

stratrich

A UNIT OF **AcBloom** INTERNATIONAL

**DOING
BUSINESS**

IN

UAE

UNITED ARAB EMIRATES



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“Focus on what matters.
We’ll handle the rest.””



Foreword

Welcome to the world of business possibilities in UAE, a growing middle east powerhouse that attracts entrepreneurs, investors, and dreamers from all over the world. This guide is your compass to smoothly navigate the complex process of market entry and starting a business in the UAE.



UAE's journey in becoming a major business hub is a result of its forward-thinking leaders, well-planned strategies, and a strong commitment to progress. The UAE has a great location, modern facilities, progressive regulations, and a friendly atmosphere for businesses. Whether you're new to the business, have lots of experience, want to invest, or want to change your country of residence, UAE has something for everybody.

Within this guide, we'll be your guide on a journey through the various aspects of market entry and setting up and operating a business in the UAE. We'll delve into the economic landscape, explore key industries, and reveal the intricate details of legal rules, licensing requirements, and government procedures. Additionally, we'll share valuable insights into the local culture and business etiquette, helping you build successful relationships in the local business environment.

As you explore this guide, envision the boundless opportunities that await you in UAE. We are confident that the information herein will serve as a beacon to guide you towards a successful and enriching business experience in this dynamic city. Embrace the spirit of innovation, seize the opportunities, and be part of UAE's enduring success story.

Welcome to UAE – Your Gateway to Prosperity!

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Founded

1971



Founder/1st President

His Highness Sheikh Zayed bin Sultan Al Nahyan

Political System

Constitutional Federation

(The Monarch Of Abu Dhabi Is the Head Of State)

Geographic Area

84,000 Square KM

Population est.

10 million (2024)

GDP

USD 509 bn (2023)

Per Capita Income

USD 53,707

Currency: UAE DIRHAM

(Officially abbreviated "AED", "DH" OR "DHS");

The Dirham is pegged to the US Dollar;

1 DIRHAM = 0.27 US DOLLARS

Climate

Average Temp. 19°C (January) To 36°C (August)

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Geography of UAE

-  Area (sq km)
-  Population (Million)
-  Major Industries
-  GDP (US\$ billion est.)

Dubai

 4,114 sq km

 3.1 mn.

 Trade & Finance, Tourism

 USD 140 bn

Abu Dhabi

 67,340 sq km

 3.1 mn.

 Oil & Gas, Tourism

 USD 170 bn

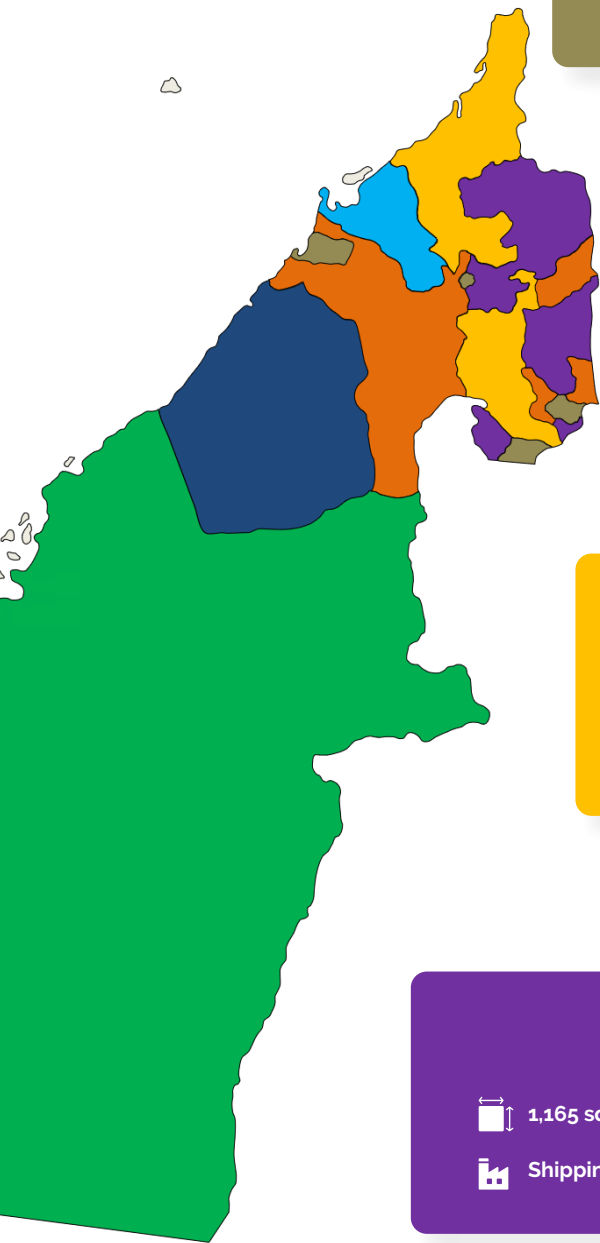
Sharjah

 2,590 sq km

 1.4 mn.

 Manufacturing, Media

 USD 40 bn



Ajman

 259 sq km

 0.5 mn.

 Light Manufacturing,
Tourism

 USD 15 bn

Umm Al Quwain

 700 sq km

 0.7 mn.

 Fishing, Manufacturing

 USD 10 bn

Ras Al Khaimah

 1,684 sq km

 0.5 mn.


 Manufacturing, Crypto

 USD 20 bn

Fujairah

 1,165 sq km

 0.2 mn.

 Shipping, Manufacturing

 USD 5 bn

CHAPTER

01

Introduction



The United Arab Emirates is a captivating, dynamic, and diverse nation. Formed in 1971, the UAE is a federation of seven emirates: Abu Dhabi, Dubai, Sharjah, Ajman, Umm Al Quwain, Ras Al Khaimah, and Fujairah. It is known for its stunning landscapes, vast deserts, pristine beaches, and towering skyscrapers. Its strategic location at the crossroads of Europe, Asia, and Africa positions it as a gateway for trade and business. Over the period, it has become a magnet for tourism and international businesses.

Why UAE?

The UAE's impressive growth and success can be attributed to several key factors that make it a magnet for business and investment.



Strategic Location:

Situated at the crossroads of Europe, Asia, and Africa, the UAE serves as an ideal gateway for business expansion. Its strategic location provides access to over two billion people within a few hours' flight radius, positioning it perfectly for tapping into emerging markets.

Pro-Business Policies:

The UAE has a business-friendly environment characterized by pro-business policies and initiatives. It is known for favorable regulatory frameworks that include simplified company formation procedures, tax incentives, Free Zones, intellectual property protection, and liberal foreign ownership regulations.

Economic Stability and Diversity:

The UAE boasts a strong and diverse economy that has weathered global economic challenges. It has diversified its revenue streams beyond oil and gas to sectors such as finance, tourism, real estate, logistics, e-commerce, block chain, crypto currency, manufacturing and renewable energy.

Free Zones:

One of the UAE's key business attractions is its extensive network of free zones. These designated areas offer numerous advantages, including 100% foreign ownership, zero taxation on personal income, simplified import-export procedures, Zero corporate tax for qualifying activities and 9% corporate tax for non-qualifying activities.

Infrastructure and Connectivity:

The UAE is globally recognized for its state-of-the-art infrastructure. The country has significantly invested in modern transportation systems, such as top-notch airports, seaports, road networks, and a sophisticated telecommunications infrastructure.

Skilled Workforce:

UAE attracts talent from across the globe, providing businesses with access to skilled professionals with a broad range of expertise.

Strong Financial Sector:

The UAE has a well-regulated and stable financial sector. The presence of numerous local and international banks provides businesses with access to reliable financial solutions. UAE has robust measures to tackle money laundering and terrorist financing.

Safety and Security:

The UAE is known for its safe and secure business environment. The government places a high emphasis on ensuring the safety and protection of businesses, providing a stable and secure environment for companies to thrive.



Understanding the UAE Business Landscape

The United Arab Emirates is a captivating, dynamic, and diverse nation. Formed in 1971, the UAE is a federation of seven emirates Abu Dhabi, Dubai, Sharjah, Ajman, Umm Al Quwain, Ras Al Khaimah, and Fujairah. It is known for its stunning landscapes, vast deserts, pristine beaches, and towering skyscrapers. Its strategic location is at the crossroads of Europe, Asia, and Africa, especially the MENA region and positions it as a gateway for trade and business. Over the period, it has become a magnet for tourism, Industrial growth and international businesses.

Economic Overview: Exploring UAE's Thriving Economy

The UAE's economy is dynamic and thriving, and it is known for its diversification and resilience. The emirate has successfully transitioned from an oil-dependent economy to sectors such as trade, tourism, finance, real estate, logistics, and technology, all of which play a significant role in its growth. Understanding the key aspects of the UAE economy will help you identify the abundant business opportunities available.

Global Economy

The UAE's population is projected to reach 10.26 million in 2024, with around 88% expatriates. The country is ranked first in macroeconomic stability and tops the Middle East Global Entrepreneur Index. Additionally, it is ranked 4th on the World Bank's list of the best countries to start a career. Small and medium enterprises (SMEs) are key drivers of the UAE's economy, with over 95% of registered companies being SMEs and contributing to 53% of the UAE's GDP in 2019.

Trade and Logistics

The UAE's strategic location makes it a key global trading hub with advanced infrastructure. Major ports like Jebel Ali and Khalifa are among the busiest for cargo, while Port Rashid manages cargo and passengers. Key airports, including Dubai International (DXB), Abu Dhabi International (AUH), and Sharjah International (SHJ), are vital for connectivity. The expanding rail network, including Ras Al Khaimah and Fujairah ports, enhances efficient goods movement.

Tourism and Hospitality

The UAE's opulent resorts, top shopping malls, iconic landmarks like the Burj Khalifa, and sunny weather attract millions of tourists yearly. Tourism significantly boosts the emirate's economy, supporting hospitality, entertainment, and leisure sectors. For instance, Ras Al Khaimah attracted 1.22 million overnight visitors in 2023, up from 1.13 million in 2022, with Al Marjan Island playing a pivotal role by offering luxury resorts, cultural events, and activities that draw global tourists.

The UAE Trade Agreements

The UAE, a signatory to the WTO Information Technology Agreement, aims to eliminate IT product tariffs on goods worth over USD 1.3 trillion annually. In 2004, it signed a Trade and Investment Framework Agreement (TIFA) with the US to boost economic reform and trade transparency. In 2012, the UAE joined the U.S.-GCC Framework Agreement, ratified in 2014. As part of the GCC, it shares a common market and customs union with Saudi Arabia, Kuwait, Bahrain, and Oman.

Finance and Banking

The UAE boasts a robust financial sector encompassing local and international banks, investment companies, and financial service providers. Furthermore, major financial hubs include Dubai International Financial Centre (DIFC), Ras Al Khaimah International Corporate Centre (RAK ICC), and Abu Dhabi Global Market (ADGM), each with a favorable regulatory framework for banking, asset management, insurance, and Islamic finance.



Real Estate and Construction

The UAE's skyline showcases architectural marvels and a booming real estate market. Dubai offers luxury developments and high rental yields, with landmarks like the Burj Khalifa. Abu Dhabi features major projects such as Al Reem Island, which are supported by solid infrastructure. Ras Al Khaimah provides affordable options with competitive prices and growing tourism and real estate demand. These emirates are expected to further strengthen the UAE's real estate and construction sectors in the coming years.

Free Zones

The UAE has experienced significant growth in non-oil industries in recent years, largely due to its specialized free zones. These zones have been crucial in attracting foreign companies and FDI, boosting the country's net exports, and fostering industry-specific innovation. They account for around 40% of the UAE's total exports, including re-exports. Notably, Dubai's free zones contribute 60% of the city's goods exports, highlighting their essential role in enhancing trade and economic development. The UAE has created an environment that attracts foreign investment and facilitates seamless trade through these zones.



CHAPTER

02

Key Industries
& Sectors



Key Industries and Sectors: Identifying Profitable Business Opportunities

The UAE's diverse economy provides lucrative business opportunities across various industries and sectors. Familiarizing yourself with these sectors will enable you to gauge market needs and pinpoint the domains in which your business can flourish.

Manufacturing Sector:

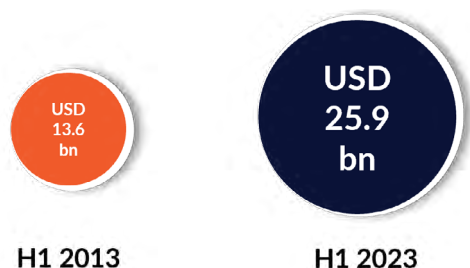
Over the years, the UAE manufacturing sector has experienced rapid growth due to favorable government policies and initiatives. However, the region's manufacturing potential is still relatively untapped.

The UAE manufacturing sector is small but pivotal to the UAE's GDP, contributing 11% to the GDP share in 2023. It ranks as the third-largest sector, following mining and quarrying + oil and gas (26%) and retail & wholesale trade (13%).

Furthermore, the manufacturing sector's contribution reached USD 25.9 billion in H1 2023 from USD 13.6 billion in H1 2013, reflecting an impressive 91.1% growth.

During the corresponding period, the manufacturing sector's share in the UAE's GDP increased from 7.9% to 11.2%

Figure 3. UAE Manufacturing Sector Output (USD Billion), H1 2013 - H1 2023



Source: Federal Center for Competitiveness and Statistics & Stratrich Analysis

Policy & Strategy



Under its 'Operation 300 bn', the Emirates Development Bank (EDB) has allocated a portfolio of USD 8.17 billion to support priority industrial sectors, including petrochemicals, plastics, heavy industries, machinery, electrical appliances, and renewable energy equipment.

Preferred Free Zones:

Jebel Ali Free Zone (JAFZA), Dubai Industrial City (DIC), RAK Economic Zone (RAKEZ), Abu Dhabi Ports, Umm al Quwain.

Investment Opportunities:

The manufacturing sub-sectors, including automotive, food processing, pharmaceuticals, chemicals, and textiles, are expected to grow at a faster rate due to higher demand and investment.

Renewable Energy and Sustainability:

The UAE is implementing innovative renewable energy and energy efficiency programs through its Net Zero by 2050 Strategic Initiative, the first in the Middle East. This initiative aligns with the goals of the Paris Agreement and supports the UAE's development vision, aiming to foster new knowledge, green industries, skills, and job opportunities.

Solar Energy: The UAE hosts one of the world's largest solar plants, including Noor Abu Dhabi, which reduces the nation's carbon footprint by 1 million metric tons annually, and Dubai's Mohammed bin Rashid Al Maktoum Solar Park, which is set to power 800,000 homes by 2030. In 2023, the UAE's solar plants generated over 5,920 MW of power.

Wind Energy: In October 2023, the UAE launched its first wind power program with a 104 MW project across four locations, expected to power over 230,000 homes and reduce CO2 emissions by 120,000 tons annually.

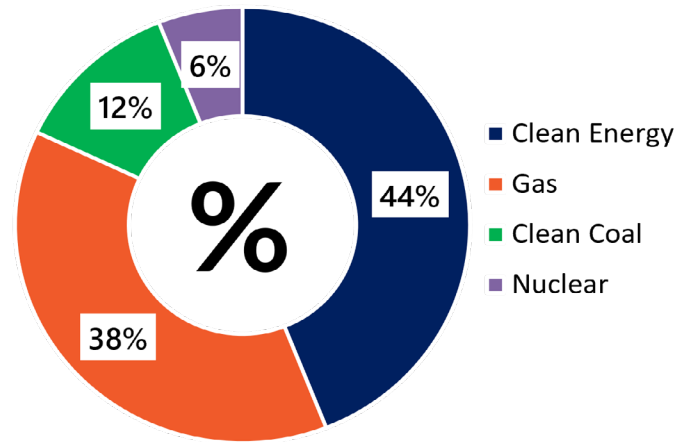
Nuclear Energy: The UAE is the first country in the region to operate clean nuclear energy, which will eventually supply 25% of the nation's electricity needs in the upcoming years.

