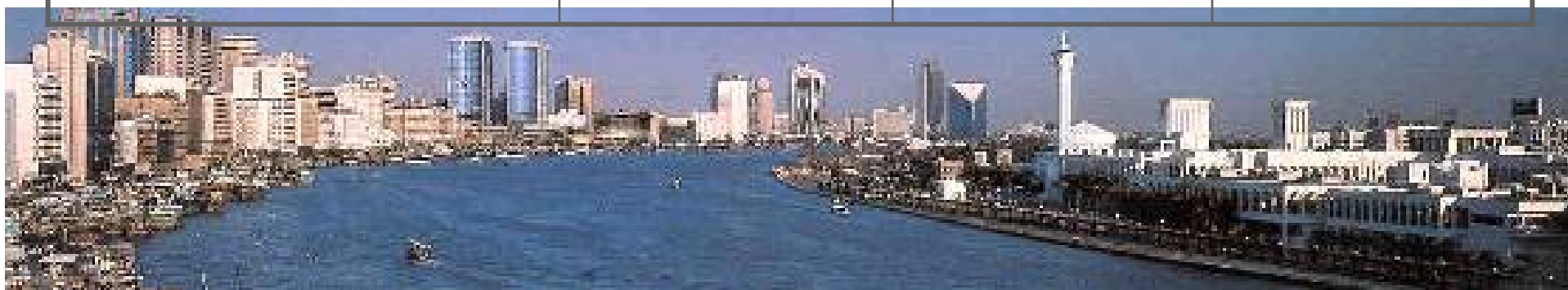
Dubai - Economy

- ◆ **Dubai's GDP in 2005: US\$38.2 billion**
(+26.7% from 2004)
- ◆ **Oil 5%, non-oil 95%**
- ◆ **Main non-oil industries: Trade, Tourism**
Manufacturing and Transport
- ◆ **Diversified economic base**
- ◆ **Currency is UAE Dirham**
(USD 1 = AED 3.67)
(SGD 1 = AED 2.38)



GDP Breakdown (Year 2005)

Item	Value (AED)	Value (USD)	Growth Rate
Wholesale & Retail Trade	31.3 billion	8.35 billion	+41.6%
Manufacturing Industries	22.1 billion	6.02 billion	+36.4%
Transports, Storage & Communications	18.2 billion	4.96 billion	+20.5%
Construction	16.5 billion	4.49 billion	+22.2%
Real Estate & Business Services	14.2 billion	3.87 billion	+21.3%
Finance	13.7 billion	3.73 billion	+30.5%
Government Services	8.4 billion	2.29 billion	+10.5%



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Dubai – Business Climate

- ◆ Open, transparent market
- ◆ Use of English is widely spoken
- ◆ Full range of banking and business services
- ◆ First class infrastructure
- ◆ Pro-business government policies
- ◆ Free zones



Doing Business in Dubai

- ◆ UAE is a member of the WTO
- ◆ No foreign-exchange controls
- ◆ Customs Valuation & Import Tariffs
 - Calculated on the CIF value at the rate of 5% (C = Cost of the goods; I = Insurance; F = Freight)
 - Intoxicating liquors: 50% of the CIF value
 - Tobacco products: 100% of the CIF value



Doing Business in Dubai

- ◆ **Sell directly to dealers and distributors**
- ◆ **Commercial agency arrangements**
 - **agent must be a UAE national/company**
 - **agreement to be registered with Ministry of Economy and Commerce**



Doing Business in Dubai

- ◆ **Branch or representative office**
 - 100% foreign ownership permitted
 - Local sponsor must be appointed
- ◆ **Limited liability company**
 - foreign ownership restricted to 49%
 - local partner is required
- ◆ **Free zone establishment**
 - 100% foreign ownership
 - no import duties



Free-zone Incentives

- ◆ 100 per cent foreign ownership
- ◆ Exemption on all import and re-export duties
- ◆ 100 per cent repatriation of capital and profits
- ◆ Freedom from corporate taxation for 50 years with an option to renew.
- ◆ No personal income taxes
- ◆ An abundant and inexpensive energy supply
- ◆ Simple, efficient recruiting procedures
- ◆ High level of administrative support from authorities



