

Dubai Chamber Highlights 2019

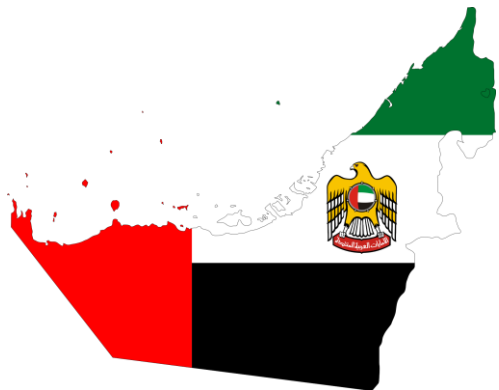
WELCOMING THE WORLD

January 2020



Agenda

UAE HIGHLIGHTS



DUBAI CHAMBER IN 2019



DUBAI HIGHLIGHTS



KEY BUSINESS PILLARS

UAE Highlights



UAE Business Climate

UAE

- #1 Globally in Intl. Experience, Agility of Companies; Public-private partnerships
- #1 Travel Destination in the World
- #1 in Arab World for Doing Business
- #1 in GCC in 2019 Social Progress Index
- #16 in World Bank Ease of Doing Business report

DUBAI

- Ranks 1st** in Arab world in Economic Performance
- Best City** for Expats in MENA
- 2019** World's Leading Business Travel Destination
- 2019** World's Leading MICE Destination

Sources: Sources: WEF Global Competitiveness Report; World Bank Report; Dubai Competitiveness Report, Mercer, Institute for Urban Strategies, Euromonitor International; IMD Digital Competitive Index; Love Holidays; World Travel Awards; Resonance

Dubai Trade and Commerce

Contribution of trade to
Dubai's GDP **30%**

\$353bn

in 2018

\$277bn

Q1-Q3 2019
(+6% growth)

Top trading partners:

1. China



2. India



3. USA



4. Switzerland



5. Saudi Arabia



Tourism and Hospitality

15.8mn

Tourists In 2017
(+6.2%)

15.9mn

Tourists In 2018
(+0.8%)

16.7

Tourists in 2019
(+5.1%)

20mn

Tourists by 2020



714 Hotels

124,400 rooms (+8%)
(11 months)

Dubai International Airport

Passenger Traffic

88.3mn
In 2017 (+7%)

89.1mn
In 2018 (+1%)

64.5mn
Q1-Q3 2019

Duty Free Sales 2019

\$2.029bn

AED7.4bn

Cargo



1.88mn
Tonnes
(Q1-Q3, 2019)

2.6mn
Tonnes in 2018

Dubai Smart City Vision

To be among the smartest cities by 2021

- 545 initiatives to reshape the way Dubai is experienced
- Transforming 1,100 government services into smart services
- Introducing autonomous vehicles and smart transportation services
- Providing free, high-speed wi-fi across the emirate
- Developing a data-driven economy that will generate AED10.4 billion (US\$2.83 billion) in GDP by 2021



Strategies to embrace the future

UAE
Strategy
for the future

UAE
Blockchain strategy

3D
Printing Strategy
2030

UAE
Strategy for AI


Emirates Mars Mission 2117


UAE Centennial 2071

UAE Stimulus Plan

10 Years

Visa for investors
and professionals

100%

Foreign ownership
for businesses

غرفة دبي
DUBAI CHAMBER

Freeze

on government fees
for 3 years

Allocating

20% of government
tenders to SMEs

Setting up

consultative council
that will include
international companies

Waiving

property registration
fines

Reducing

municipality fees

Reducing

municipality fees

Long term visas

For entrepreneurs,
innovators, tourists

Dubai 50 Charter

To improve lives of residents over 50 years

- Dubai Silk Road
- A Geo-Economic Map for Dubai
- First Virtual Commercial City
- A Central Education File for Every Citizen
- A Doctor to Every Citizen
- Free Economic and Creative Zones in Universities
- Self-sufficiency in Dubai Homes
- Cooperative Companies in Various Sectors
- Annual Growth in Philanthropy



2020: Towards the next 50

Comprehensive
development
strategy for the
next 50 years

Becoming a
knowledge economy
for a post-oil future

Involvement of
all sectors of the UAE
society and economy

“Together, we will build the Emirates of the future in 2020 with the winning spirit of the union, a spirit that strives for progress”.

- HH Sheikh Mohammed bin Rashid Al Maktoum

**DUBAI
CHAMBER
2019**

Membership 2019

245,000

Dubai Chamber
members

18,260

New members in 2019

Member Exports 2019

\$61.4bn
Member
exports 2019



\$69bn
Member exports in 2018

Certificates of Origin



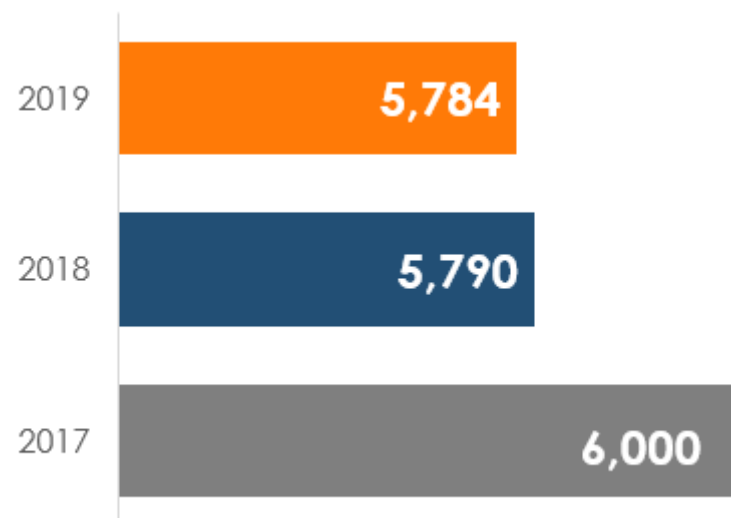
778,029
Issued in 2019



18,831
Attestations in 2019

ATA Carnet

ATA Carnets issued and received



\$1.5bn

Value of goods issued and received under ATA Carnets (AED5.7bn in 2019 vs AED3.2bn in 2018)