Hydrogen: The UAE is expanding its blue and green hydrogen production. The National Hydrogen Strategy 2050 aims to position the UAE as one of the world's largest hydrogen producers by 2031.

UAE Energy Strategy 2050 Goals



UAE Major Renewable Energy Policies



**Clean Energy includes solar energy, wind energy

Furthermore, Masdar has set a target to achieve 100 GW of renewable energy capacity and produce 1 million tons of green hydrogen annually by 2030. In July 2023, the UAE unveiled a plan to invest USD 54 billion in renewable energy by 2030 as part of its strategy to achieve net zero emissions by 2050.

Preferred Free Zones:

Dubai Renewable Energy Complex, Masdar City, and Ras Al Khaimah Economic Zone.

Investment Opportunities:

The UAE government has announced a strategy to invest USD 54 billion in renewables by 2030 to reach net zero emissions by 2050. This investment is expected to increase the demand for solar modules, energy storage systems, and other renewable technologies, thereby boosting opportunities in the solar energy sector.



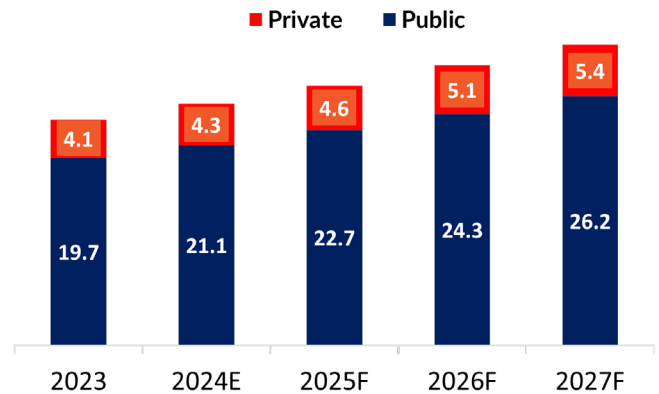
Healthcare and Wellness:

The UAE is quickly transforming its healthcare system by attracting investments, top medical talent, and state-of-the-art technology. Only 13% of the total population is rural, while 57% reside in the two major cities of Dubai and Abu Dhabi. The UAE has a predominantly young population, with 74% of the population of working age, between 20 and 55 years old.

Public health expenditure in Dubai remains strong:

Dubai plans to cater effectively to its growing Emirati population, projected to reach 5.8 million by 2040 from 1.15 million in 2023, by expanding health and education facilities by 25% under the Dubai 2040 Master Plan. This growth aims to enhance local services and solidify its role as a regional hub for specialized medical tourism.

UAE Healthcare Sector Spending Outlook (In USD Billion), 2018-2027F



5.2%

Contribution of the healthcare sector to Dubai's GDP in 2022 from 3.1% in 2012

8%

CAGR of Dubai's healthcare expenditure over 10 years to 2022

143
Health facilities licensed in Q12023 in Dubai

4,609
Health facilities in Dubai until Q12023

Investments in Abu Dhabi Healthcare:

In 2024, the Department of Health – Abu Dhabi (DoH) and the Endowments and Awqaf Abu Dhabi collaborated to establish a USD 270 million healthcare endowment fund spanning five years.

This initiative aims to support specialized healthcare needs in Abu Dhabi and ensure sustainable financing for positive social impact in the healthcare sector.

The UAE envisions a technologically advanced healthcare ecosystem that enhances citizens' health and happiness, a vision shared by all stakeholders. This includes strategies for pharmaceutical self-sufficiency, leveraging medical tourism, and creating a high-quality healthcare system. Initiatives like We the UAE 2031, Dubai Economic Agenda 'D33', and Dubai Research and Development Programme promote knowledge-driven innovation.

The UAE is well-prepared with foundational digital technologies such as cloud computing, IoT, AI, and automation, which are expected to significantly impact healthcare production, distribution, and medical science advancements.

Preferred Free Zones:

Dubai Healthcare City, Abu Dhabi Healthcare Free Zone, and Sharjah Healthcare City.

Investment Opportunities:

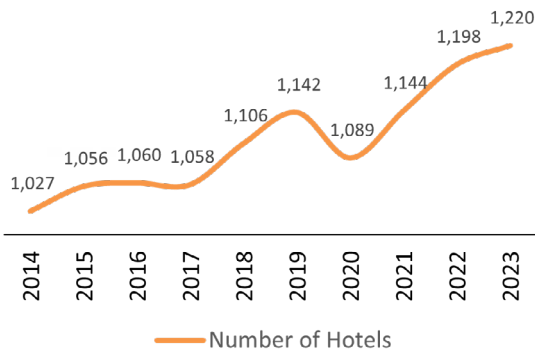
Healthcare facilities, Wellness Centers, Diagnostic Centers, and Biotech Investments are growing due to rising demand and government incentives in these free zones.



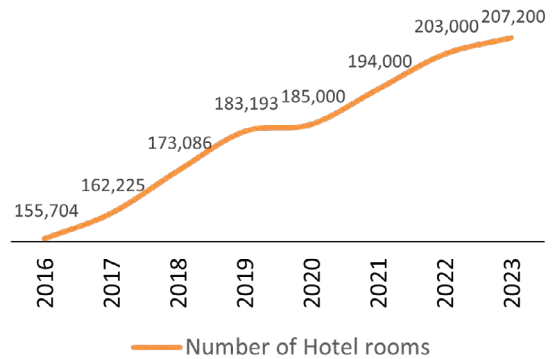
Tourism and Hospitality:

The United Arab Emirates (UAE) has established itself as a leading global destination for tourism and hospitality, attracting millions of visitors annually. In 2022, the travel and tourism sector contributed nearly USD 45.4 billion to the UAE's GDP, representing 9% of the country's total GDP. Additionally, the UAE saw an increase in its hospitality infrastructure, with the number of hotels rising to 1,220 and offering 207,200 hotel rooms.

UAE Hotel Supply



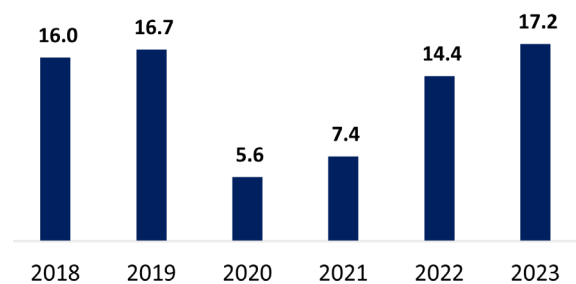
UAE Room Supply



Dubai- The Leading Tourist Destination:

Dubai is a premier global tourist destination, offering a captivating blend of luxury, innovation, and cultural experiences. In 2023, the city welcomed over 17.2 million visitors, surpassing even the pre-pandemic numbers.

Dubai's International Tourist Arrivals (mn visitors)



9%

Contribution of Travel and tourism to the GDP in 2022

USD 45.3

Tourism revenue in 2022

USD 10.4

UAE hotel revenues in 2022

The UAE's tourism and hospitality sector is expected to thrive in the coming years, supported by robust government initiatives such as UAE Vision 2021 and UAE Centennial 2071. In 2024, ongoing efforts include implementing the Dubai Tourism Strategy 2025 and Abu Dhabi Vision 2030, which aim to increase tourist arrivals, enhance visitor experiences, and boost GDP contributions.

Preferred Free Zones:

Dubai South, Marjan Island, Dubai World Central, Ras Al Khaimah Economic Zone, and Abu Dhabi Airports Free Zone.

Investment Opportunities:

There is a high demand for luxury hotels, resorts, and entertainment venues. Free zones offer tax incentives, 100% foreign ownership, and strategic locations.

Ras Al Khaimah's Al Marjan Island also presents abundant tourism opportunity with Wynn Casino and resort being targeted to be operational in early 2027. The region is expected to attract an additional 4 million tourists annually by 2030. rising demand and government incentives in these free zones.



Logistics & Trade:

The UAE's freight and logistics market is projected to grow at a compound annual growth rate (CAGR) of 5% from 2023 to 2028. This sustained growth is fueled by the burgeoning e-commerce trends locally and globally.

Furthermore, the UAE's strategic geographical location enhances its attractiveness for trade, prompting the government to initiate infrastructure and technology development efforts aimed at bolstering logistics efficiency and supporting e-commerce. Despite economic disruptions in the Gulf region, the logistics sector has shown resilient growth in recent years.

In the first nine months of 2023, Dubai saw 9.9 million square feet of new warehouse demand. The logistics sector led this demand, making up 44% of the new requirements, followed by the manufacturing, industry, and technology sectors.

As of 2024, the logistics sector accounts for approximately 14% of the UAE's gross domestic product. The country is committed to strengthening its logistics infrastructure, with significant investments such as the USD 3.5 billion Al Mafraq-Al Ghuwaifat road upgrade. This project aims to enhance 246 kilometers of roads in the western UAE which would improve connectivity and efficiency.

Due to rising investments in the e-commerce sector, the UAE is expected to see a substantial increase in warehouse demand in the coming years. As e-commerce companies expand their operations in the UAE, there is a growing need for additional warehouse space to accommodate their logistics and fulfillment needs.

Preferred Free Zones:

Jebel Ali Free Zone (JAFZA), Dubai CommerCity, Dubai South, Dubai Logistics City, Sharjah Airport International Free Zone (SAIF Zone), and Abu Dhabi Ports Free Zone.

Investment Opportunities:

High demand exists for logistics hubs, warehousing, and distribution centers, driven by the expansion of e-commerce and growing global trade.

USD 27 billion

estimated value of UAE freight and logistics market by 2029.

USD 7 billion

projected value of goods and services foreign trade value over the next decade under D33.

D33: Dubai's Economic Agenda

Drivers

E-commerce Growth

Free Trade Zones

Crypto:

The UAE is emerging as a hotspot for cutting-edge development and cryptocurrency transactions. Recent data shows that over a year, the Emirates received USD 35 billion from crypto transactions. A significant portion, about 67%, came from institutional investments worth more than USD 1 million each. This highlights growing institutional interest and investment in cryptocurrencies within the UAE.

Throughout the UAE, nearly 2,000 organizations of various sizes actively participate in the crypto sector, aiming to establish relevance. About 70% of these are "crypto-native" businesses offering digital asset products, while others provide supportive services crucial to the industry's growth.

The UAE is not just growing but rapidly expanding as one of the world's fastest-growing markets for digital assets. Research indicates a significant annual increase in daily crypto traders, reflecting a broader trend of regional adoption. Approximately 27% to 31% of the UAE residents are estimated to have invested in digital assets. Among these investors, nearly three-quarters (72%) are reported to have invested in Bitcoin.

Crypto and digital asset legislation timeline

2018: Abu Dhabi Global Markets (via the Financial Services Regulatory Authority), introduced cryptocurrency and digital asset guidance, setting a regulatory benchmark.

2021: A dedicated court was set up to hear cases of financial crime.

2022 January: UAE adopted a penal code to enhance AML rules.

March: FATF added the UAE to its grey list.

DIFC created the Virtual Asset Regulatory Authority (VARA).

VARA introduced a full market product (FMP) regulatory regime after issuing provisional and minimum viable product (MVP) licences. ADGM revised AML and sanctions rules to include digital assets.

2023 January: UAE's cabinet introduced federal regulation for virtual assets.

April: Abu Dhabi's Hub71, a global tech center housing startups and investors, announced \$2 billion in funding for Web3 projects in 2023 to boost innovation.

May: UAE Central Bank issued AML and counter-terrorism financing guidance for virtual assets.

November: ADGM released Distributed Ledger Technology (DLT) Foundations Regulations 2023 for DLT foundations and DAOs.

2024 March: DIFC enacted its Digital Assets Law and related legislative amendments.

April: FATF removed the UAE from its grey list after regulatory improvements.

Preferred Free Zones: Dubai Multi Commodities Centre (DMCC), Abu Dhabi Global Market (ADGM), and RAK Digital Asset Oasis are key for crypto businesses, offering regulatory clarity and robust infrastructure.

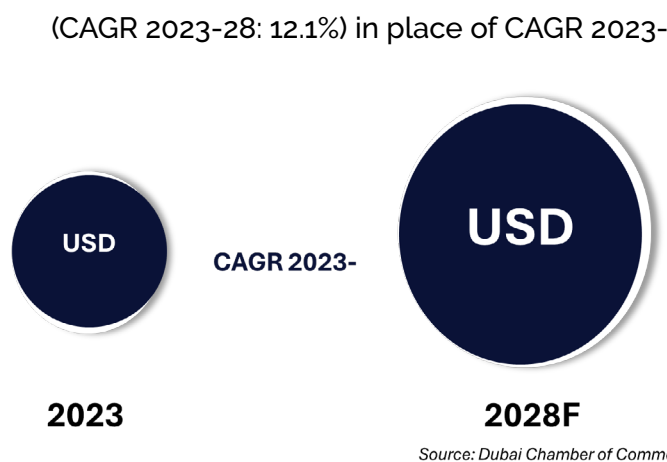
Investment Opportunities: The UAE's crypto-friendly regulations and strategic location make it ideal for blockchain and fintech investments, attracting global players and fostering innovation.

E-Commerce

The UAE ranks as the second largest e-commerce market in the GCC, only behind Saudi Arabia. In 2023, the UAE's e-commerce market reached a total size of USD 7.5 billion. This market is projected to exceed USD 13.3 billion by 2028.

The rapid growth of e-commerce in the UAE is driven by a tech-savvy Gen Z and millennial population, bolstered by strong government support and significant investments in digital infrastructure. In 2023, the top e-commerce verticals by value were consumer electronics, apparel, and footwear.

Additionally, free zones such as Dubai CommerCity and EZDUbai (Dubai South) are expected to fuel the growth of e-commerce in the country. These zones offer facilities and services specifically designed to assist businesses engaged in digital commerce.



The UAE's e-commerce industry has experienced impressive growth and is poised for further expansion. This robust outlook is driven by widespread high-speed internet connectivity and favorable policies on developing digital payments and logistics infrastructure.

Preferred Free Zones: Dubai CommerCity, Dubai Internet City (DIC), Dubai Silicon Oasis (DSO), Dubai South, Sharjah Media City (Shams), Jebel Ali Free Zone (JAFZA), and Abu Dhabi's Zone 1 offer ideal conditions for e-commerce with their advanced infrastructure and tech focus.

Investment Opportunities: The UAE e-commerce industry include logistics and warehousing, digital services like e-commerce platforms and payment solutions, and retail technology innovations driven by increasing online growth.

High-end Retail

The UAE is renowned for its outstanding retail experiences, featuring world-class malls, luxury boutiques, and upscale dining and hotels. This dynamic retail scene has experienced substantial growth, driven by tourism and strong consumer confidence, and continues to thrive into 2023.

Furthermore, consumer spending in the UAE rose by 13% compared to the previous year. This growth was largely fueled by a 14% increase in retail spending, which includes hypermarkets, supermarkets, general retail, leisure, entertainment, and fashion.

The UAE's high-end retail sector is projected to experience robust growth in the coming years, fueled by rising consumer affluence, expanding luxury brands, and continued investment in premium shopping experiences.