Dubai Free Zones

Existing Free Zones	
Jebel Ali Free Zone	Dubai Financial Market
Dubai Airport Free Zone	Dubai Int'l Financial Centre
Dubai Cars & Automotive Zone	Dubai Aid City
Dubai Internet City	Dubai Investment Park
Dubai Media City	Dubai Flower Centre
Gold & Diamond Park	Dubai International City
Dubai Multi Commodities Centre	Dubai Healthcare City
Knowledge Village	Dubai Business Bay



Forthcoming Dubai Free Zones

- ◆ Dubai Auto Parts City Free Zone (DAPC)
- ◆ Dubai Biotechnology and Research
- ◆ Dubai Carpet Zone
- ◆ Dubai International Arbitration Centre (DIAC)
- ◆ Dubai Maritime City (DMC)
- ◆ Dubai Outsource Zone (DOZ)
- ◆ Dubai Silicon Oasis (DSO)
- ◆ Dubai Textile City (DTC)
- ◆ Mohammed bin Rashid Technology Park
- ◆ The Heavy Equipment & Trucks Free Zone
- ◆ The International Media Production Zone



Business Opportunities in Dubai

- ◆ Trade
- ◆ Transport
- ◆ Tourism
- ◆ Technology

4T's
4T's





Dubai is the gateway to 2 billion people in fast growing emerging markets

TRADE
TRADE





Imports

Value

- ◆ AED190.4billion (USD51.88billion)

Types of Products

- ◆ Electronics Equipment
- ◆ Jewellery
- ◆ Vehicles
- ◆ Metals
- ◆ Textiles

Top 5 Source Countries (in USD 2005)

- ◆ India (1) \$6.62 billion
- ◆ China (2) \$6.12 billion
- ◆ USA (3) \$3.89 billion
- ◆ UK (4) \$3.75 billion
- ◆ Japan (5) \$3.28 billion

- ◆ Singapore (15) \$0.97 billion

Trade





Exports

Value

- ◆ AED11.23billion (USD3.06billion)

Types of Products

- ◆ Metals
- ◆ Food Products
- ◆ Mineral Products
- ◆ Chemicals
- ◆ Stone, cement & glass products

Top 5 Export Markets (in USD 2005)

- ◆ India (1) \$240million
- ◆ Pakistan (2) \$227million
- ◆ Kuwait (3) \$200million
- ◆ USA (4) \$200million
- ◆ Iran (5) \$165million