78% increase in value from 2018



Mediation & Arbitration

430

Cases in 2019



Mediation

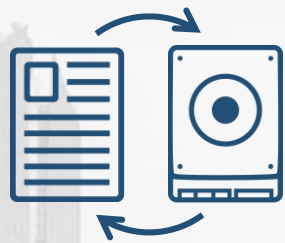
207

Cases in 2019



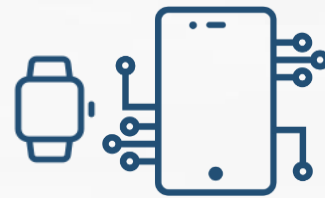
Arbitration

Smart Chamber

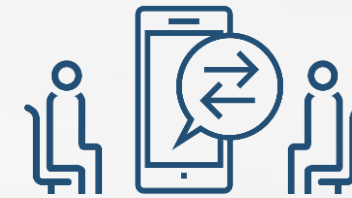


100%

Smart transformation
of core services



**Paperless
Transactions**



**Smart
Mediation App**

solves business
disputes efficiently

Customer Service Smart Transformation

319,000

Customers served
at premises in 2018

63,513

Customers served
at premises in
2019

**80% of customers
use our services
from the location
of their
convenience**

Customer Happiness



HH Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum unveils 5-star plaque during his visit to Dubai Chamber's Customer Happiness Centre

Policy Advocacy



45

Meetings held



42

Laws, by-laws and resolutions reviewed

Laws reviewed

Labour Law

Insurance against unemployment

Trademarks

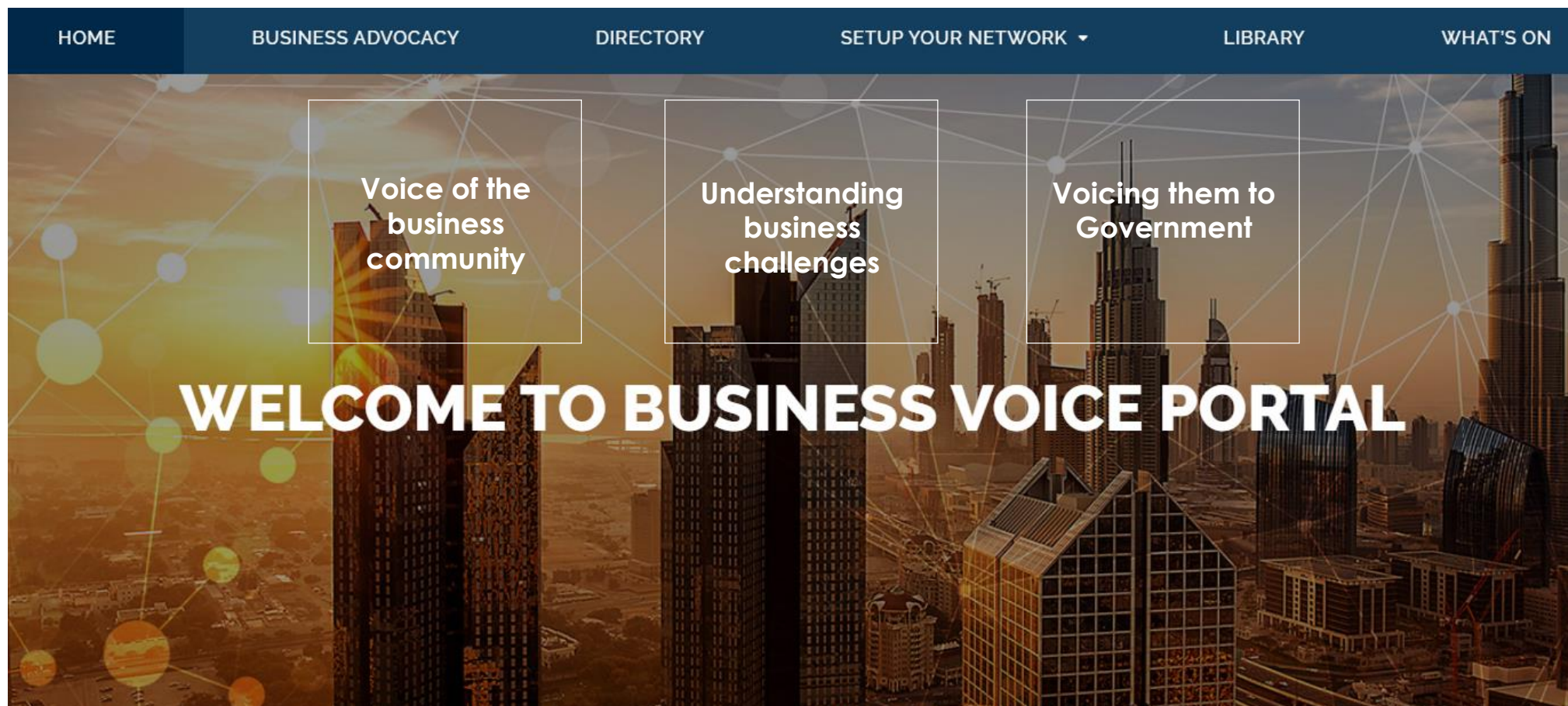
Industrial Property Rights

Capital Market Authority

Combatting Commercial Fraud

Real Estate Regulation

Business Advocacy



Launch of International Advisory Council

- The council to bring forward policy recommendations to enhance Dubai's attractiveness as a global business hub
- Joined by several leading companies:

Google

Amazon

PepsiCo

MasterCard

General Electric

McKinsey & Co.

General Motors

UPS

Metlife

Mondelez Intl.

Procter & Gamble

Careem



Mohammed Bin Rashid Al Maktoum Business Awards



46%

Increase in number
of applicants

Launched the new
MRM Customer
Excellence Award



399

Total number
of applications



1800

applications
since 2005



Business Intelligence & Research



22

Business intelligence reports



48

Economic bulletins published



6240

Customers used e-library



13200

Information services provided

Developing Startups

500+

Applications for
Market Access
Programme

750+

Attendees at
weekly networking
events

**3 advocacy
whitepapers**

3,600

Dubai Startup
Hub members

AED

150,000

(\$40,871) Cash prizes
for Smartpreneur
Competition

**New
Cofounder &
Market
Access
programmes**



Pioneering sustainability: University of Dubai

First LEED Platinum
Net Zero University
in the region



- 2km of solar panels fulfil 100% of University's energy needs annually
- To reduce CO₂ emissions by 2,040 tonnes annually
- Save AED1.2 million annually
- Recover costs in 5 years
- Zero energy bill for 30 years