Retail Sector Performance Summary: Growth Comparison for 2023

Sector Performance Summary Retail Economy	% Of Retail Economy Spending	% Growth 2023 vs 2022	% Growth H1'2023 vs H1'2022	% Growth H2'2023 vs H2'2022
Total Retail Economy	100%	14%	25%	4%
Retail general categories (F&B, hotels, electronics, pharmacy, duty-free)	38%	16%	29%	4%
Hypermarket/supermarket	33%	3%	5%	0%
Fashion	26%	31%	63%	9%
Leisure & Entertainment (Cinemas, recreational activities, tourist attractions)	3%	15%	15%	15%

Preferred Free Zones:

For high-end retail, usually mainland locations such as the Dubai Mall, The Mall of Emirates, Al Khayat Avenue, and Dubai Marina are recommended. However, among free zones, consider Dubai Design District (d3), Jebel Ali Free Zone (JAFZA), Dubai Multi Commodities Centre (DMCC), and Abu Dhabi's Al Reem Island. These zones offer prime locations, specialized facilities, and robust infrastructure.

Investment Opportunities:

Investment in luxury boutiques and flagship stores is promising due to high consumer demand. For high end retail strategic mainland locations are preferred.

Alcoholic Beverages

The UAE has relaxed its restrictions on alcoholic beverages, allowing their consumption in most areas while respecting the predominantly Islamic culture. In 2023, Dubai further eased regulations by removing the 30% tax on alcohol, making it more accessible to residents and tourists. Moreover, the emirates like Ras Al Khaimah have emerged as manufacturing bases for alcohol production in the UAE.

Trends Influencing Demand

Tourism: The UAE is a major tourist destination, and the demand for alcoholic beverages is often linked to tourism. High-end hotels and resorts frequently cater to international visitors, influencing demand.

Expatriate Population: The large expatriate community often drives demand for alcoholic beverages, as expatriates are accustomed to a variety of alcoholic options.

Economic Factors: The region's overall economic health can affect spending on luxury items, including alcohol.

Cultural Shifts: Changing social norms and attitudes, especially among younger generations, may influence consumption patterns.

Recent Investment in the Alcoholic Beverage Industry

Falcon Brews, the Gulf's first licenced brewery and spirits blending project, will begin construction in Ras Al Khaimah. The USD 65 million project, spanning 25 acres, will be completed in two phases. Phase 1 includes the construction of a blending and bottling plant and a brewery, with an initial combined production

capacity of 400,000 cases per month. Phase 2 will increase this capacity to 900,000 cases. Furthermore, the initial work will focus on building the plant and utilities, with the bottling plant expected to be completed in 9-10 months and the brewery in 18-20 months. The project aims for a production capacity of 65% in the first year, increasing to 85% by the second year, with further expansion planned by 2028. This development will enhance local manufacturing, expand product variety, and strengthen the region's position as a hub for premium beverages.

Preferred Free Zones:

Ras Al Khaimah Economic Zone (RAKEZ) is the foremost location for alcoholic beverage investments due to its strategic locations and business-friendly regulations.

Investment Opportunities:

Investing in alcoholic beverages in the UAE includes producing, distributing, and retailing premium spirits and wines. These sectors benefit from high demand and expanding consumer markets.



Tobacco & Nicotine

The tobacco industry in the UAE is a significant sector encompassing both manufacturing and trade. It includes traditional tobacco products like cigarettes, as well as newer alternatives such as e-cigarettes and vaping devices. The UAE also serves as a significant hub for the re-exportation of tobacco products, leveraging its strategic location for global trade.

In 2023, the UAE cigarette market was valued at about USD 530 million and is projected to grow at a compound annual growth rate (CAGR) of over 2% from 2023 to 2029. In response to rising health concerns, the UAE government has introduced a 100% excise tax on all tobacco and nicotine-related products to reduce smoking rates among its population.

Since Dubai legalized e-cigarettes in 2019, this industry segment has become highly profitable. In 2023, the e-cigarette market generated about USD 59 million in revenue and is projected to grow at a CAGR of 9.41% through 2029.

Despite the government imposed 100% excise tax on the retail and production of tobacco-based products in UAE, leading global players like British American Tobacco, International Tobacco & Cigarettes Co, Alokozay, BMJ Industries, Gulf Tobacco, and Al Fakher Tobacco, among many others, are using UAE as a regional manufacturing base for cigarettes for their other regional markets, i.e., GCC, MENA, and Eastern Europe.

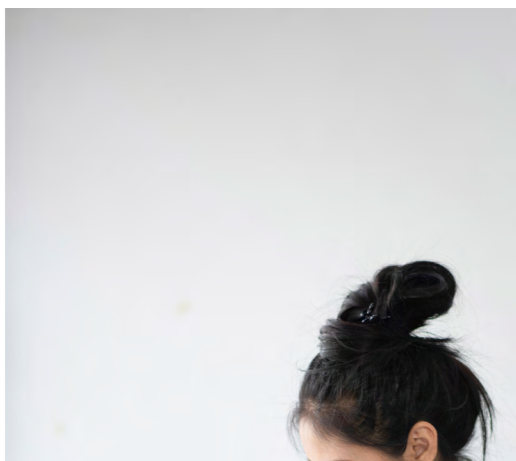
Preferred Free Zones:

Jebel Ali Free Zone (JAFZA), RAKEZ (Ras Al Khaimah Economic Zone), Ajman Free Zone, and Umm Al Quwain Free Zone.

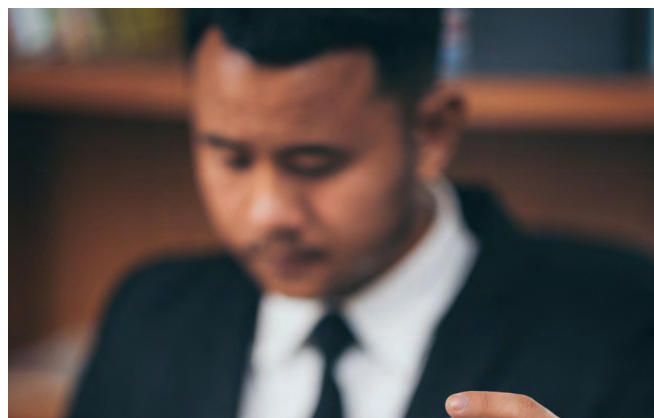
Investment Opportunities:

Despite stringent regulations, manufacturing remains a key investment area in the UAE's tobacco industry. Traditional tobacco products hold potential, but more incredible growth lies in alternative nicotine products like heated tobacco, e-cigarettes, and nicotine pouches, driven by shifting consumer preferences and demand for healthier alternatives.

**UAE E-Cigarette Market
(USD Million), 2023 & 2029F**



**UAE Cigarette Market
(USD Million), 2023 & 2029F**



CHAPTER

03

UAE's Logistics and
Transportation
Strength



Introduction

The United Arab Emirates (UAE) has positioned itself as a crucial global hub for trade and transportation with its highly advanced logistics infrastructure. Boasting some of the busiest airports and seaports in the world, the UAE is well-equipped to manage the massive volume of cargo passing through the region. With 12 commercial trading ports, including Zayed Port, Mina Rashid, Jebel Ali Port, Khor Fakkan Container Terminal, Mina Saqr in Ras Al Khaimah, Fujairah Port, and Khalifa Port, the UAE boasts 310 berths. Together, these ports manage an impressive 80 million tonnes of cargo annually.

Furthermore, Dubai's Jebel Ali Port, is the largest man-made harbor globally, and Dubai International Airport, a key hub for international passenger traffic, are prime examples of the UAE strong logistics and supply chain.

The UAE logistics market has experienced substantial expansion, valued at around USD 30 billion as of 2023. Projections suggest a compound annual growth rate (CAGR) of approximately 7% from 2023 to 2028. This growth is attributed to the UAE's strategic location, advanced infrastructure, and resilient economic policies.



UAE's Leading Ports

1. Dubai

Dubai is a leading global economic hub, home to three major shipping ports: Jebel Ali Port, Mina Rashid Port, and Al Hamriya Port. These ports handle extensive cargo operations and play a significant role in the region's economy.

- **Jebel Ali Port**

Capacity: 14.1 million Twenty-foot Equivalent Units (TEU)

Key Features: Largest port in the Middle East,

state-of-the-art facilities, extensive logistics zones.

Relevance: Major transshipment hub with connectivity to over 140 ports globally.

- **Port Rashid**

Capacity: 1.5 million TEU

Key Features: The historical port is now focused more on cruise operations.

Relevance: Significant for historical trade, now transitioning to cruise and leisure.

- **Al Hamriya Port**

Capacity: 18,000 TEU

Key Features: Focuses on bulk and general cargo, with facilities for warehousing and logistics.

Relevance: Supports the local economy by handling bulk goods and contributing to Dubai's logistics infrastructure.

2. Abu Dhabi

Abu Dhabi's key ports include Khalifa Port, a major container and industrial hub; Mina Zayed, which handles diverse cargo; and Mina Al Bateen, which serves local and cruise operations. These ports are vital to the region's economic and logistical activities.

- **Khalifa Port**

Capacity: 2.5 million TEU

Key Features: Deepwater. The port is a technologically advanced, strategic location.

Relevance: Emerging as a key hub, substantial investments in automation and expansion.

- **Mina Zayed (AEMZD)**

Capacity: 500,000 TEU

Key Features: General cargo port handles bulk commodities and general cargo.

Relevance: Essential for diverse cargo types, supporting Abu Dhabi's commercial and logistical needs.

3. Sharjah

- **Khalid, Hamriyah, Khor Fakkan**

Capacity: 5 million TEU (Combined)

Key Features: Multiple ports serving diverse cargo, strategic location for Indian Ocean trade.

Relevance: Key for trade with the Indian subcontinent, East Africa, and the Arabian Gulf.

4. Ras Al Khaimah

- **Saqr Port**

Capacity: 100 million tons of bulk cargo

Key Features: A key port in the northern UAE supports diverse cargo, including bulk and break-bulk.

Relevance: Important for construction materials and industrial goods, supports RAK's industrial sector.

5. Ajman

- **Ajman Port**

Capacity: 1 million TEU

Key Features: Strategically located near Ajman Free Zone, facilitating trade and logistics.

Relevance: Supports local trade and economic activity, enhancing Ajman's role in regional commerce.

6. Umm Al-Quwain

- **Umm Al-Quwain Port**

Capacity: 1 million TEU

Key Features: Focuses on local and regional trade, with cargo handling and storage facilities.

Relevance: Enhances the emirate's maritime connectivity and supports local businesses and industries.

7. Fujairah

- **Port of Fujairah**

Capacity: 0.7 million TEU

Key Features: Vital for oil and gas shipments, as well as access to international waters outside the Strait of Hormuz.

Relevance: Emerging as a critical hub, substantial investments in automation and expansion.

UAE Air Logistics

The UAE's air logistics sector is a critical driver of the nation's economy, contributing significantly to its position as a global trade hub. With a combined air cargo capacity exceeding 7.5 million tons annually across its major airports, the UAE ranks among the top 10 countries worldwide in air freight traffic. Dubai International Airport (DXB) alone handles over 2.5 million tons of cargo each year, making it one of the busiest cargo airports globally. Supported by state-of-the-art infrastructure, strategic investments, and a rapidly growing e-commerce market—projected to reach USD 17 billion by 2025—the UAE is poised to maintain and expand its role as a leading center for international air logistics.

Major Airports

Dubai International Airport (DXB):

- DXB is the world's busiest airport by international passenger traffic and a major cargo hub, handling over 2.5 million tons of freight annually.
- The airport has 12 dedicated cargo terminals, with a total cargo capacity of 3.1 million tons per year.
- DXB is home to Emirates SkyCargo, the freight division of Emirates, which operates a fleet of over 250 wide-body aircraft.

Al Maktoum International Airport (DWC):

- Located in Dubai South, DWC is planned to become the world's largest airport with a projected capacity of 12 million tons of cargo annually.
- The airport currently handles over 1 million tons of cargo each year, with a focus on express cargo and e-commerce shipments.
- DWC is strategically located near Jebel Ali Port, facilitating seamless multi-modal logistics operations.

Abu Dhabi International Airport (AUH):

- AUH handles around 900,000 tons of cargo annually, supported by Etihad Cargo, the freight division of Etihad Airways.
- The airport has two cargo terminals with a combined capacity of 1 million tons annually.
- Abu Dhabi Airport Free Zone (ADAFZ) is located adjacent to the airport, providing integrated logistics services.

Sharjah International Airport (SHJ):

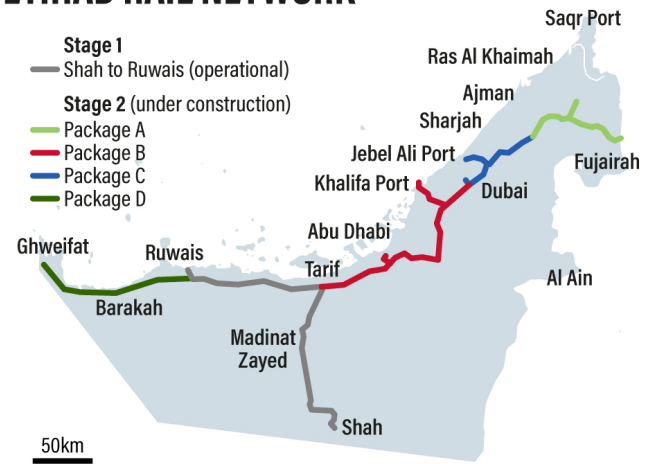
- SHJ is a key cargo hub, handling approximately 500,000 tons of freight annually.
- Air Arabia, the region's leading low-cost carrier, is based at Sharjah Airport, providing cargo services across the Middle East, Asia, and Africa.



Etihad Railway Network:

The Etihad Rail network is currently under construction, with 75% of the project completed. Once finished, it will connect Abu Dhabi, Dubai, and other emirates, spanning 1,200 km across the UAE, from the Saudi Arabian to the Omani border. This network will be a key component of the broader railway infrastructure planned for the GCC region. A recent bilateral agreement between Oman and the UAE aims to link the two countries via a passenger and freight train network.

ETIHAD RAIL NETWORK



Upon completion, Etihad Rail will significantly enhance the UAE's logistics sector by improving connectivity between major cities and trade hubs. It will streamline the movement of goods and passengers, reduce transportation costs, and provide a more efficient alternative to road transport. This development will also strengthen the UAE's position as a regional logistics and trade hub, facilitating greater economic integration and regional trade.

UAE Road Network:

The United Arab Emirates (UAE) has developed a world-class road logistics network that plays a crucial role in its position as a global trade and logistics hub. The country's strategic location, coupled with significant investments in infrastructure, has created a highly efficient and reliable road logistics network that supports domestic and international trade.

- The UAE's total road network length is approximately 4,080 kilometers (2,550 miles), with highways constituting around 1,200 km (750 mi) of this network.
- E11 (Sheikh Zayed Road): Spanning approximately 558 km (350 mi), it is the longest road in the UAE, connecting Abu Dhabi with Ras Al Khaimah, passing through all seven emirates.
- E311 (Sheikh Mohammed Bin Zayed Road): This road runs parallel to E11 and covers 140 km (88 mi). It is crucial for intra-emirate freight transport.
- E611 (Emirates Road): Extends 110 km (69 mi) and serves as an alternative route for heavy vehicles, reducing congestion on other main roads.

Key Players

- **Agility Logistics:** Operates a fleet of over 1,000 vehicles in the UAE, providing comprehensive road freight services.
- **Aramex:** Handles over 10 million shipments annually across the UAE, with a significant portion delivered via road transport.
- **GAC (Gulf Agency Company):** Provides logistics services across the UAE, with a focus on road freight and warehousing, handling over 5 million tons of cargo annually.