- ◆ Singapore (28) \$28million

Trade



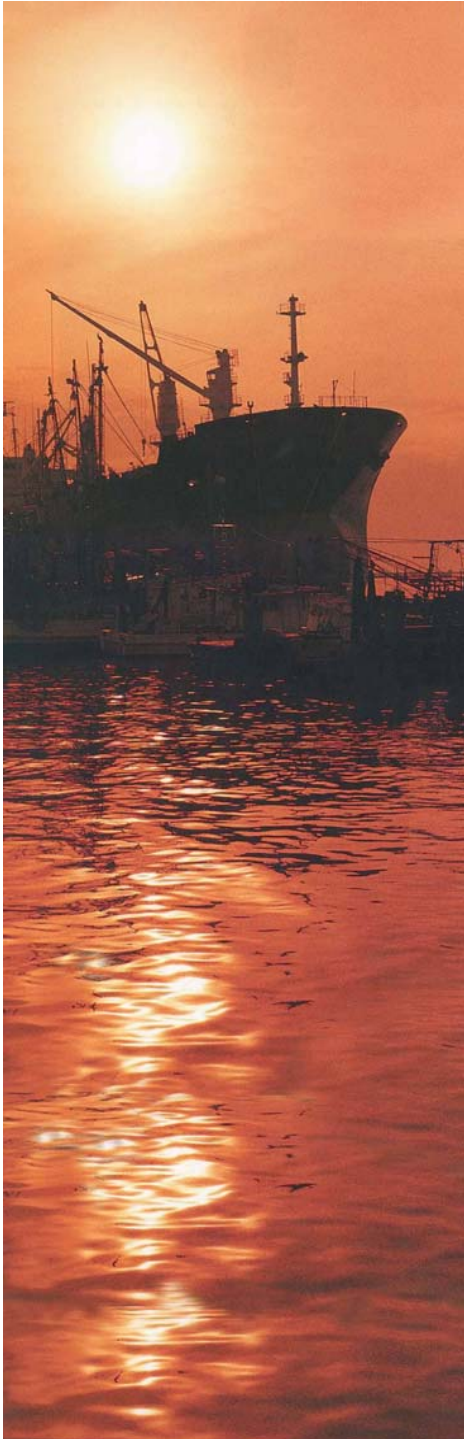


Exhibitions in Dubai

- ◆ **MOTEXHA** – 19 - 27 Mar 07
Fashion, accessories, leather products
- ◆ **Premium Fair** – 11-13 Sep 07
Gifts and premiums
- ◆ **Index** – 1- 5 Nov 07
Furniture and interior design
- ◆ **The Big 5 Show** – 25 - 29 Nov 07
Building and construction
- ◆ **GITEX** – Nov 07
Computers, communications
- ◆ **Watch & Jewellery Dubai** – Dec 07
Jewellery & Watches
- ◆ **Int. Autumn Trade Fair** – 9 - 12 Dec 07
General consumer products