Inbound Delegations



37

Countries represented
by delegations visiting
Dubai Chamber

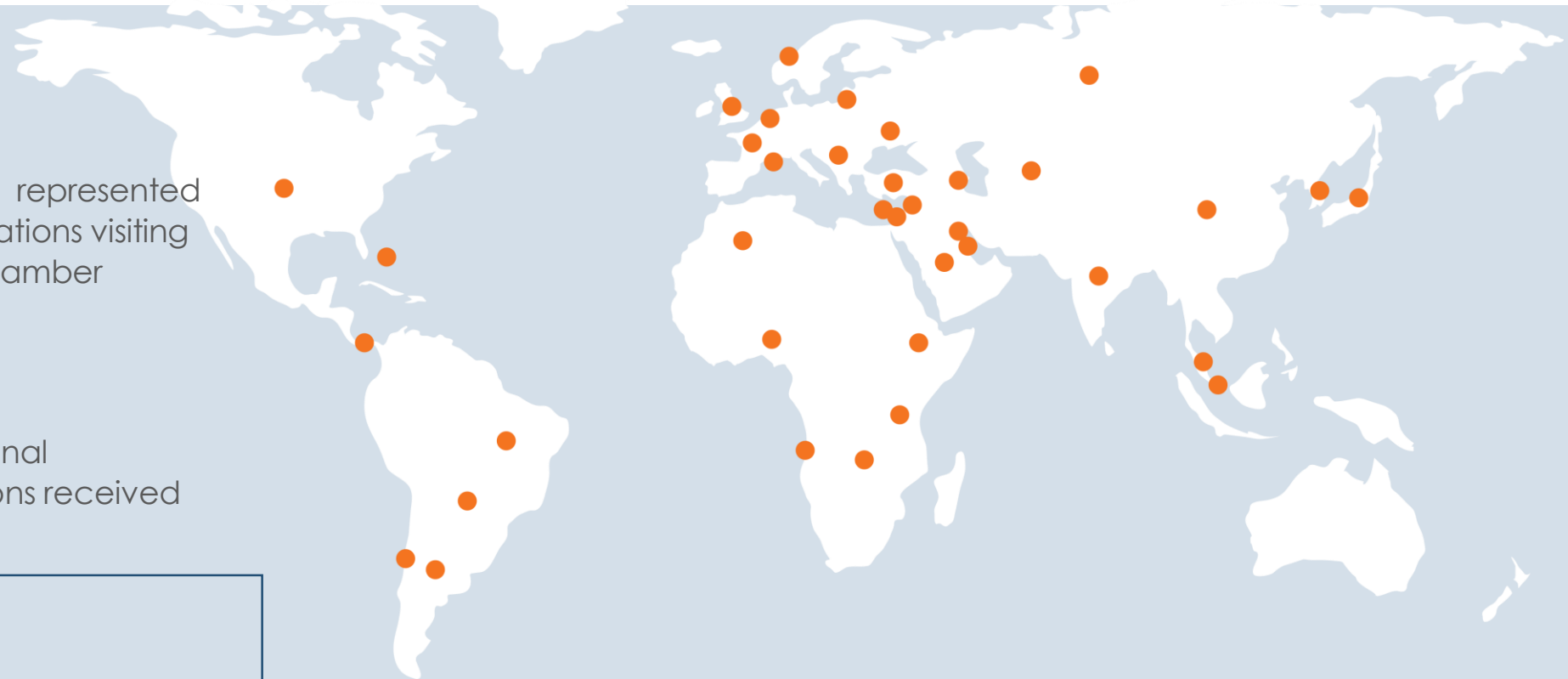


2456

International
delegations received

33%

increase in delegations received



Outbound Delegations



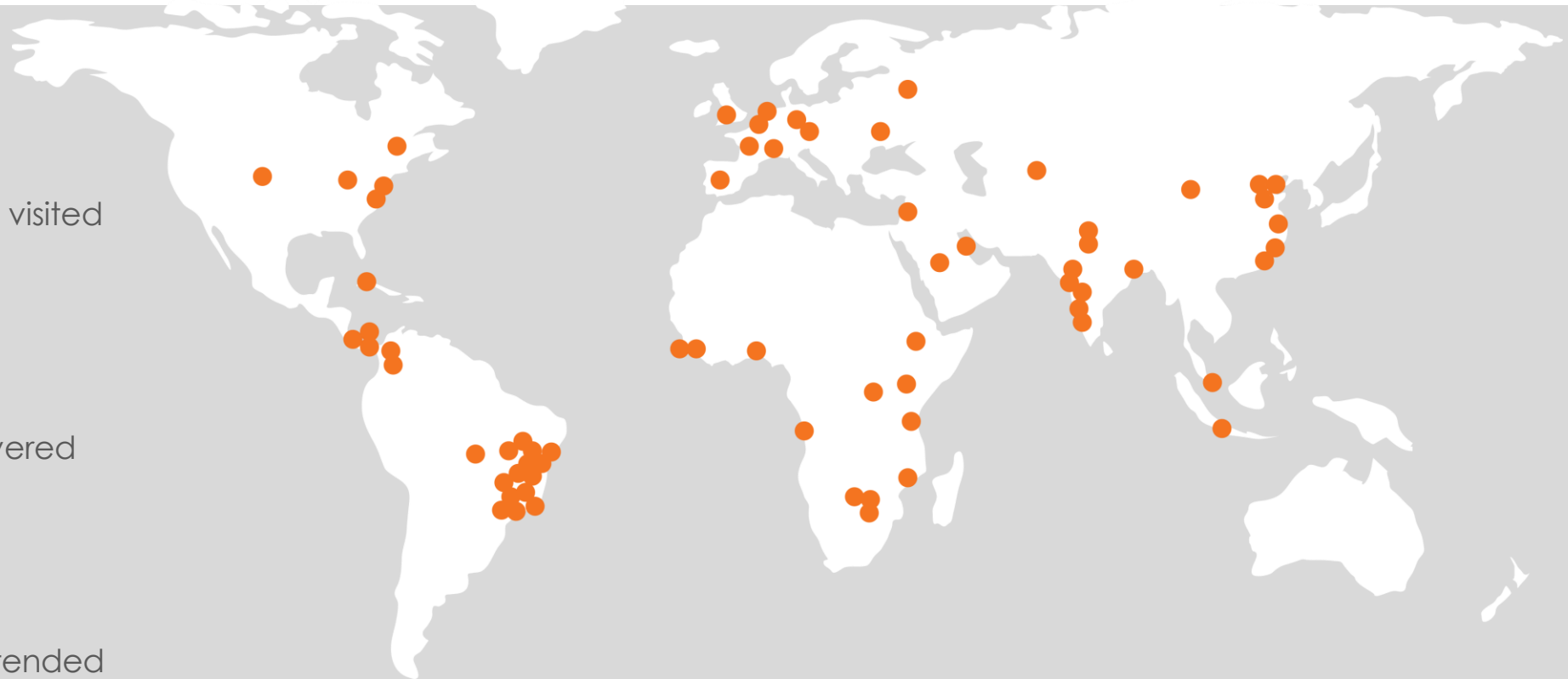
34
Countries visited



64
Cities covered



109
Events attended



Dubai Association Centre

5

New licenses for associations issued in 2019

65

Total number of licensed associations

2nd Dubai Association Conference

Opening of new DAC Offices



Key business pillars

International Expansion



Expo 2020

Innovation





International Expansion

Global Business Forum in Panama

AED 100mn

(\$27.2mn) Dubai Chamber
commitment to region over 10years

800

Attendees at GBF
LATAM - Panama

300

Bilateral
meetings, MoUs

**1st GBF Forum to be
held outside Dubai**

**Tourism, Real Estate,
Freezones**
Key sectors



Global Business Forum Africa



International Offices

- Ghana
- Mozambique
- Kenya
- Ethiopia
- 2 more in the pipeline

5th

Global Business
forum Africa 2019

Africa Gateway

Business
Intelligence Tool

2500
delegates

76
countries

350 B2B
meetings