Fleet and Vehicle Standards

- The UAE's logistics sector operates a fleet of over 300,000 commercial vehicles, ranging from light trucks to heavy-duty trailers.
- Strict regulatory standards ensure vehicles meet EURO 4 and EURO 5 emission norms, promoting environmental sustainability.

Last-Mile Delivery

- The last-mile delivery segment is growing at an annual rate of 15-20%, driven by the e-commerce boom.
- Companies like Amazon, Noon, and Deliveroo are expanding their delivery fleets to meet the growing demand, with over 10,000 delivery vehicles operating in the UAE.

The UAE road logistics network is set to expand further, supported by ongoing investments in infrastructure, technology, and sustainability. The logistics market is expected to grow at a CAGR of 7-9%, driven by the increasing demand for freight services, last-mile delivery, and cross-border trade.



CHAPTER

04

UAE Free Trade
Agreements
(FTAs)



The United Arab Emirates (UAE) has strategically positioned itself as a global trade hub, leveraging its geographic location, advanced infrastructure, and business-friendly environment. A key component of the UAE's trade strategy is its Free Trade Agreements (FTAs) network, which facilitates market access, reduces tariffs and promotes economic cooperation with key trading partners. This analysis provides an in-depth overview of the UAE's FTAs, financial impact, and prospects.

The UAE joined the General Agreement on Tariffs and Trade in 1994 and the World Trade Organization in 1996. As a signatory to the WTO's Information Technology Agreement, it benefits from tariff-free access to IT products valued at over USD 1.3 trillion annually.

In 2004, the UAE signed a Trade and Investment Framework Agreement with the United States to enhance trade and investment, though Free Trade Agreement negotiations were not completed. The UAE is also a party to the U.S.-GCC Framework Agreement, ratified in 2014.

UAE FTAs:

GCC Free Trade Agreements

The GCC, comprising six member states including the UAE, negotiates FTAs as a single bloc. These agreements cover a range of goods and services, aiming to reduce trade barriers and enhance economic cooperation within the region and with external partners.

- **GCC-Singapore Free Trade Agreement (GSFTA):** Effective since 2013, covering trade in goods, services, and investments.
- **GCC-European Free Trade Association (EFTA) FTA:** In force since 2015, including Switzerland, Norway, Iceland, and Liechtenstein.
- **GCC-New Zealand FTA:** Negotiations were concluded but have not yet been ratified.

Bilateral Free Trade Agreements

UAE-India Comprehensive Economic Partnership Agreement (CEPA): This agreement, signed in 2022, focuses on tariff reduction, services, and investment.

- **UAE-Israel CEPA:** Signed in 2022, covering various economic sectors.
- **UAE-Turkey CEPA:** Signed in 2023, aiming to boost bilateral trade to USD 40 billion within five years.
- **UAE-Indonesia CEPA:** Signed in 2022 to boost bilateral trade to USD 10 billion by 2027.

Regional and Multilateral Agreements

- **Greater Arab Free Trade Area (GAFTA):** The UAE is a member of this 18-country regional FTA, focused on tariff elimination within the Arab region.
- **Pan-Arab Free Trade Area (PAFTA):** Another regional agreement to foster trade among Arab countries.

Pending and Potential Free Trade Agreements

The UAE is also exploring new FTAs with various countries and regions, with negotiations in different stages.

- **U.S.-GCC Framework Agreement:** Signed in 2012, this agreement aims to promote trade, economy, investment, and technical cooperation between GCC and US.
- **GCC-China FTA:** Under negotiation, focusing on enhancing trade and economic cooperation between the GCC and China.
- **GCC-South Korea FTA:** Negotiations are ongoing to strengthen economic ties with South Korea.
- **GCC-UK FTA:** Discussions are underway to create a post-Brexit FTA between the GCC and the United Kingdom

The UAE's network of FTAs is extensive and growing, covering a broad spectrum of regions and sectors. These agreements are crucial for expanding the UAE's trade relationships, promoting economic diversification, and enhancing its role as a global trade hub. The country continues to pursue new FTAs while deepening existing ones, reflecting its dynamic approach to global trade.



Free Trade Agreement	Country	Year
Greater Arab Free Trade Area (GAFTA)	Algeria, Bahrain, Egypt, Iraq, Kuwait, Lebanon, Libya, Morocco, Oman, Palestine, Qatar, Saudi Arabia, Sudan, Syria, Tunisia, United Arab Emirates and Yemen.	1997
UAE-EFTA Free Trade Agreement	UAE-EFTA Countries (Iceland, Liechtenstein, Norway and Switzerland)	2004
The GCC-Singapore FTA (GSFTA)	Singapore	2008
UAE-India CEPA	UAE & India	2022
UAE-Israel CEPA	UAE & Israel	2022
UAE-Indonesia CEPA	UAE & Indonesia	2022
UAE-Turkey CEPA	UAE & Turkey	2023

CHAPTER

05

Mainland
Jurisdictions



What are UAE Mainland Jurisdictions?

The mainland jurisdiction in the UAE refers to areas where businesses can operate under the laws and regulations of the UAE government. The mainland jurisdictions in the UAE include the following emirates:



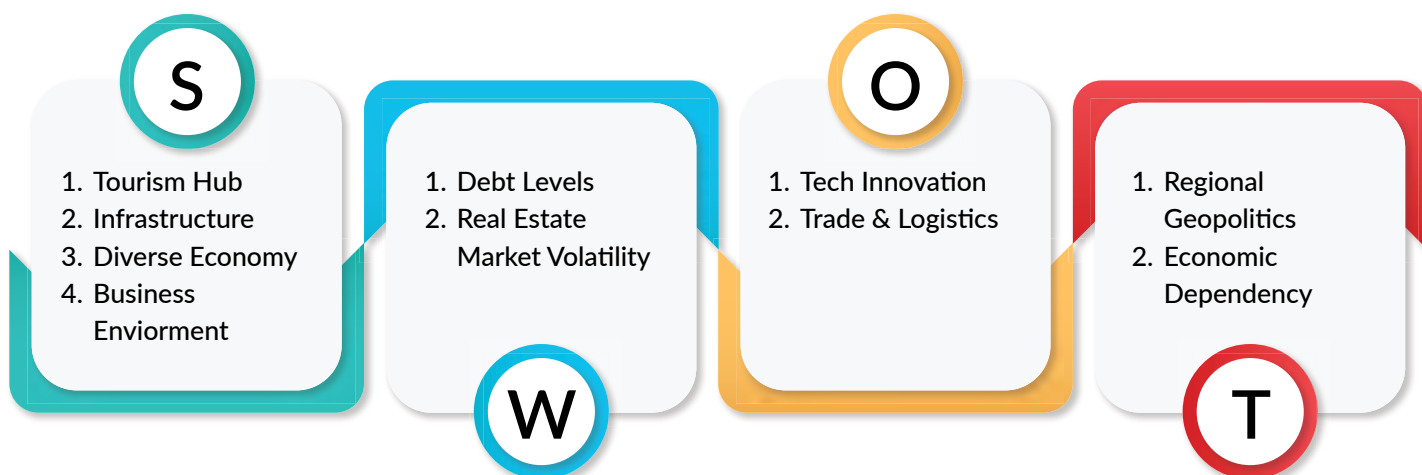
1. **Dubai Mainland:** Governed by the Dubai Department of Economic Development (DED), Dubai mainland is a prominent business hub with various commercial areas and business districts.
2. **Abu Dhabi Mainland:** The Abu Dhabi mainland is regulated by the Abu Dhabi Department of Economic Development (ADDED) and offers diverse business opportunities in the capital city of the UAE.
3. **Sharjah Mainland:** Sharjah mainland is regulated by the Sharjah Economic Development Department (SEDD) and provides a range of business options in the third-largest emirate.
4. **Ras Al Khaimah (RAK) Mainland:** RAK mainland is under the jurisdiction of the Ras Al Khaimah Economic Zone Authority (RAKEZ) and offers business opportunities in the northern part of the UAE.
5. **Ajman Mainland:** The Ajman Department of Economic Development (Ajman DED) governs Ajman mainland, providing business-friendly options.
6. **Umm Al Quwain (UAQ) Mainland:** UAQ mainland falls under the jurisdiction of the Umm Al Quwain Economic Department (UAQED) and offers opportunities for businesses in this smaller emirate.
7. **Fujairah Mainland:** Offers mainland jurisdictions with a focus on trading, logistics, and benefiting from its strategic location and seaport.

UAE Emirates: A Comparative Analysis

Dubai

Strength:

- Tourism Hub:** Dubai is a leading global tourist destination, renowned for attractions such as the Burj Khalifa, Palm Jumeirah, and luxury shopping malls. In the first quarter of 2024, Dubai welcomed 3.67 million overnight visitors.
- Business Environment:** Favorable business climate with numerous free zones offering tax benefits and 100% foreign ownership (e.g., Jebel Ali Free Zone).
- Infrastructure:** World-class infrastructure, including Dubai International Airport, one of the busiest airports globally, and Jebel Ali Port, a major global trade hub.
- Diverse Economy:** Dubai's economy is resilient and dynamic, thanks to solid sectors in trade, real estate, finance, tourism, and aviation.



Weakness:

- Debt Levels:** High debt levels from rapid development pose financial risks and require careful fiscal management. Furthermore, S&P estimates Dubai's gross general government debt will be 51% of GDP (Gross Domestic Product) in 2023.
- Real Estate Market Volatility:** Fluctuations in the real estate market could impact economic stability and investor confidence.

Opportunities:

- Tech Innovation:** Growth in fintech, AI, and smart city initiatives (e.g., Dubai Smart City) would attract tech investments and enhance digital transformation.
- Trade and Logistics:** Strengthening its position as a global trade hub through initiatives like the Dubai Silk Road strategy would boost economic activities.

Threats:

- Economic Dependency:** Reliance on tourism and real estate sectors makes the economy vulnerable to downturns in these industries.
- Regional Geopolitics:** Impact of Middle Eastern geopolitical tensions can affect security and business confidence.

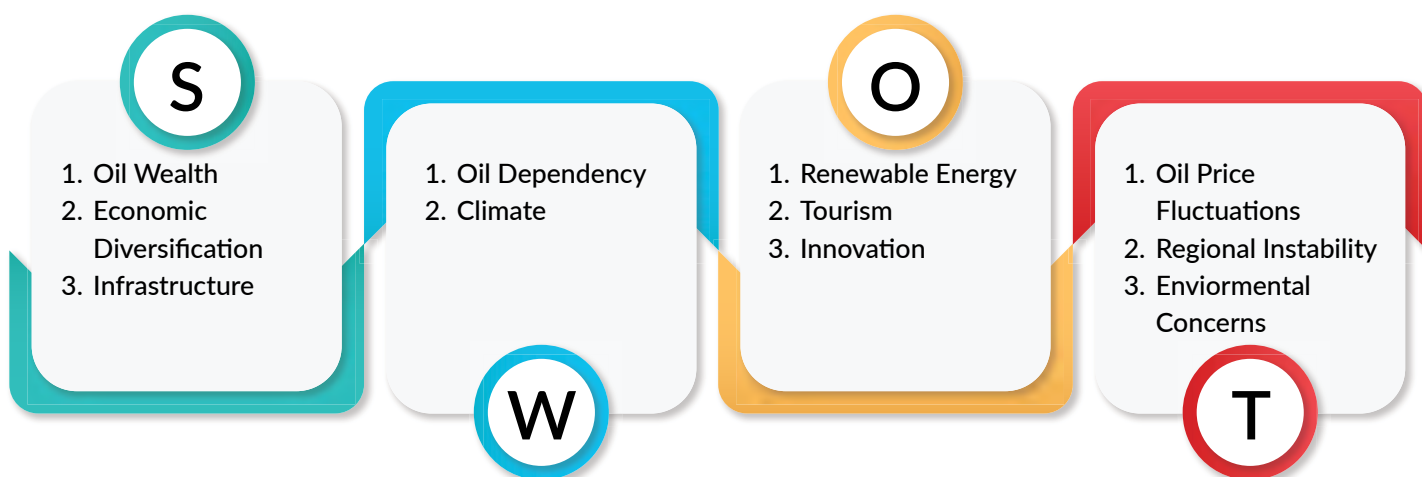
Abu Dhabi

Strength:

1. **Oil Wealth:** Abu Dhabi possesses about 95% of the UAE's oil reserves, providing substantial revenue and economic stability. This wealth funds extensive infrastructure projects and public services.
2. **Economic Diversification:** Investments in tourism (like Saadiyat Island), finance (Abu Dhabi Global Market), and renewable energy (Masdar City) help reduce dependence on oil.
3. **Infrastructure:** High-quality roads, airports (e.g., Abu Dhabi International Airport), and ports (e.g., Khalifa Port) support economic activities and logistics.

Weakness:

1. **Oil Dependency:** Despite diversification efforts, the economy relies heavily on oil revenues, making it vulnerable to global oil price fluctuations.
2. **Climate:** Extreme summer heat deters expatriates and tourists, impacting lifestyle and tourism sectors.



Opportunities:

1. **Renewable Energy:** Expansion into solar (e.g., Noor Abu Dhabi) and wind energy projects align with global sustainability trends and reduce carbon footprint.
2. **Tourism:** Development of cultural (e.g., Louvre Abu Dhabi) and leisure tourism can attract more international visitors and boost the economy.
3. **Innovation:** Investments in technology and innovation sectors, such as AI and fintech, can foster new industries and economic growth.

Threats:

1. **Oil Price Fluctuations:** Vulnerability to global oil price changes can impact government revenues and economic stability.
2. **Regional Instability:** Vulnerability to global oil price changes can impact government revenues and economic stability.
3. **Environmental Concerns:** Water scarcity and sustainability issues could affect long-term development and living conditions.

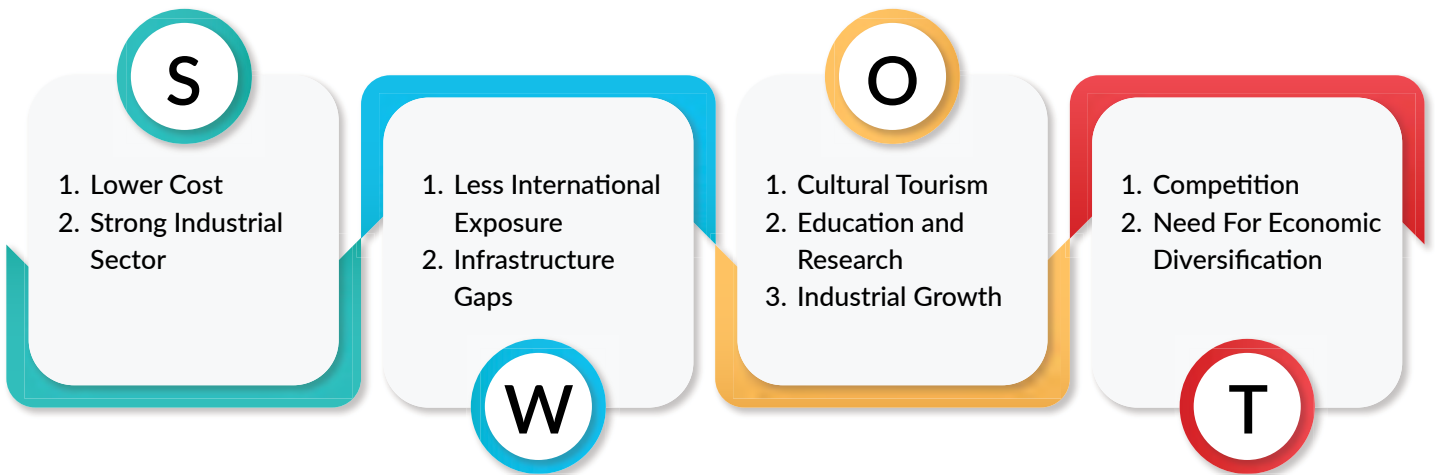
Sharjah

Strength:

1. **Lower Costs:** Living and business costs are more affordable than in Dubai and Abu Dhabi, attracting residents and businesses seeking cost-effective alternatives.
2. **Strong Industrial Sector:** Sharjah has a robust industrial and manufacturing base, especially in free zones like the Hamriyah Free Zone and Sharjah Airport International Free Zone (SAIF Zone). It hosts 33 industrial zones, comprising over one-third of the UAE's factories. Additionally, in 2023, Sharjah's manufacturing sector saw a significant increase in foreign direct investment (FDI), attracting USD 18.9 million.