Trade

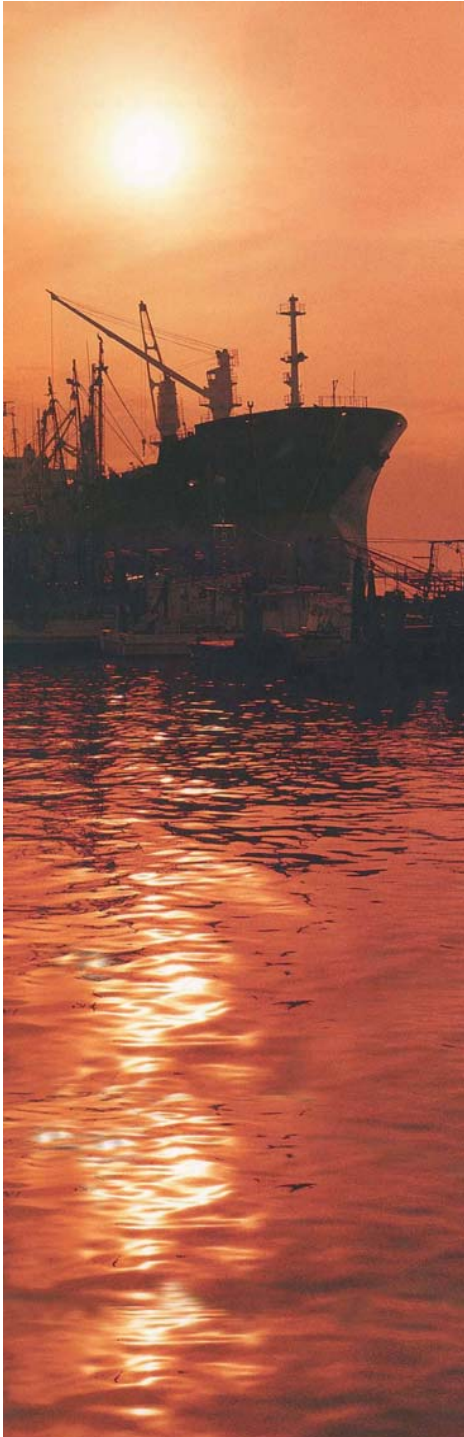




*The transportation and logistics
hub for the Middle East Region*

TRANSPORT
TRANSPORT





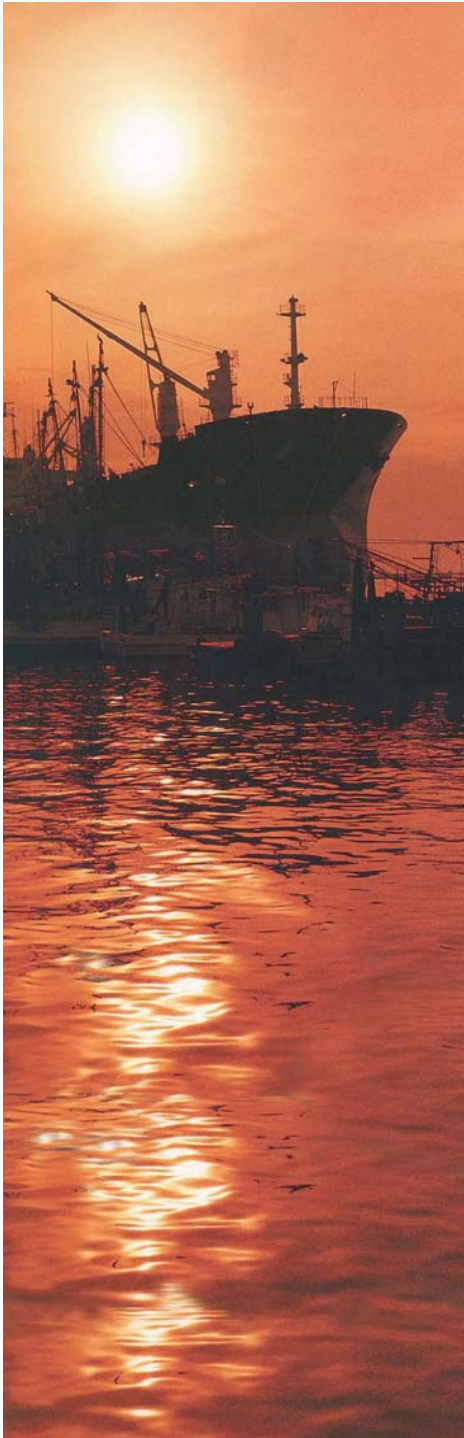
موانئ دبي العالمية
DP WORLD

DP World

- ◆ **Manages Jebel Ali Port (71 berths) & Port Rashid (35 berths)**
- ◆ **Ranked 9th top container port in the world in 2005**
- ◆ **Jebel Ali Port – the largest man-made harbour in the world.**
- ◆ **Annual growth has averaged over 20% p.a. over the past 4 years.**
- ◆ **Jebel Ali Port handled 7.62 million TEUs by end of 2005.**

Transport





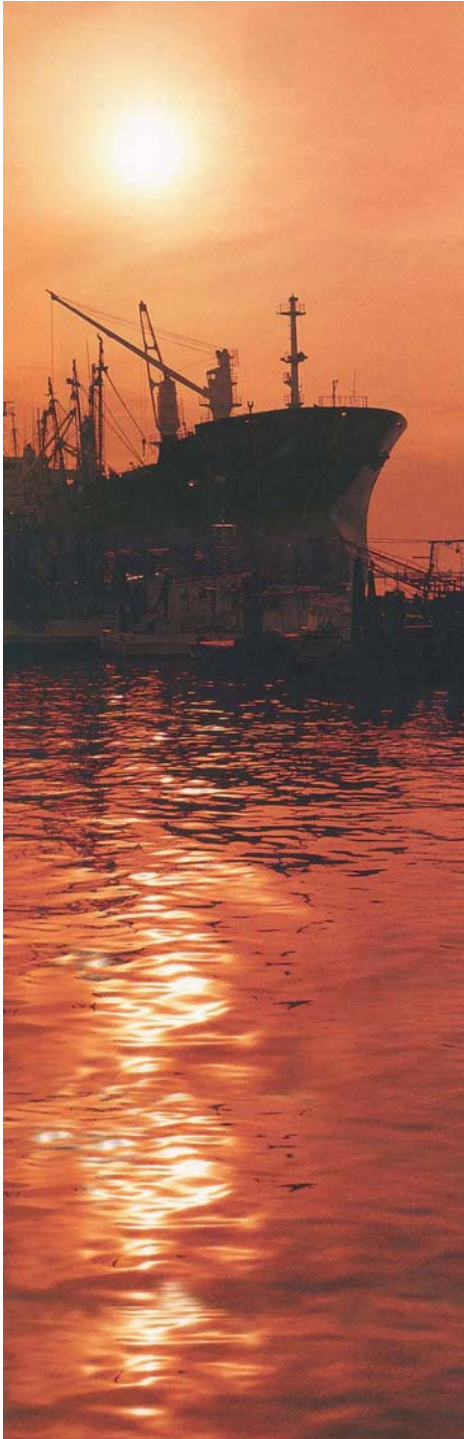
Dubai International Airport



- ◆ Busiest Airport in the Middle East
- ◆ Awarded the Best Airport Middle East for eighth consecutive year
- ◆ 107 airlines serving 160 destinations (Year 2004)
- ◆ Handled 24.8 million passengers in Year 2005 (Up14.1%).
- ◆ Handled 1.3 million tonnes of freight in Year 2005 (Up 20%)
- ◆ Dubai Cargo Village –
Region's largest cargo hub

Transport





Dubai World Central Airport (JXB)

- ◆ Also Named as “Jebel Ali Airport City”
- ◆ Construction of new airport began in Feb 2002, and it is due to complete in late 2007.
- ◆ Upon completion, Dubai World Central Airport and its 6 runways will be the world’s largest passenger and cargo hub.
- ◆ Expected to handle 120 million passengers, almost double London Heathrow’s current handling capacity.