International offices

Existing offices

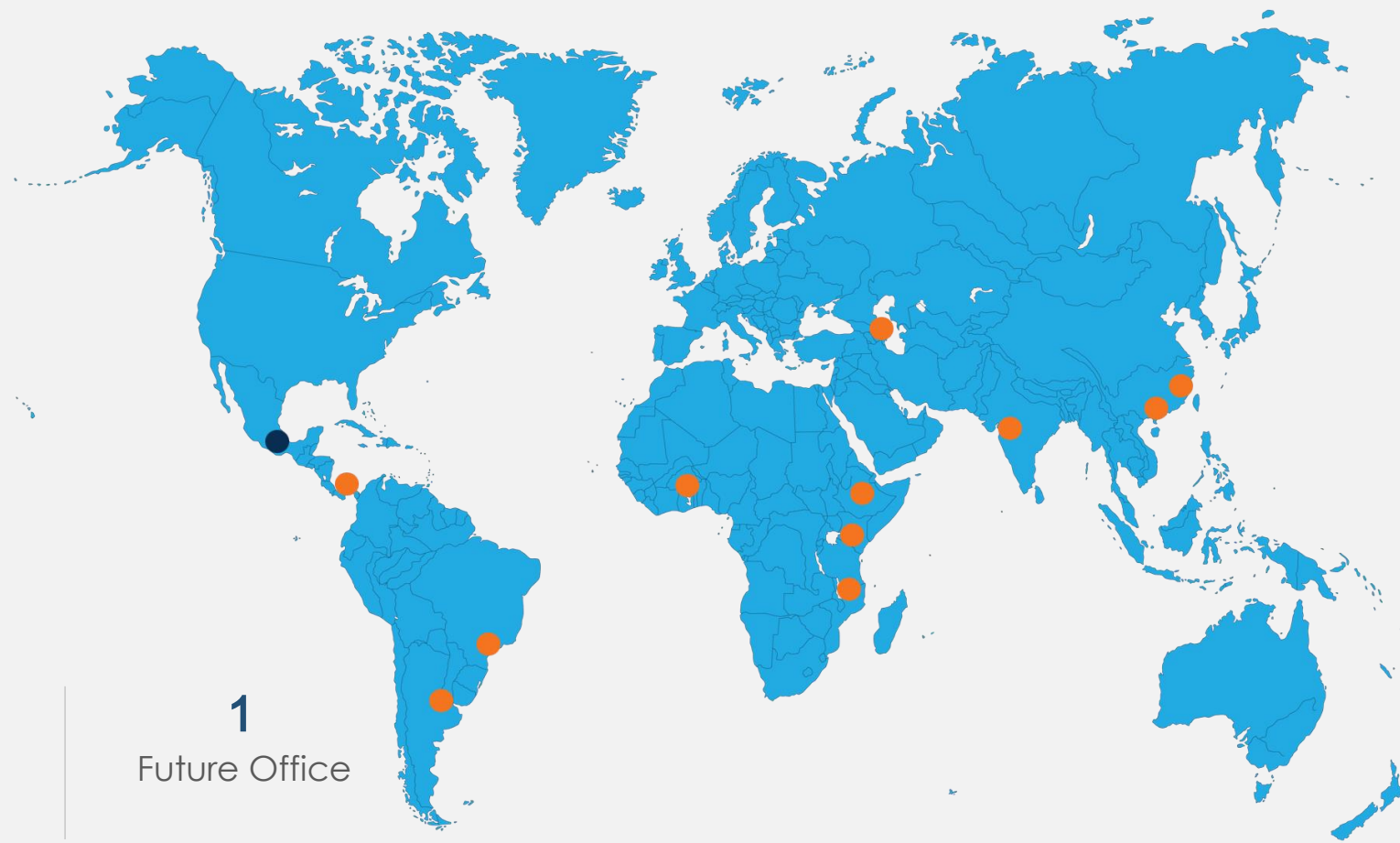
- Baku, Azerbaijan
- Buenos Aires, Argentina
- Shanghai, China
- Mumbai, India
- Addis Ababa, Ethiopia
- Nairobi, Kenya
- Accra, Ghana
- Maputo, Mozambique
- Panama City, Panama
- Sao Paulo, Brazil
- Shenzhen, China

Future offices

- Mexico City, Mexico

11
International
Offices

1
Future Office





غرفة دبي
DUBAI CHAMBER

Connecting Minds, Creating the Future

Opportunity | Mobility | Sustainability

Official Business
Partner at
Expo Dubai 2020



إكسبو 2020
دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES

غرفة دبي
DUBAI CHAMBER

Expo 2020 Dubai



FIRST EXPO

In Middle East, Africa and South Asia in 168 years

192 COUNTRIES

Record participation

25mn visits

Forecast

\$33.4bn

Expected contribution to UAE Economy (2013-2031)

60+

Daily events

905,200

Full time jobs supported

1000+

Business opportunities






*Dubai Expo 2020 & Ernst & Young

Dubai Chamber Country Briefings During Expo 2020 Dubai

Africa

-  Kenya
-  Nigeria
-  Ghana
-  Zambia
-  Senegal
-  Benin
-  Uganda
-  Zimbabwe
-  Ethiopia
-  South Africa
-  South Sudan
-  Mozambique
-  Rwanda