Weakness:

1. **Less International Exposure:** A lower international profile than Dubai and Abu Dhabi limits global recognition and foreign investment.
2. **Infrastructure Gaps:** Further development in some areas is needed to match the infrastructure quality of larger emirates.



Opportunities:

1. **Cultural Tourism:** The development of museums, festivals, and cultural tourism can attract international tourists and boost the economy.
2. **Education and Research:** Expansion of educational institutions and research facilities can foster innovation and skilled workforce development.
3. **Industrial Growth:** Further growth in manufacturing and industry, leveraging free zones and strategic location.

Threats:

1. **Competition:** Competition from other emirates for investment and tourism can limit growth opportunities.
2. **Economic Diversification:** Needs to diversify its economic base further to reduce dependence on specific sectors.

Ajman

Strength:

1. **Cost-Effective:** The lower cost of living and ease of doing business compared to larger emirates make it attractive for startups and small businesses.
2. **Proximity to Dubai & Sharjah:** Its strategic location near Dubai and Sharjah provides easy access to major markets and infrastructure.
3. **Growing Industrial Development:** Growing industrial and real estate sectors, supported by Ajman Free Zone.

Weakness:

1. **Smaller Economy:** A smaller economic scale than other emirates limit its market size and investment appeal.
2. **Limited Resources:** Limited natural resources and industrial base compared to wealthier emirates.



Opportunities:

1. **Real Estate:** Developing affordable housing and commercial properties would attract new residents and businesses. Furthermore, the transactions in the Ajman real estate market increased more than 26% compared to last year, totaling USD 1.2 billion in Q1 2024.
2. **Tourism:** Growth in tourism and hospitality sectors can diversify the economy and boost employment.
3. **SME Development:** Encouragement of small and medium-sized enterprises through supportive policies and infrastructure.

Threats:

1. **Economic Competition:** Competing with larger emirates for investment and tourism can be challenging.
2. **Infrastructure Needs:** Requires ongoing infrastructure improvements to support growth and development.

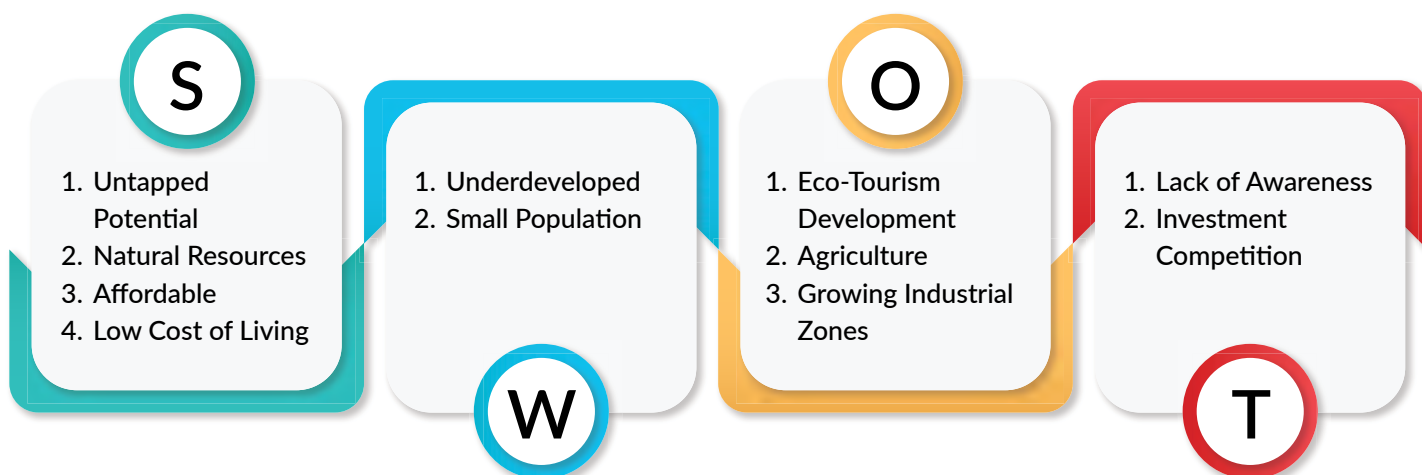
Umm Al Quwain

Strength:

1. **Untapped Potential:** Opportunity for development and investment in various sectors.
2. **Natural Resources:** Rich in natural beauty and coastline, suitable for tourism and eco-tourism.
3. **Affordable:** Low cost of living and business operations attract residents and entrepreneurs looking for cost-effective options.
4. **Lower Cost of Living:** Compared to other emirates, Umm Al Quwain offers a more affordable cost of living, potentially attracting budget-conscious residents and businesses.

Weakness:

1. **Underdeveloped:** The infrastructure and economy are less developed than other emirates, requiring substantial investment.
2. **Small Population:** The emirate's population was 44,411 in 2020. This small population results in a limited market size, restricting immediate economic opportunities.



Opportunities:

1. **Eco-Tourism Development:** Umm Al Quwain could capitalize on its natural beauty by promoting sustainable tourism and eco-friendly activities.
2. **Agriculture:** Investment in agriculture and fisheries can enhance food security and diversify the economy.
3. **Growing Industrial Zones:** Industrial zones should be created to attract businesses and create job opportunities.

Threats:

1. **Lack of Awareness:** A lower international profile can limit investment and tourism potential.
2. **Investment Competition:** Competing with more developed emirates for investment requires unique value propositions.

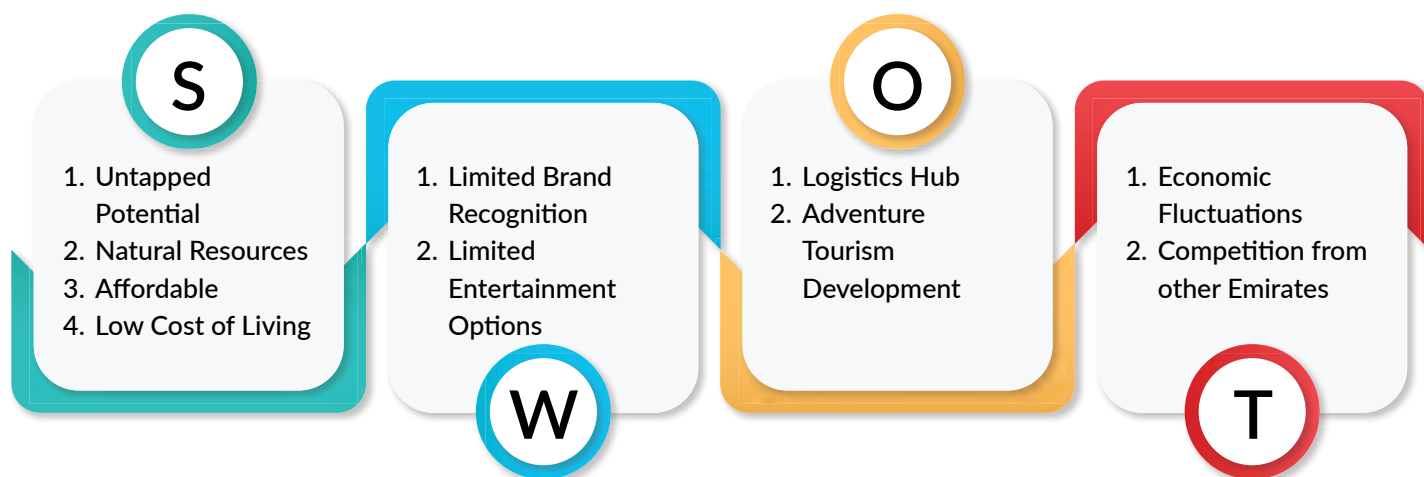
Ras Al Khaimah

Strength:

1. **Industrial & Manufacturing Powerhouse:** The emirate is a major manufacturing hub in the UAE, specializing in ceramics, cement, tobacco, alcoholic beverages, and metal production.
2. **Tourism Potential:** The tourism industry is growing, with natural attractions like Jebel Jais and Al Marjan Island and the opening of the first casino mega-resort, Wynn Resorts.
3. **Diverse Economy:** The emirate's economy is diversified, with no sector contributing more than 30% to its overall GDP.
4. **Lower Costs:** Competitive cost of living and business compared to Dubai and Abu Dhabi.

Weakness:

1. **Limited Brand Recognition:** Compared to Dubai and Abu Dhabi, Ras Al Khaimah struggles with international recognition, potentially hindering tourism and investment.
2. **Limited Entertainment Options:** Entertainment options may be limited compared to other emirates, potentially affecting some residents and tourists.



Opportunities:

1. **Logistics Hub:** Development as a logistics and transportation hub, leveraging its strategic location and port facilities.
2. **Adventure Tourism Development:** The emirate's diverse landscapes are perfect for adventure tourism, drawing hikers, mountain bikers, and thrill-seekers. Furthermore, Jebel Jais, the UAE's tallest peak at 1,934 meters, is home to the world's longest zipline, certified by Guinness World Records. The newly developed Al Marjan Island has also got diverse business potential for growth.

Threats:

1. **Economic Fluctuations:** Global economic downturns can impact the emirate's economy, particularly industries reliant on trade and investment.
2. **Competition from other Emirates:** Al Khaimah faces competition from other emirates like Dubai and Abu Dhabi for tourism, investment, and talent.

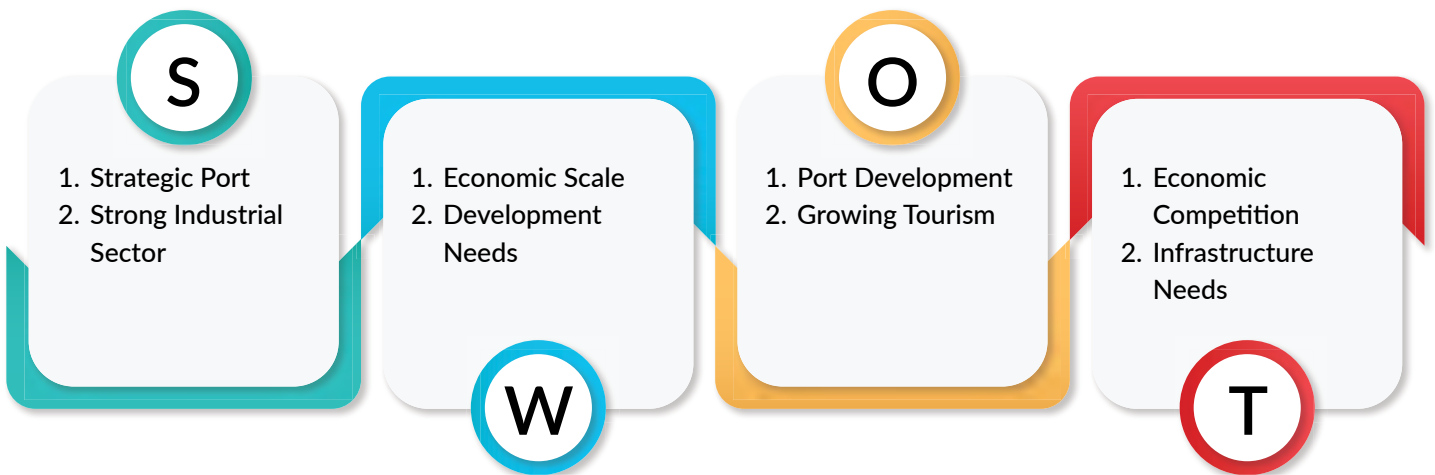
Fujairah

Strength:

1. **Strategic Port:** Fujairah lies on the Gulf of Oman, strategically positioned outside the Strait of Hormuz, a critical shipping lane. This strategic location makes it a vital port and a potential transshipment hub. Additionally, the Port of Fujairah has approved the addition of two more jetties to accommodate liquid bulk vessels. This expansion will increase handling capacity by approximately 20 million metric tons annually.
2. **Strong Industrial Sector:** The emirate's industrial zones attract businesses in sectors like oil bunkering, manufacturing, and mineral processing, diversifying its economy.

Weakness:

1. **Economic Scale:** Smaller economy compared to major emirates limits immediate investment opportunities.
2. **Development Needs:** Requires further infrastructure and economic development to reach its full potential.



Opportunities:

1. **Port Development:** Expansion of port facilities and maritime industries can enhance trade and economic growth.
2. **Growing Tourism:** Growth in eco-tourism and adventure tourism can attract niche markets and boost the local economy.

Threats:

1. **Competition from other Emirates:** Fujairah faces competition from other emirates like Dubai and Abu Dhabi for tourism, investment, and talent.
2. **Economic Fluctuations:** Global economic downturns could impact the emirate's economy, particularly industries reliant on trade and investment.



CHAPTER

06

UAE Free
Zones



What is a Free Zone?

Free zones in the UAE are special economic areas that provide customs duty benefits and tax concessions (subject to certain conditions) to investors, operating under their own unique rules and regulations. They are designed to attract foreign investment by offering 100% ownership to all nationalities and streamlined startup processes, labor and immigration procedures, and various legal services. Furthermore, establishing the Jebel Ali Free Zone in 1985 (being the first free zone) marked the inception of this transformative approach.

40%

Contribution to UAE's
total exports

45+

Free Zones in
United Arab Emirates

Benefits of UAE Free Zones for Foreign Investors



100% Foreign
Ownership



100% Repatriation of
Capital and Profits



Fast and Easy Business
Set-up Procedures



Developed Business
Communities



Numerous Options at
Competitive Costs



100% Exemption from
Corporate and Income Taxes



Easy Regional, Global
Market Access



100% Exemption from
Customs Duty



Modern and Sophisticated
Infrastructure

Major Free Zones in Dubai

1. Dubai Airport Free Zone (DAFZA)

Market Specialization: Aviation, Cosmetics, E-commerce, Agriculture, Food & beverages, Logistics, Tech and ICT, Jewellery, Mechanical engineering, Pharmaceuticals, Telecoms.

Permitted Licences: E-Commerce Licence, General Trading Licence, Industrial Licence, Service Licence, Trade Licence and Dual Licence with DED

Permitted Company Types: Branch of a Foreign or UAE Company, Free Zone Company (FZCO), and Public Limited Company (PLC)

2. Jebel Ali Free Zone (JAFZA)

Market Specialization: Agriculture, Aviation, Commodities, Energy, Food & beverages, Healthcare, Industrial, Logistics, Mechanical engineering, Packaging, Pharmaceuticals, Trade.