Transport





*The first technology,
e-commerce and media
free zone in the world.*

TECHNOLOGY
TECHNOLOGY





Dubai Internet City

- ◆ Established in October 2000
- ◆ 330 new economy companies
- ◆ World-class IT infrastructure
- ◆ Access to huge pool of talent
- ◆ 100% foreign ownership
- ◆ Tax free



Technology





BBC ONLINE

CNN.com.

Dubai Media City

- ◆ Established in January 2001
- ◆ Focal point of media activity in the region - 365 media companies
- ◆ State-of-the art technology platform
- ◆ Communication, Broadcasting, Production, Publishing, Music or New Media
- ◆ 100 % foreign ownership
- ◆ Tax free

Technology





*Fast growing industry fuelling
economic growth and rapid
development*

TOURISM
TOURISM



Information

Language

Arabic & English

Religion

Islam

Climate

*Sub-tropical
and arid*

Currency

US\$1-Dhs 3.67

Time Difference

GMT+4





Tourism Development

- ◆ 6.16 million visitors in 2005
- ◆ Target 15 million visitors in 2010
- ◆ 70 hotels in 1990
- ◆ 290 hotels & 130 hotel apartments in 2005
- ◆ Project to add another 100,000 hotel rooms by 2010
- ◆ Average occupancy 95%
- ◆ Average length of stay: 2.8 days
- ◆ 15.2 million guest nights

Tourism





Tourism Attractions

- ◆ Dubai Creek
- ◆ Dubai Museum
- ◆ Sheikh Saeed House
- ◆ Jumeirah Mosque
- ◆ Bastakiya Area
- ◆ Heritage & Diving Village
- ◆ Hatta Fort
- ◆ The Souks
- ◆ Wild Wadi Park
- ◆ Ski Dubai

Tourism





Desert Adventure

- ◆ Must-go full desert experience
- ◆ Dune Bashing
- ◆ Watch the truly rare Arabian sunset on the desert
- ◆ Camel Riding
- ◆ Welcome Tea, Coffee & Dates upon arrival of the desert camp
- ◆ Arabian BBQ Dinner
- ◆ Henna Painting, Shisha, Bellydance Entertainment, etc.

Tourism



Festival

Dubai Shopping Festival
20 December 2006 - 2 February
2007

- ◆ Shopping Discounts
- ◆ Family Entertainment
- ◆ Daily Raffles
- ◆ Daily Fireworks along Dubai Creek



Sports

Excellent sporting facilities

- ◆ Golf
- ◆ Water sports
- ◆ Diving
- ◆ Karting, fishing, tennis, etc.



Sports

Dubai is the sport capital of the Middle East

- ◆ Dubai World Cup
- ◆ Rugby Sevens
- ◆ Desert Classic



The Palm



- ◆ World's 3 largest man-made islands
 - The Palm Jumeirah
 - The Palm Jebel Ali
 - The Palm, Deira
- ◆ Leisure, residential and tourism
- ◆ over 60 luxury hotels, 5,000 residential beachside villas, 5,000 apartments, marinas and theme parks
- ◆ Due for completion by 2008

New Development



The World



- ◆ Consists of over 300 man made islands that are designed to represent the world map
 - ◆ Located 4 km offshore from Dubai
 - ◆ 9km (width) by 7km (length)
 - ◆ Visible from space
 - ◆ As of April 2006, 90% of land reclamation is complete, with 270 islands visible above water.
 - ◆ Due for completion by late 2008
- New Development**





Burj Dubai

- ◆ World's tallest tower, iconic structure of Downtown Burj Dubai Project
- ◆ Completed 80 floors (277m) as of Oct 31 2006
- ◆ Burj Dubai is adding a new floor every 3 days
- ◆ Will house one of the first Armani Hotels
- ◆ Observation Deck at 442m
- ◆ To be completed in 2008



New Development



Contacts

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Thank You