Americas

-  Mexico
-  Brazil
-  Cuba
-  Costa Rica
-  Paraguay

Europe

-  Cyprus
-  Macedonia
-  Estonia
-  Albania

Asia & Pacific

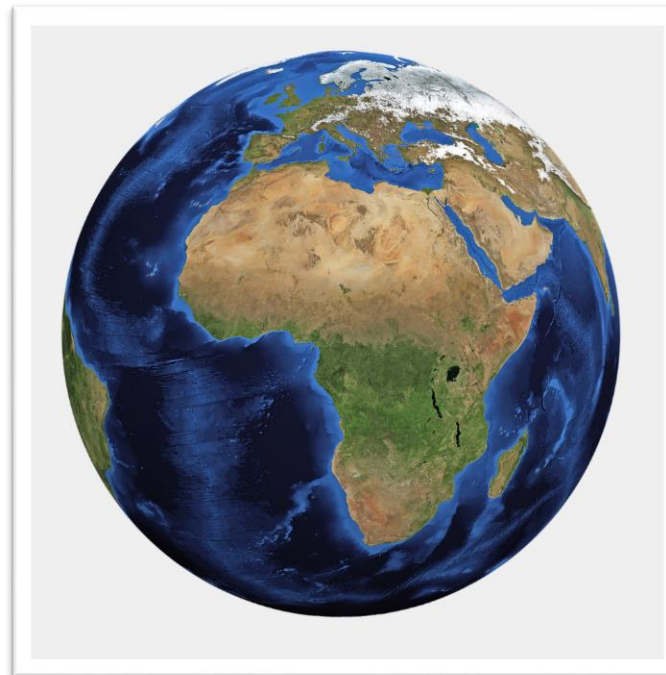
-  Maldives
-  Sri Lanka
-  Tajikistan
-  Vietnam
-  Uzbekistan
-  Fiji
-  Cambodia
-  New Zealand

Key Forums During Expo 2020

1st Global Business Forum ASEAN



6th Global Business Forum Africa



4th Global Business Forum LATAM



The Retail Summit at Expo 2020 Dubai



- Dubai ranked #1 globally in international retailer presence
 - 62% of world's brands in Dubai
- Summit brings together industry leaders to discuss latest trends in retail

Global Islamic Economy Summit



- World's largest forum dedicated to Islamic economy
- Attended by 3000+ experts and leaders
- Addresses the biggest problems in industry

12th World Chamber's Congress



- Dubai to host 12th World Chambers Congress in 2021
- Largest gathering of Chambers in the world
- Event will take place during Expo 2020

Innovation

Innovation Strategy

Innovation
Lab

Innovation
Index

Innovation
Award

Investment of
AED100mn (\$27.2mn)
over next three years across a variety of programmes,
initiatives and events

Digital Silk Road Dubai 10x

A blockchain-based distributed ledger platform for global trade

- Smart contracts
- Paperless Supply Chain
- Unified digital identities
- Smart COO
- Trade finance

Partners

موانئ دبي العالمية
DP WORLD

جمارك دبي
DUBAI CUSTOMS



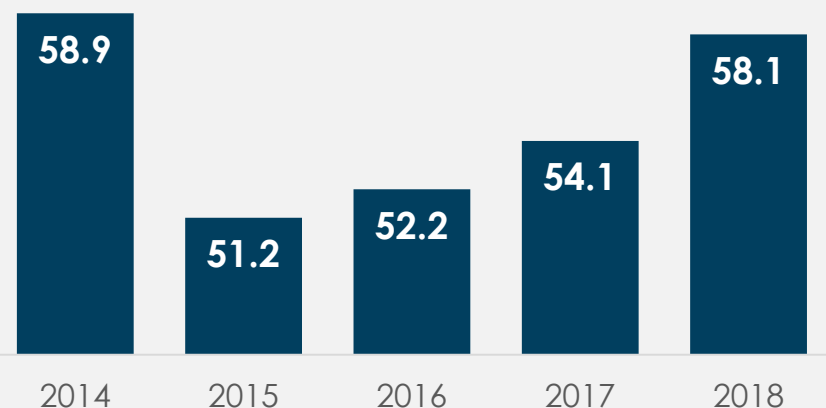
Jafza
المنطقة الحرة لجبل علي
Jebel Ali Free Zone



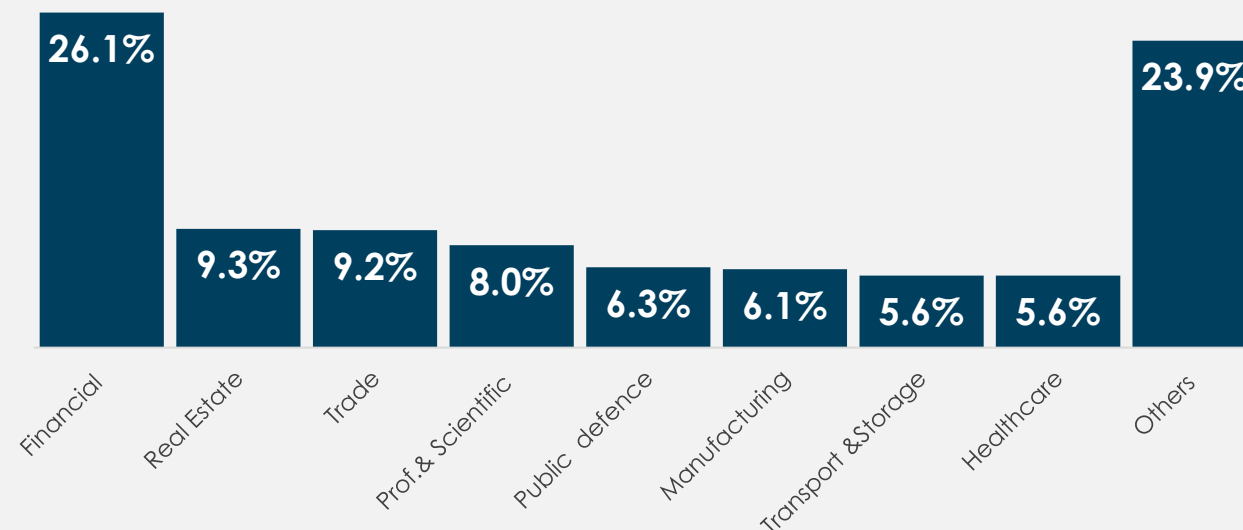
دبي التجارية
DUBAI TRADE

Luxembourg Economic Facts

Luxembourg real GDP (bln US\$)



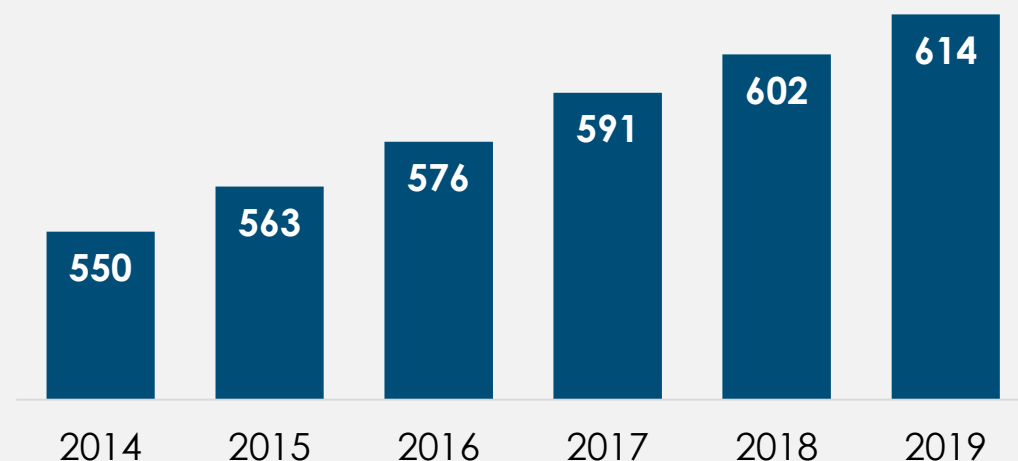
Luxembourg real GDP by Economic Activity (% share, 2018)



- Luxembourg is a landlocked country located in the heart of Europe bordering France, Germany and Belgium. The country is a prime access point to leading industrialized economies in Europe.
- The total value of Luxembourg GDP in 2018 was about US\$ 58.1 bln.
- Over years, Luxembourg economy has transformed from a tiny agricultural economy to one of the world's largest iron producers in the early 20th century and later as a world-leading financial center.