Permitted Licences: Trading Licence Industrial Licence Logistics Licence Services Licence

Permitted Company Types: Branch of a Foreign Company (Including Offshore company) Branch of a UAE Company FZCO PLC

3. Dubai Multi Commodities Centre (DMCC)

Market Specialization: Aviation, Commodities, Construction, E-commerce, Education, Energy, Financial services, Agriculture, Food & beverages, Logistics, Healthcare, Hospitality, Media, Tech and ICT, Trade

Permitted Licences: Trading Licence, Industrial Licence, Service Licence, Dual Licence with DET

Permitted Company Types: DMCC Company, Branch of a Foreign and UAE Company

4. Dubai Silicon Oasis (DSO)

Market Specialization: Construction, Education, Energy, Industrial, Tech and ICT, Real estate, Trade

Permitted Licences: Service Licence, Trading Licence, Industrial Licence, Special Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZCO), Branch of a Foreign and UAE Company

5. Meydan Free Zone

Market Specialization: Consultancy, Financial services, Trade



Permitted Licences: E-Commerce Licence, General Trading Licence, Industrial Licence, Service Licence, Trade Licence and Dual Licence with DED

Permitted Company Types: Branch of a Foreign or UAE Company, Free Zone Company (FZCO), and Public Limited Company (PLC)

6. Dubai Internet City (DIC)

Market Specialization: E-commerce, Tech and ICT, Telecoms

Permitted Licences: Commercial Licence

Permitted Company Types: Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years), Branch of a UAE Company including entities established in other UAE Free Zones, FZ LLC (single Shareholding).

7. Dubai Media City (DMC)

Market Specialization: E-commerce, Event management, Arts & Entertainment, Marketing, Media, Printing & publishing, Broadcasting, TV & film production

Permitted Licences: Commercial Licence

Permitted Company Types: Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years), Branch of a UAE Company including entities established in other UAE Free Zones, FZ LLC (single Shareholding), FZ LLC (Multiple Shareholding)

8. Dubai International Financial Centre (DIFC)

Market Specialization: Financial Services

Permitted Licences: Dual Licence with DET, Operating Licence for NPIO and Foundations,

Commercial Licence for Companies and Partnerships, Financial Services / Regulated Licence from Dubai Financial Services Authority (DFSA).

Permitted Company Types: Public Companies (PLC), Private Companies (LTD), and branch offices of preexisting foreign companies (Recognized Company). A party may also seek to transfer the incorporation of an existing company to the DIFC from another jurisdiction (Continued Company).

9. Dubai Healthcare City (DHC)

Market Specialization: Education, Healthcare

Permitted Licences: Commercial Licence

Permitted Company Types: FZ LLC, Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years), and Branch of a UAE Company including entities established in other UAE Free Zones.

10. Dubai South

Market Specialization: Aviation, E-commerce, Logistics, Real estate, Trade.

Permitted Licences: Aviation Licence, Logistic Licence, Industrial Licence, General Trading Licence, Education Licence, Trading Licence, Service Licence

Permitted Company Types: DWC LLC (Individual Shareholder), DWC LLC (Corporate Shareholder), and DWC Branch.

11. Dubai Knowledge Park (DKP)

Market Specialization: Consultancy, Education, Human resource management, Training & personal development.

Permitted Licences: Commercial Licence.

Permitted Company Types: FZ LCC, Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years), Branch of a UAE Company including entities established in other UAE Free Zones

12. Dubai Design District (D3)

Market Specialization: E-commerce, Fashion & design.

Permitted Licences: Commercial Licence, Dual Licence with Dubai Department of Economy and Tourism (DET).

Permitted Company Types: FZ LLC, Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years), and Branch of a UAE Company, including entities established in other UAE Free Zones

13. Dubai International Humanitarian City (IHC)

Market Specialization: Humanitarian

Permitted Licences: Non-profit Licence, Commercial Licence

Permitted Company Types: FZ – LLC, Branch of a Foreign Company, Branch of a UAE Company.

14. Dubai Science Park (DSP)

Market Specialization: Biotechnology
Permitted Licences: Commercial Licence

Permitted Company Types: FZ – LLC, Branch of a UAE Company including entities established in other UAE Free Zones, and Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years)

15. Dubai CommerCity

Market Specialization: E-commerce, Construction, Food & beverages, Education, Financial services, Manufacturing, Mining & quarrying, Insurance

Permitted Licences: Trade Licence Service Licence, Industrial Licence, eCommerce Licence, General Trading Licence, Dual Licence with DET

Permitted Company Types: Free Zone Company (FZCO), Branch of a Foreign and UAE Company.

16. Dubai International Academic City (DIAC)

Market Specialization: Education

Permitted Licences: Commercial Licence

Permitted Company Types: FZ LLC, Branch of a UAE Company including entities established in other UAE Free Zones, and Branch of a Foreign Company (parent company should be in existence for a minimum of 2 years).

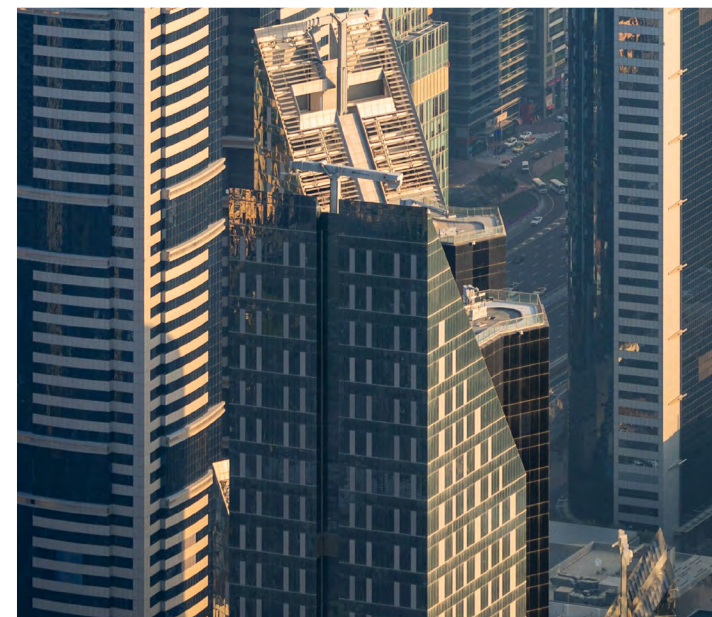
17. IFZA

Market Specialization: IT Services, E-Commerce, Fintech, and Technology.

Permitted Licences: Professional, commercial, industrial, consultancy, and service licences.

Permitted Company Types: Free zone establishment (FZE), free zone company (FZCO), branch of a foreign or local company.

Apart from the above-mentioned free zones, Dubai is also home to several other specialized free zones. These include Dubai Production City (formerly known as International Media Production Zone or IMPZ), Dubai Outsource City, Dubai Studio City, Dubai International Academic City (DIAC), Dubai Techno Park, Dubai Auto Zone, Dubai Flower Centre, Dubai Gold and Diamond Park, Dubai Industrial City, and Dubai Wholesale City (Dubai Industrial Park). Each of these free zones caters to a variety of industries, providing businesses with unique opportunities and incentives such as 100% foreign ownership, tax exemptions, and specialized infrastructure.



Major Free Zones in Abu Dhabi

1. Khalifa Industrial Zone Abu Dhabi (KIZAD)

Market Specialization: Manufacturing, logistics, Food Processing and trade

Permitted Licences: Trading Licence, manufacturing Licence, warehousing Licence, logistics, assembly, and more.

Permitted Company Types: Branch Company and Limited Liability Company

2. Masdar City Free Zone

Market Specialization: Clean technology and renewable energy

Permitted Licences: Research and development Licence, clean technology manufacturing Licence, and renewable energy Licence

Permitted Company Types: A free zone Limited Liability Company (LLC), A branch of a foreign or offshore company, and A branch of a UAE-based company

3. Abu Dhabi Airport Free Zone (ADAFZ)

Market Specialization: Aviation, aerospace, logistics, and travel-related businesses

Permitted Licences: Trading Licence, logistics Licence, aviation support services, travel agencies, and more

Permitted Company Types: Limited Liability Company (LLC), Branch of a Foreign Company, Representative Office

4. Abu Dhabi Global Market Free Zone (ADGM)

Market Specialization: Financial, Banking, and more

Permitted Licences: Banking, asset management, insurance, financial technology (fintech), consulting, and more

Permitted Company Types: Limited Liability Company (LLC), Branch of a Foreign Company, Representative Office Authority

5. Twofour54 Abu Dhabi (Media Free Zone Authority)

Market Specialization: Media & Entertainment

Permitted Licences: Film production, music production, television broadcasting, advertising, and more

Permitted Company Types: LLC, Branch of a Foreign Company

In addition to the aforementioned free zones, Abu Dhabi is home to other specialized free zones, such as the Industrial City of Abu Dhabi (ICAD) and the Higher Corporation for Specialized Economic Zones (ZonesCorp).



Major Free Zones in Sharjah

Sharjah hosts six strategically positioned free zones: Hamriyah Free Zone, SAIF Zone, SHAMS, SRTI Park, Sharjah Publishing City, and Sharjah Healthcare City. These zones are located in or near major transport hubs to efficiently meet investors' logistics needs.

1. Sharjah Airport International Free Zone (SAIF Zone)

Market Specialization: General trading, light manufacturing, industrial, and service sectors.

Permitted Licences: Commercial Licence, Trade Licence, and Industrial Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign or UAE Company.

2. Hamriyah Free Zone (HFZA)

Market Specialization: Heavy industry, manufacturing, logistics, petrochemicals, and oil & gas.

Permitted Licences: Industrial Licence, Commercial Licence, Service Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign and UAE Company.

3. Sharjah Media City (SHAMS)

Market Specialization: Media, creative industries, digital marketing, and information technology.

Permitted Licences: Media Licence, Service Licence, Wholesale & Retail Licence

Permitted Company Types: Shams LLC (Limited Liability Company) and Shams Branch (Branch of an existing company).

4. Sharjah Publishing City (SPC)

Market Specialization: Publishing & Allied Industries, and General Trading

Permitted Licences: Trading Licence, Commercial Licence, Services Licence, E-commerce Licence.

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZCO), Branch Office

5. Sharjah Healthcare City

Market Specialization: Healthcare and allied services

Permitted Licences: Healthcare License, Service License, Commercial License, and Industrial License

Permitted Company Types: Free Zone Limited Liability Company (FZ-LLC), Branch Office



Major Free Zones in Ras Al Khaimah

1. Ras Al Khaimah Economic Zone (RAKEZ)

Market Specialization: RAKEZ serves various sectors, including manufacturing, logistics, trading, Alcohol, Tobacco and services.

Permitted Licences: Trading Licence, Industrial Licence, Logistics Licence, and Services Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign Company, Branch of a UAE Company, Freelancer.

2. RAK Maritime City Free Zone

Market Specialization: Maritime services, logistics, trading, manufacturing

Permitted Licences: Trading Licence, industrial Licence, consultancy Licence, service Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign or UAE Company

3. RAK International Corporate Centre (RAK ICC)

Market Specialization: Corporate services, business consultancy, financial services

Permitted Licences: Consultancy Licence, business services Licence, financial services Licence

Permitted Company Types: International Business Companies (IBCs), Limited Liability Companies (LLCs), Branches

4. RAK Digital Assets Oasis (RAK DAO)

Market Specialization: Digital assets, blockchain, fintech, digital economy

Permitted Licences: Digital asset Licence, fintech Licence, blockchain Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign or UAE Company

5. RAK Media Free Zone

Market Specialization: Media, entertainment, advertising, production

Permitted Licences: Media Licence, production Licence, advertising Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign or UAE Company



Major Free Zones in Ajman

1. Ajman Free Zone (AFZ)

Market Specialization: Trading, industrial, services, IT, and e-commerce

Permitted Licences: Trading Licence, Industrial Licence, Professional Licence, E-commerce Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign and UAE Company.

2. Ajman Media City Free Zone

Market Specialization: Media, marketing, digital, and creative industries.

Permitted Licences: Media Licence, Trading Licence, Professional Licence, Freelancer Licence.

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign Company, Branch of a UAE Company, Freelancer.

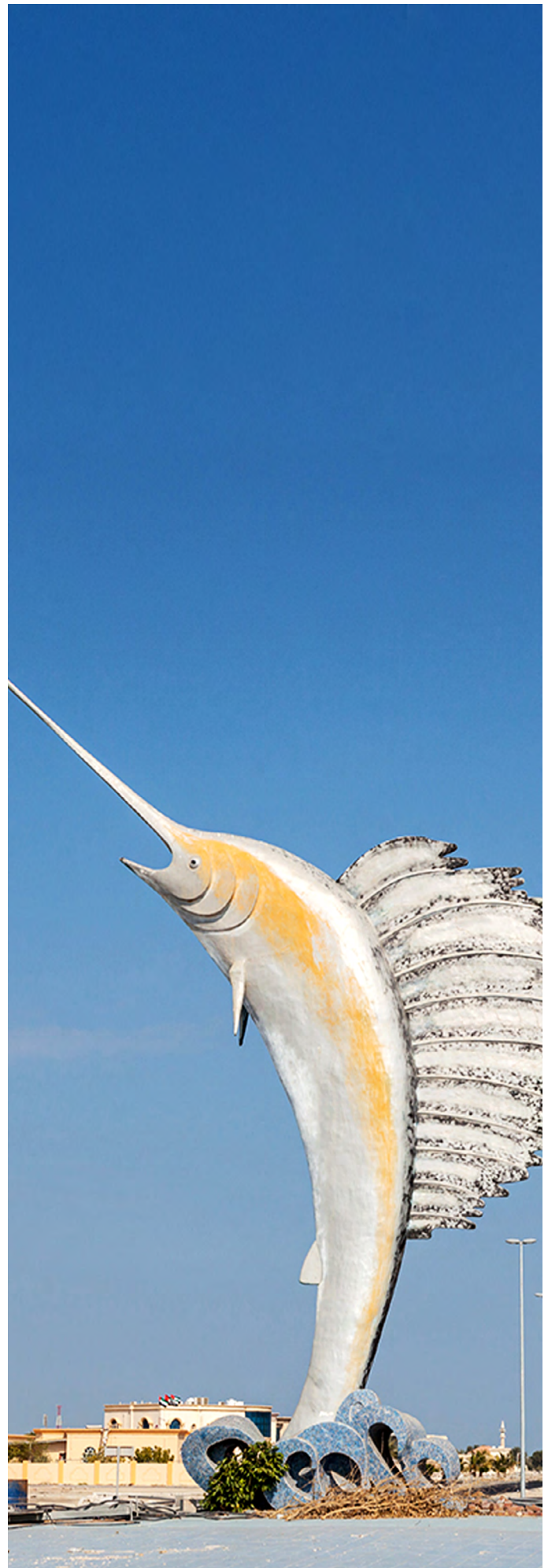
Major Free Zones in Umm Al-Quwain

1. Umm Al-Quwain Free Trade Zone (UAQ FTZ)

Market Specialization: UAQ FTZ caters to various industries, including trading, consultancy, technology, and services.

Permitted Licences: The UAQ Free Trade Zone provides licences for industrial activities, commercial trading, general trading, freelance work, and other industrial purposes.

Permitted Company Types: Free Zone Establishment (FZE,) Free Zone Company (FZC), Branch of a Foreign or UAE Company.



Major Free Zones in Fujairah

1. Fujairah Free Zone (FFZ)

Market Specialization: Media, Trading, industrial, services, and e-commerce

Permitted Licences: Media Licence, Professional Licence, and E-commerce Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign or UAE Company.

2. Fujairah Creative City (FCC)

Market Specialization: This zone targets media, entertainment, and creative industries.

Permitted Licences: Service Licence, Consultancy Licence, and Commercial Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign Company, Branch of a UAE Company, Freelancer.

3. Fujairah Oil Industry Zone (FOIZ)

Market Specialization: Oil and gas, petrochemicals, energy

Permitted Licences: Oil trading Licence, industrial Licence, energy services Licence

Permitted Company Types: Free Zone Establishment (FZE), Free Zone Company (FZC), Branch of a Foreign Company, Branch of a UAE Company, Freelancer.