Luxembourg Economic Facts

Luxembourg Population ('000')



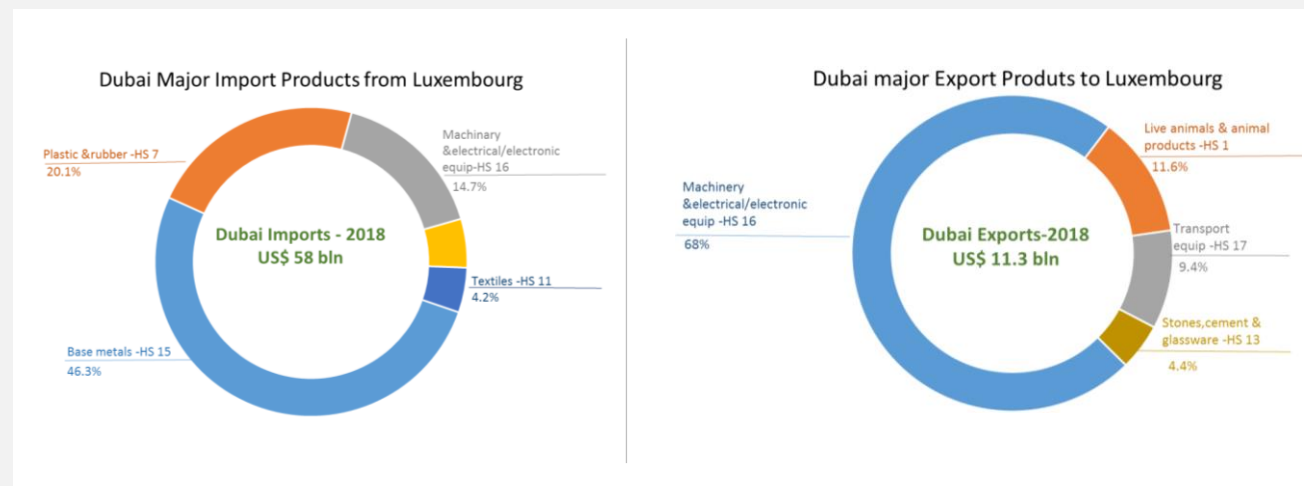
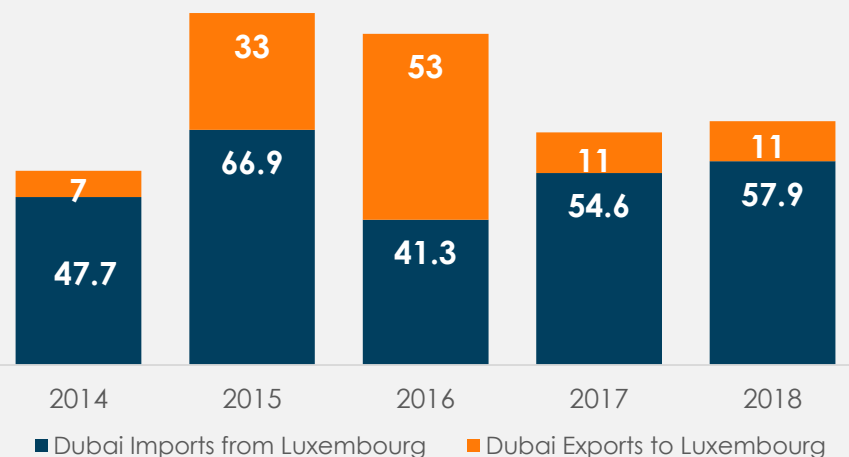
Luxembourg: GDP per Capita ('000' US\$)



- In 2019, Luxembourg total population reached 614 thousands. Luxembourg has a cosmopolitan working population, with 48% of its population are non-Luxembourgish and coming from 175 nationalities. The country is importing knowledge for long time, as it attracts both talented expats and cross border commuters.
- Although small in size (2,586 Km²), Luxembourg has thriving economy and renowned for its high standard of living. Luxembourg has the world highest per capita income. In 2018, its per capita income was about US\$ 114 thousands.

Dubai -Luxembourg Economic Facts

Dubai-Luxembourg Bilateral Trade

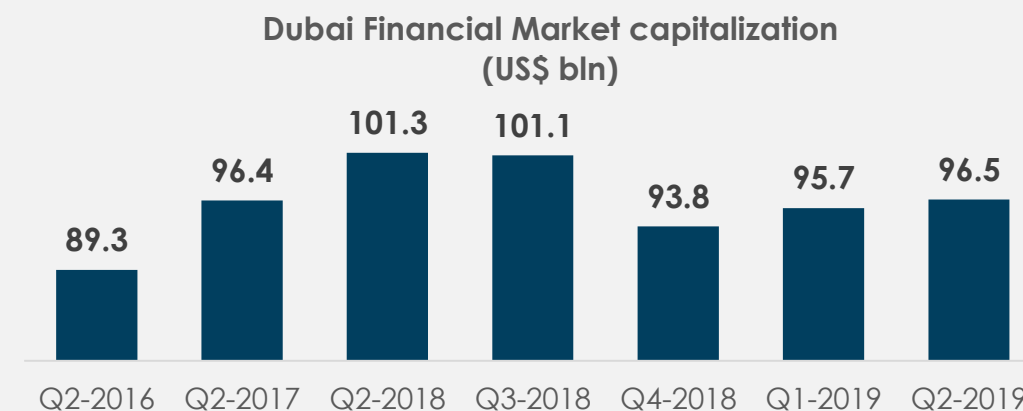
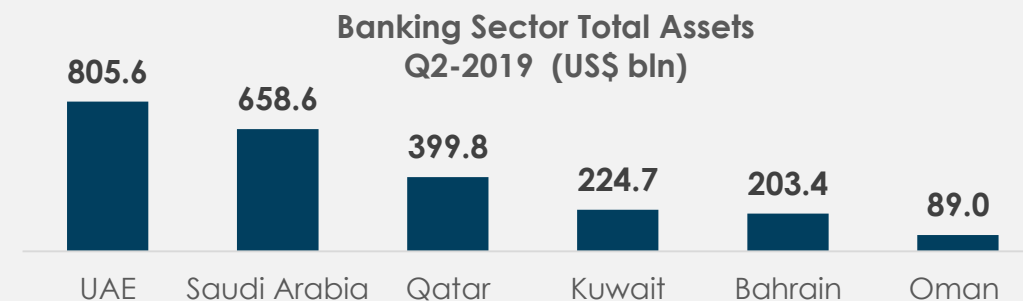


- Dubai total trade with Luxembourg averaged US\$ 76.9 billion over the period 2014-2018.
- Dubai total imports from Luxembourg averaged US\$ 53.6 billion over the same period and has increased over years to reach US\$ 58 billion in 2018. On the other hand, Dubai total exports averaged US\$ 23.3 billion and declined over years to reach US\$ 11 billion in 2018.
- Dubai major imports from Luxembourg according to the HS codes by section are base metals 46.3%, plastic and rubber 20.1% and machinery 14.7%.
- Dubai major export products to Luxembourg in 2018 were machinery equip. 68% and live animals 11.6%

Main Industries of Synergies

Financial

- UAE has the largest banking sector in the MENA region. In the Q2-2019, the total assets of the UAE banking sector was about US\$ 805.6 bln, 1.2 times that of Saudi Arabia, the 2nd largest.
- Dubai has developed a dynamic financial services cluster serving the UAE fast growing local market. The Dubai financial services are centered around four core activities, namely banking, Insurance, capital markets and Islamic financing.
- Dubai's banking sector has become an integral part of the global financial services universe. Facilities range from conventional financial intermediation in a competitive domestic landscape to advanced specialist services housed in the Dubai International Financial Centre (DIFC), the Emirate's financial services free zone.
- Dubai has also positioned itself as a global center for Islamic banking, a young and fast-developing market segment. The long-term future of Dubai financial sector is likely to feature an increased adoption of new financial technology (fintech), ongoing drives for enhanced efficiencies, and regulatory reforms to further protect banks and their customers from excessive exposure to risk.



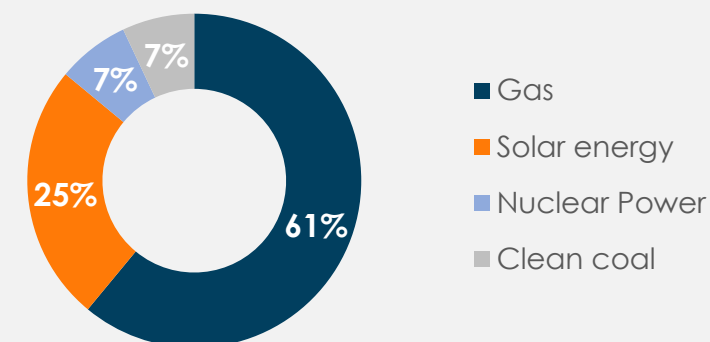
Source: Dubai Research based on UAE Central Bank & Haver Analytics

Main Industries of Synergies

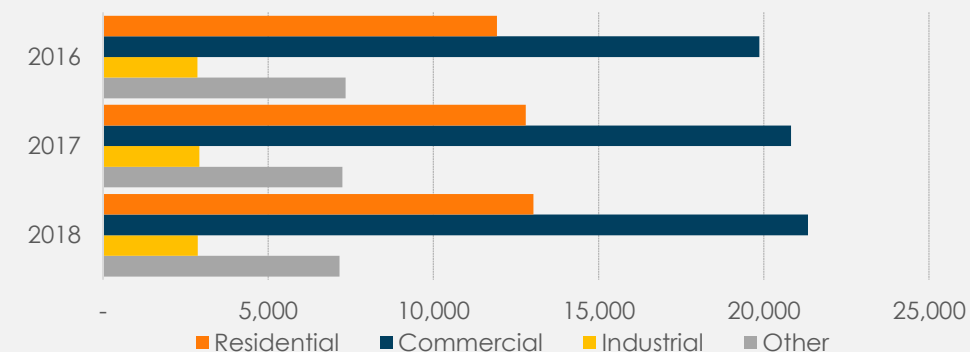
Cleantech & Renewable Energy

- In 2015, Dubai launched its Clean Energy Strategy 2050, laying out the Emirate's ambitious renewable energy targets. The strategy contains five pillars aimed at turning Dubai into a global center for both clean energy and the so-called green economy.
- Muhammad Bin Rashid Al Maktoum Solar Park is central to the strategy. As part of the infrastructure pillar, the aim is to invest Dh 50 bln (US\$13.6bn) in the complex to install 5 GW worth of capacity by 2030, making it the largest single site solar park in the world.
- The strategy aims by 2030 to make Dubai energy mix as follows, gas comprise 61% of total electricity generation, solar energy (25%), nuclear power (7%) and clean coal (7%).
- Dubai has been seeking to attract foreign direct investment (FDI) specifically promote the renewables and green energy sector, with an emphasis on innovative technologies.
- Prospect FDI is expected to be channeled into the diversification and conservation of electricity, with an emphasis on solar power, renewable sources and smart grids.

Dubai Energy Mix 2030



Dubai Electricity consumption, 2016-18 (GWh)



Source: Dubai Statistics Centre

Main Industries of Synergies

Manufacturing Sector

- Dubai Industrial Strategy 2030 aims to make Dubai the most preferred destination for international companies seeking an integrated and favorable environment for growth and sustainability.
- The main six priority sectors that were identified by Dubai Industrial Strategy are:
 - Aerospace
 - Maritime
 - Food and Beverages
 - Pharmaceuticals and Medical Equipment
 - Machinery and Equipment
 - Aluminum and Fabricated Metals
- These sub-sectors were chosen based on their importance to the Dubai Industrial Strategy and Dubai Plan 2021, as well as their future growth prospects, export potential and mid-term to long-term economic impact.
- It has been indicated that such objective can be achieved by stimulating investments in the industry through successful partnerships with international manufacturers and investors.

Dubai Industrial Areas



- Manufacturing
- Processing
- Assembling and packaging
- Import/ export
- Distribution
- Storage and services



- All kinds of manufacturing industries
- Automotive.
- Food and beverage



- Construction and building materials
- Printing
- Food and beverage
- Pharmaceuticals
- Plastics
- Textiles
- Furniture
- Energy



- Base metals
- Transport equipment and parts
- Machinery and mechanical equipment
- Workshops
- Logistics
- Chemicals and mineral products



- Research & development in
- Food and agriculture
 - Environment
 - Life sciences
 - Renewable energy
 - Transportation
 - Organic products etc.