SWOT Analysis of leading free zones in UAE

JAFZA SWOT Analysis

Strength:

- 1. Strategic Location:** Jebel Ali in Dubai provides seamless sea, air, and land access to the Arabian Gulf, Indian Subcontinent, CIS, and Africa. DP World UAE Region offers top-tier connectivity with 80 weekly services to 140 global ports, daily regional sailings, and 2–3-day road transit.
- 2. World-Class Infrastructure:** DP World's Jebel Ali Free Zone (JAFZA) has upgraded its roads and infrastructure over the last five years, investing approximately USD 680 million in sustainable developments and major construction works to offer top-notch facilities and amenities.

Weakness:

- 1. High Competition:** The popularity of JAFZA has led to intense competition among businesses. Notably, the number of Indian companies setting up in JAFZA increased by 28% in 2023 compared to 2022.
- 2. Limited Diversification:** JAFZA's business environment is predominantly dependent on the logistics, manufacturing, and trade sectors. This reliance makes the free zone susceptible to economic fluctuations specific to these industries.



Opportunities:

- 1. New Sectors:** JAFZA is seeing growth in several emerging sectors, including technology, oil and gas, and food and agriculture.
- 2. Multinational Corporations:** Its strategic advantages make JAFZA an attractive location for multinational corporations seeking to expand their operations in the Middle East and beyond.

Threats:

- 1. Economic Downturns:** Global economic fluctuations, such as recessions or economic downturns, can significantly impact JAFZA's performance. During periods of economic uncertainty, businesses within JAFZA may experience reduced demand for goods and services, leading to lower trade volumes and decreased revenue.
- 2. Regulatory Changes:** Shifts in regulations may affect business operations.

Dubai Multi Commodities Centre SWOT Analysis

Strength:

- 1. Global Business Hub:** DMCC is a global hub for business, trade, and commerce, home to over 24,000 companies, from start-ups to multinational corporations. It features 87 residential and commercial towers and contributes to approximately 11% of Dubai's FDI.
- 2. Business-Friendly Environment:** The free zone offers numerous incentives such as 100% foreign ownership, zero corporate (qualifying activities) and personal income taxes, and full repatriation of profits.

Weakness:

- 1. High Operational Costs:** The high cost of operating in Dubai, including expensive rentals, utilities, and living expenses, can deter some businesses, particularly small and medium-sized enterprises.
- 2. Dependency on Key Commodities:** DMCC's heavy reliance on specific commodities such as gold and diamonds can lead to vulnerability due to market volatility and price fluctuations in these sectors.



Opportunities:

- 1. Potential in Gaming & A.I:** Gaming and AI are booming in DMCC, with the gaming center doubling in size in 2024 and reaching nearly 100 members.
- 2. Emerging Technology & sector:** Sustainability is a growing priority, and DMCC actively supports green technology and sustainable practices. Furthermore, the energy sector is thriving, with over 460 new companies joining in 2023, including renewable energy companies, bringing the total energy sector membership to over 3,230.

Threats:

- 1. Increasing Competition:** The increasing competition from other free zones within the UAE and the GCC region with competitive advantages in cost, infrastructure, and regulatory environment, may attract potential businesses away from DMCC and threaten its growth.
- 2. Commodity Price Fluctuations:** Significant changes in the prices of key commodities such as gold, diamonds, and other precious metals can affect the profitability of businesses operating in DMCC.

Ras Al Khaimah Economic Zone SWOT Analysis

Strength:

1. **Cost-Effectiveness** : RAKEZ offers competitive operational costs, including low licensing fees and minimal corporate tax (qualifying activities), making it an attractive option for businesses seeking a budget-friendly location.
2. **Strategic Location & Government Support:** Situated near major transportation hubs and bordering Oman, RAKEZ offers excellent connectivity for regional and international trade. Additionally, the Emirate of Ras Al Khaimah actively supports businesses within RAKEZ by fostering a pro-business environment and providing incentives such as the RAK Government's economic stimulus package.

Weakness:

1. **Limited Brand Recognition:** Compared to free zones in Dubai or Abu Dhabi, RAKEZ may have lower brand recognition globally, potentially hindering initial investment.
2. **Distance from Major City Centers:** While strategically located, RAKEZ might be farther from major city centers than some free zones, while some businesses might consider a drawback.



Opportunities:

1. **E-Commerce growth:** The e-commerce market has rapidly grown across the UAE, and RAKEZ is no exception. To attract e-commerce companies, Ras Al Khaimah Economic Zone (RAKEZ) offers a comprehensive package, further strengthening the sector's growth.
2. **Development in EV Ecosystem:** Statevolt plans to establish a new USD 3.2 billion battery cell gigafactory in Ras Al Khaimah, with a projected annual production capacity of up to 40 GWh. This investment aims to boost manufacturing and advance the electric vehicle (EV) ecosystem.

Threats:

1. **Competition from Other Free Zones:** RAKEZ faces competition from well-established free zones in Dubai and Abu Dhabi, which offer similar benefits and might have a stronger global presence.
2. **Recessions & Slowdowns:** Global economic recessions or slowdowns can dampen investor confidence, causing potential investors to be more cautious about committing capital to new or existing ventures in RAKEZ.

Hamriyah Free Zone SWOT Analysis

Strength:

- 1. Easy Access :** Located near Dubai and Sharjah International Airports, along with Hamriyah Port, Hamariya Free Zone provides convenient and effective access to global markets, making it an ideal location for businesses to thrive.
- 2. Extensive Port Facilities:** Hamriyah Free Zone boasts access to extensive port facilities, including two container terminals, two general cargo berths, and specialized handling for petrochemicals and LPG. The main port features a 14-meter deep water port and a 7-meter deep inner harbor, ensuring efficient logistics handling for key industries such as oil & gas, metal, and others.

Weakness:

- 1. Limited Entertainment Options:** As primarily an industrial zone, HFZA might offer fewer entertainment options for employees than free zones in major cities.
- 2. Limited Focus on Non-Industrial Sectors:** While HFZA excels in industrial sectors, it might not be as attractive for businesses in areas like technology or finance as free zones with a broader focus.



Opportunities:

- 1. Growth of Specific Industries:** Hamriyah Free Zone would capitalize on the growth of specific industries, such as petrochemicals, oil and gas, and logistics, by offering targeted incentives and developing infrastructure.
- 2. E-commerce & Supply Chain Integration:** HFZA can leverage its logistics capabilities to attract e-commerce businesses and offer services for warehousing, fulfillment, and regional distribution.

Threats:

- 1. Fluctuations in Oil Prices:** Fluctuations in oil prices could have a ripple effect on businesses within HFZA, especially those in energy-intensive industries.
- 2. Competition from Other Free Zones:** HFZA faces competition from other industrial free zones in the UAE and neighboring regions, all vying for similar industrial investments.

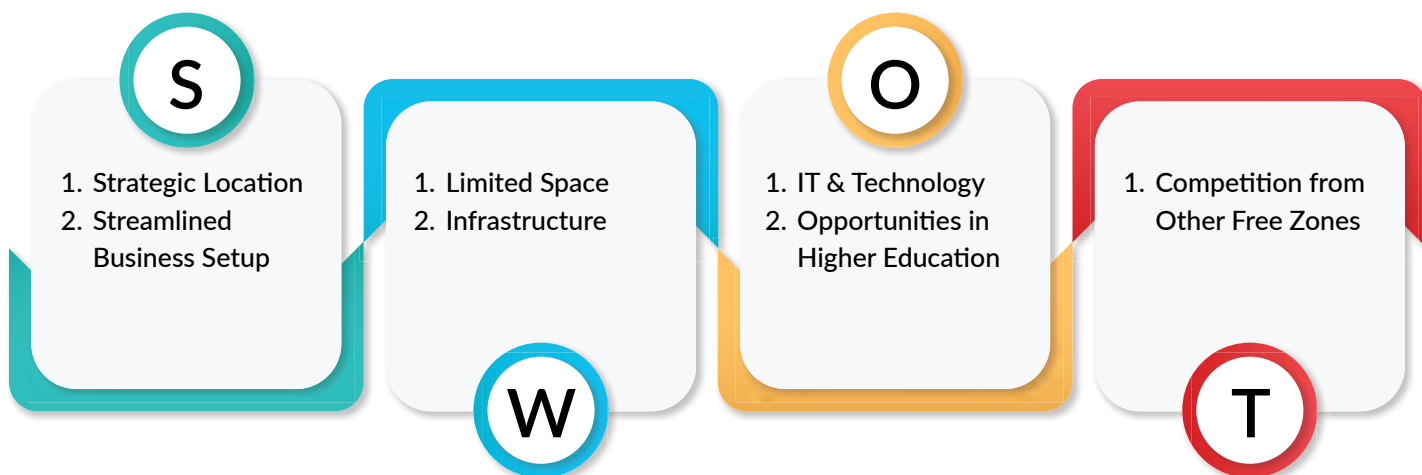
Ajman Free Zone SWOT Analysis

Strength:

- 1. Strategic Location:** Ajman Free Zone is strategically located near Ajman Port, Dubai, and Sharjah Airports, making it a prime location to set up a business, which benefits from excellent connectivity, streamlined logistics, and access to key markets.
- 2. Streamlined Business Setup:** In 2021, the AFZ achieved 100% automation and digitization of its services, processing over 240,000 e-transactions via its five-star-rated Customer Portal for government digital services. This advancement enables a fast and efficient business setup process, minimizing delays and administrative burdens for companies.

Weakness:

- 1. Limited Space:** As a smaller free zone than others in the UAE, there is less space for expansion and large-scale operations, hindering its growth in the coming years.
- 2. Infrastructure:** Although improving, the infrastructure in Ajman may not be as advanced or extensive as other free zones such as DMCC and JAFZA.



Opportunities:

- 1. IT & Ecommerce:** In 2023, the free zone saw nearly 5,000 new company registrations, primarily SMEs in IT, digital, consultancies, marketing, freelancing, industry, storage, and BPO sectors. To support this growth, new academic clusters and BPO hubs are also being planned.
- 2. Opportunities in Higher Education:** In 2024, the Ministry of Education (MoE) and Ajman Free Zone signed a memorandum of understanding (MoU) to licence higher education institutions (HEIs) in Ajman. This initiative aims to enhance educational opportunities, attract educational investments, and foster a thriving educational business environment in the region.

Threats:

- 1. Competition from Other Free Zones:** The growing competition from neighboring free zones, such as Hamriyah Free Zone, could divert potential businesses away from Ajman Free Zone.

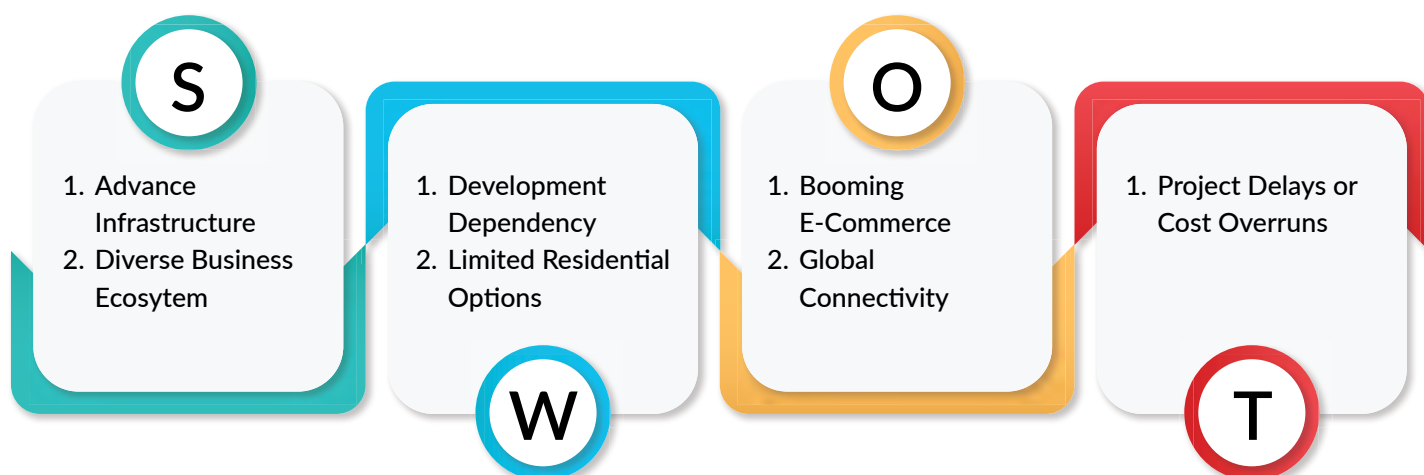
Dubai South Free Zone SWOT Analysis

Strength:

1. **Advance Infrastructure:** Modern and well-developed infrastructure, including state-of-the-art facilities for businesses across various sectors such as infrastructure ready plots for development, flexible warehousing solutions, and multimodal transportation network.
2. **Diverse Business Ecosystem:** Dubai South Free Zone offers exceptional customer service and streamlined business setup processes, creating a cohesive environment where companies can operate effectively within a dynamic free zone setting.

Weakness:

1. **Development Dependency:** The success of the Dubai South is heavily dependent on the full operational readiness of Al Maktoum International Airport, which is currently undergoing development, with the first phase projected to be operational by 2034.
2. **Limited Residential Options:** Currently, residential options within Dubai South might be limited, potentially affecting the availability of local talent or attracting employees seeking a work-live environment.



Opportunities:

1. **Booming E-commerce:** Dubai South could capitalize on the booming e-commerce sector by offering fulfillment centers, streamlined customs procedures, and services tailored for online businesses.
2. **Global Connectivity:** It has the potential to become a key global hub for trade and business, leveraging its strategic location and integrated infrastructure.

Threats:

1. **Project Delays or Cost Overruns:** Large-scale infrastructure projects in Dubai South, like Al Maktoum International Airport, are prone to delays or cost overruns, which can affect budgets and potentially discourage potential investors.

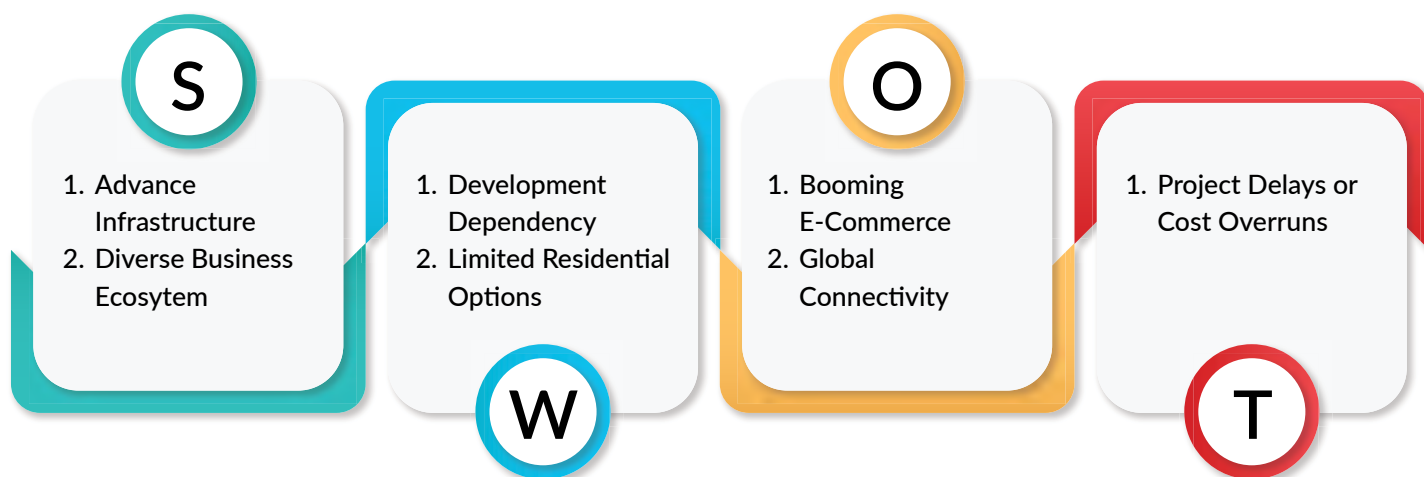
KEZAD SWOT Analysis

Strength:

- 1. Strategic Location:** Khalifa Economic Zone Abu Dhabi (KEZAD) boasts a prime location between Dubai and Abu Dhabi, offering easy access to major transportation hubs like Khalifa Port, the world's first semi-automated container port. This facilitates efficient import, export, and regional distribution.
- 2. Access to Skilled Workforce:** Abu Dhabi's diverse workforce benefits KEZAD by easing the recruitment of qualified personnel. KEZAD also partners with educational institutions to offer specialized programs, ensuring a steady supply of skilled workers.