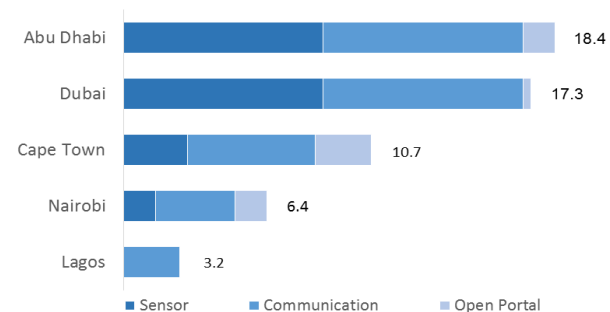
Source: Dubai Chamber Research , official sources

Main Industries of Synergies

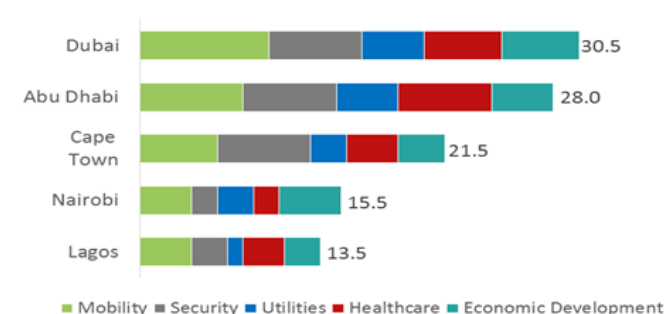
Innovation

- Dubai has been a frontrunner in the MEA region in deploying smart city solutions and faster than many of its developed market peers.
- This can be attributed to the Emirate wealth and the government commitment and participation in key industries such as telecoms, power and transportation.
- In 2013, Dubai launched its Smart City project, with the aim of transforming Dubai to be one of the world's smartest cities. In April 2015, Dubai was crowned as the MENA region smartest city, thus achieved its objective regionally.
- The ongoing transformation of Dubai to be one of the smart cities, is presenting substantial market opportunities.
- The commitment of Dubai government to implement the latest smart city solutions, is necessitating continuous reevaluation of current products and services to meet higher expectations of quality, cost, and efficiency in everything from mobility to healthcare.

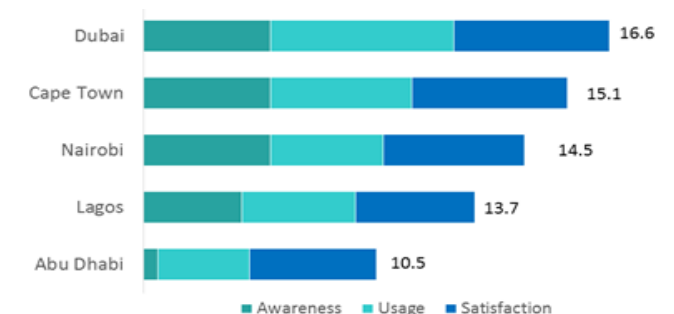
Strength of Smart City Technology Base in MEA region (max = 37)



Deployment of smart city applications In MEA region (max = 55)



Combined Awareness, Usage and Satisfaction In MEA region (max = 30)



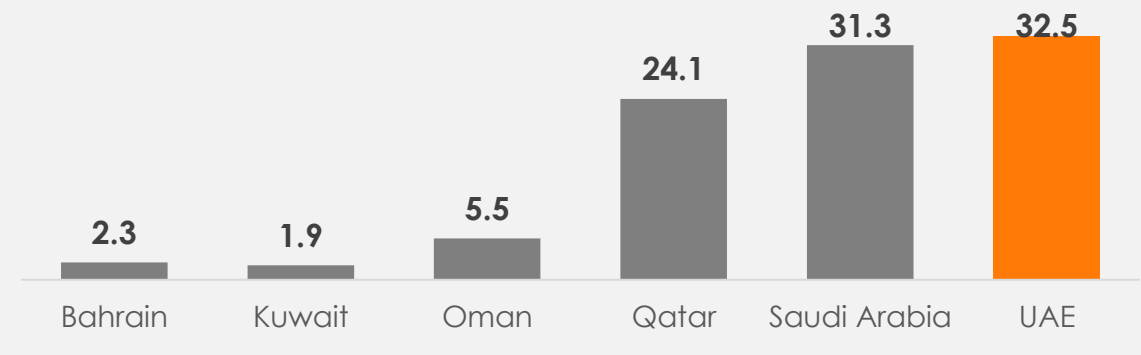
Source: Dubai Chamber Research based on MGI

Main Industries of Synergies

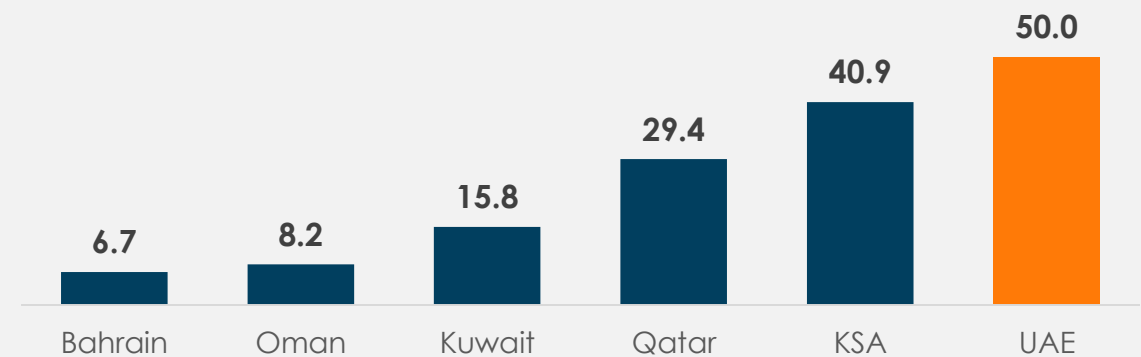
Green and Sustainable Construction

- Dubai construction and real estate together accounted for about 13% of Dubai total real GDP in 2018, the 2nd largest sector after the wholesale and retail.
- The construction sector, especially in Dubai has played an important role in the development and the success of the UAE diversification strategy.
- The UAE economic diversification goals in the areas of healthcare, education, Industry and transportation will continue to drive construction sector growth and provide major opportunities for foreign investors in the sector.
- To meet its goal in sustainable construction, Dubai is promoting the construction of zero net energy (ZNE) buildings, which are energy self-sufficient, using no more than their own locally generated renewable energy.

Construction Sector GDP in 2018 (US\$ bln)



Estimated Value of Building Contractors' Awards for 2019 (US\$ bln)



Source: Dubai Chamber Research based on IMF & Haver analytics