Weakness:

- 1. Dependency on Oil:** The Abu Dhabi economy still relies heavily on oil and gas. Economic diversification within KEZAD can mitigate the impact of potential fluctuations in these sectors.
- 2. Newer Development:** Compared to established free zones, KEZAD is a relatively new development. Potential investors might require more evidence of its long-term success.



Opportunities:

- 1. Growth of Non-Oil Sectors:** The UAE's focus on economic diversification presents significant opportunities for KEZAD to attract businesses in emerging sectors such as manufacturing, food processing, renewable energy, and tourism. Additionally, UAE-based Titan Lithium has signed an agreement to set up a \$1.36 billion lithium processing plant.
- 2. Investment in Warehousing:** KEZAD has significantly invested in warehousing infrastructure to bolster its industrial and logistics activities. This includes adding 250,000 square meters of new warehousing capacity, with a total investment of USD 169 million.

Threats:

- 1. Geopolitical Instability:** The region could be subject to geopolitical tensions. KEZAD must mitigate these risks by highlighting its stability and secure operating environment.
- 2. Fluctuations in Oil Prices:** Oil price volatility can impact the broader UAE economy, potentially affecting business activity within KEZAD.

RAK ICC SWOT Analysis

Strength:

- 1. Premium Positioning & Reputation:** RAK ICC has positioned itself as a premium international jurisdiction by offering a full suite of offshore services that are competitive with those of other global jurisdictions.
- 2. Global Reach & Flexible Services:** RAK ICC's network of UAE Registered Agents, many with international reach, ensures a global presence while offering flexible business models, including international trade, investment, holding, and securitization options for shareholders.

Weakness:

- 1. Lesser Global Brand Recognition:** Despite its advantages, RAK ICC may not be as globally recognized as other jurisdictions like Ajman Free Zone and JAFZA, which are more prominent among investors.
- 2. Limited Focus on Local Market:** The nature of International Business Companies (IBCs), which operate outside of the UAE, may limit their ability to engage directly with local markets, possibly deterring investors looking for UAE-based opportunities.



Opportunities:

- 1. Increased Demand for Offshore Services and Re-domiciliation:** With evolving client priorities and the need for high-quality, well-regulated jurisdictions, RAK ICC is witnessing more companies migrating from traditional offshore centers. This trend offers growth potential for RAK ICC, especially with its compliance with ESR.
- 2. Expansion Into New Markets:** RAK ICC can expand into high-growth markets such as China and the Far East, building on its established presence in Shanghai and targeting businesses shifting away from Caribbean jurisdictions.

Threats:

- 1. Competition from other Free Zones:** RAK ICC faces strong competition from UAE free zones like Ajman Free Zone, and JAFZA, which also offers offshore services at competitive costs. This competition may limit RAK ICC's ability to attract international businesses, particularly those seeking local market access and advanced infrastructure.

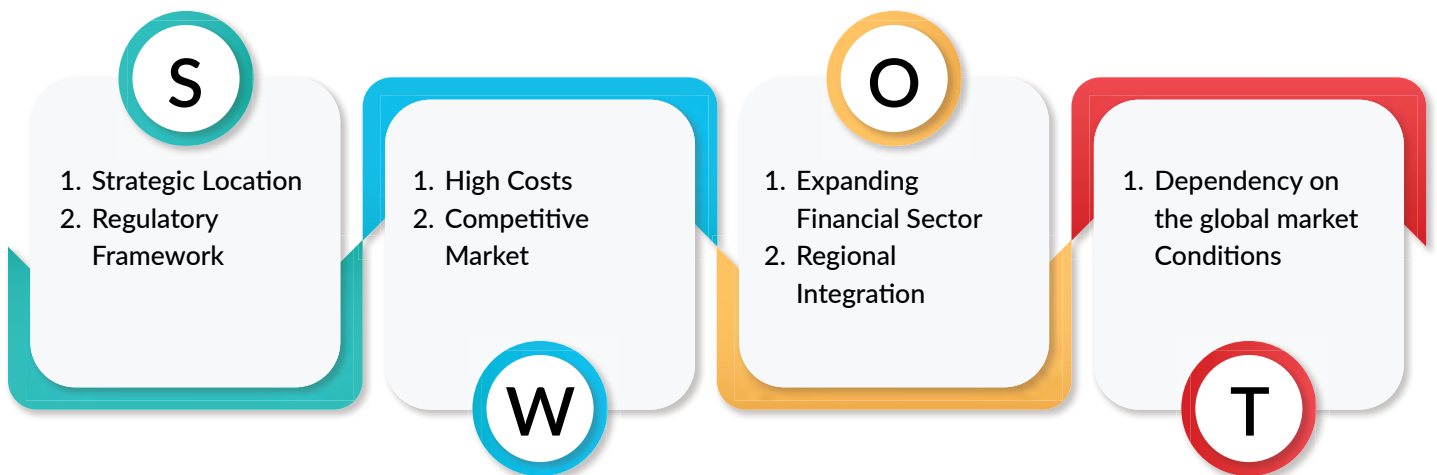
Abu Dhabi Global Market (ADGM) SWOT Analysis

Strength:

- 1. Strategic Location:** ADGM is in the heart of the Middle East, providing easy access to Eastern and Western markets. This geographical advantage is a cornerstone of its appeal.
- 2. Regulatory Framework:** ADGM has created a strong, internationally aligned regulatory framework that supports a favorable business environment. According to a recent survey of the ADGM community, 21.35% of respondents value the robust regulatory environment, while 19.66% highlight its strategic location as a gateway to the MEASA region.

Weakness:

- 1. High Costs:** Operating within ADGM can involve high costs related to office space, legal compliance, and other regulatory requirements, which may deter smaller enterprises or startups.
- 2. Competitive Market:** Other free zones and financial centers in the UAE, such as DIFC, create intense competition for businesses seeking a base in the region.



Opportunities:

- 1. Expanding Financial Sector:** Emerging sectors such as fintech, blockchain, and digital assets have growth potential, presenting opportunities for ADGM to attract innovative firms.
- 2. Regional Integration:** Increased economic integration within the GCC and broader Middle Eastern region can drive demand for ADGM's services and enhance its role as a regional financial hub.

Threats:

- 1. Dependency on Global Market Conditions:** As a financial hub, ADGM's performance could be influenced by global economic fluctuations and market conditions.

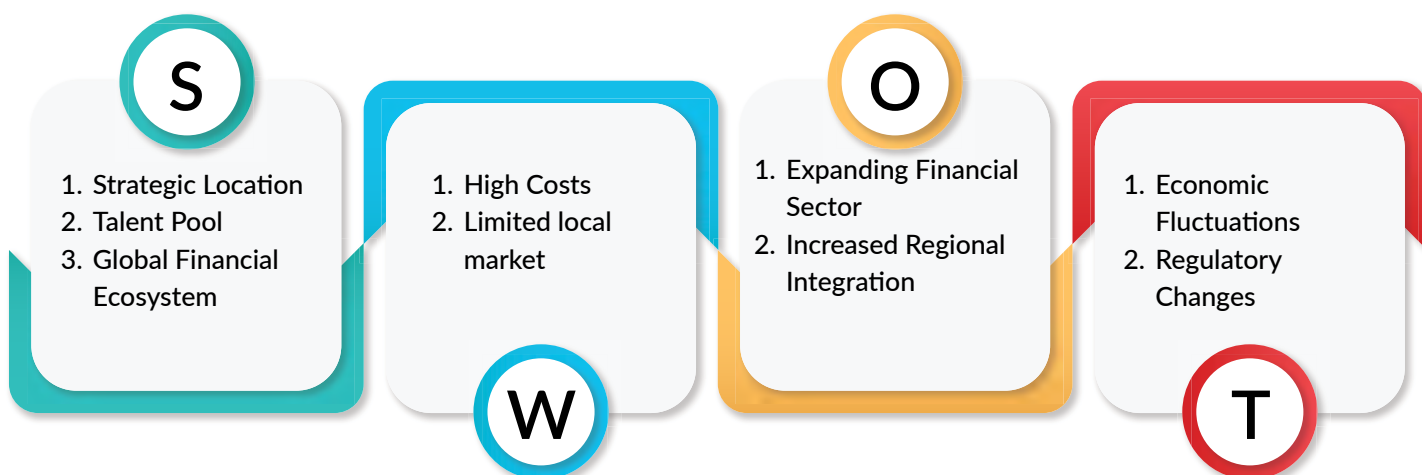
Dubai International Finance Centre (DIFC) SWOT Analysis

Strength:

- 1. Strategic Location:** Situated in the heart of Dubai, a global business and financial hub, DIFC benefits from excellent connectivity and access to a diverse talent pool.
- 2. Global Financial Ecosystem:** The centre hosts a diverse range of financial services, including banking, asset management, insurance, and legal services, fostering a comprehensive financial ecosystem.
- 3. Talent Pool:** DIFC attracts diverse skilled professionals worldwide, creating a dynamic and competitive business environment.

Weakness:

- 1. High Costs:** Setting up and operating within DIFC could be high, including office space rentals and service fees, which might be a barrier for smaller businesses or startups.
- 2. Limited Local Market:** DIFC's focus on international business might limit its engagement with the local market, potentially affecting its growth in domestic financial activities.



Opportunities:

- 1. Expansion of Financial Services:** There is potential for expanding into new financial services and technologies, such as fintech, blockchain, and digital banking.
- 2. Increased Regional Integration:** Strengthening ties with regional markets and investment hubs can boost DIFC's role as a gateway for capital flows and business opportunities.

Threats:

- 1. Economic Fluctuations:** Global economic instability or downturns can impact the financial sector and DIFC's business activities.
- 2. Regulatory Changes:** Changes in international regulations or financial standards could affect DIFC's operational model or attractiveness to foreign investors.

Umm Al Quwain (UAQ) Free Zone SWOT Analysis

Strength:

1. **Strategic Location:** UAQ benefits from its coastal position, providing access to the Arabian Gulf and the Gulf of Oman. This strategic location is advantageous for trade and transportation.
2. **Strong Tourism:** The emirate has invested in developing its tourism infrastructure, including beaches, resorts, and recreational facilities, attracting domestic and international tourists.
3. **Cost-Effective Business Environment:** Compared to some other emirates, UAQ offers lower operational costs, making it an attractive destination for businesses.

Weakness:

1. **Smaller Population:** Compared to other emirates, UAQ has a smaller population, which can limit the local market size.
2. **Limited Infrastructure:** While improving, UAQ's infrastructure might still have gaps compared to larger emirates like Dubai or Abu Dhabi.



Opportunities:

1. **Tourism Expansion:** There is potential to further develop the tourism sector by focusing on niche segments like eco-tourism, adventure tourism, and family tourism.
2. **Real Estate Development:** The real estate sector has potential for growth, especially in the mid-market segment, which caters to both residents and tourists.

Threats:

1. **Competition from Other Emirates:** Competition from neighboring emirates for investments, tourists, and businesses can be challenging.
2. **Economic Fluctuations:** Global economic downturns can impact UAQ's economy, particularly in sectors like tourism and trade.

Dubai CommerCity SWOT Analysis

Strength:

1. **Robust Infrastructure:** Equipped with state-of-the-art infrastructure, including warehouses, logistics facilities, and high-speed internet, supporting e-commerce operations.
2. **Regulatory Framework:** Provides a supportive regulatory environment for e-commerce businesses, including customs procedures and licensing.
3. **Talent Pool:** Access to a skilled workforce with e-commerce, logistics, and technology expertise.

Weakness:

1. **Market Maturity:** The e-commerce ecosystem in Dubai is still developing compared to mature markets like the US or China.
2. **Real Estate Costs:** Commercial real estate costs within Dubai CommerCity might be relatively higher than other locations.



Opportunities:

1. **E-commerce Growth:** The growing e-commerce market in the MENA region presents significant growth opportunities for businesses in Dubai CommerCity.
2. **Cross-Border Trade:** Strategically located to facilitate cross-border trade and serve as a regional distribution hub.

Threats:

1. **Economic Downturns:** Global economic fluctuations can impact consumer spending and e-commerce growth.
2. **Cybersecurity Risks:** E-commerce businesses face increasing cybersecurity threats, requiring robust protection measures.

IFZA SWOT Analysis

Strength:

1. **Global Connectivity:** Dubai has a multi-national community that allows you to connect with a global business community.
2. **Regulatory Framework:** IFZA allow you to undertake various business activities.
3. **Time-efficient and Simple Registration Process:** The entire process of obtaining a licence is fairly swift and easy. The investors also conveniently access IFZA's business formation and administration services.

Weakness:

1. **Limited Brand Recognition:** Compared to free zones in Dubai or Abu Dhabi, IFZA may have lower global recognition, potentially hindering initial investment.
2. **Limited Infrastructure in Some Areas:** While infrastructure is developing, some areas within IFZA might not be as advanced as other free zones.



Opportunities:

1. **Focus on Digital Transformation:** Increasing demand for digital solutions and technological advancements can drive innovation and expansion.
2. **Diversification:** Potential to attract businesses from various sectors, including tech, logistics, and retail, expanding the free zone's market presence.

Threats:

1. **Market Volatility:** Economic fluctuations and instability can impact business performance and investment attractiveness.
2. **Technological Disruptions:** Rapid technological changes and disruptions in the e-commerce sector may challenge businesses to keep up.

Meydan Free Zone SWOT Analysis

Strength:

- 1. Strategic Location:** Meydan Free Zone is ideally situated in Dubai, just 15 minutes from the International Airport and Dubai Ports and 12 minutes from downtown. Its prime location offers excellent global connectivity and easy access to key landmarks.
- 2. Diverse Business Activities:** The free zone supports various business activities, including trading, logistics, and services, catering to various industries.
- 3. Proximity to Major Developments:** It is near key developments such as Meydan City and the Dubai World Trade Centre, which can provide additional business opportunities and synergies.

Weakness:

- 1. Relatively New Free Zone:** Compared to well-established free zones like Jebel Ali and Dubai International Financial Centre (DIFC), the Meydan Free Zone is relatively new. This might limit its brand recognition.
- 2. Limited Industrial Focus:** Meydan Free Zone might have a narrower focus on specific businesses compared to other free zones that offer a broader range of business activities.



Opportunities:

- 1. Focus on Lifestyle and Entertainment:** Meydan Free Zone's emphasis on luxury living, hospitality, and entertainment creates a unique selling point and attracts a specific clientele.
- 2. Development of Residential and Commercial Properties:** Creating a mixed-use environment with residential and commercial spaces can enhance the free zone's appeal.

Threats:

- 1. Competition from Other Free Zones:** Competition from established free zones within Dubai and the region might pose challenges.
- 2. Regulatory Changes:** Changes in government policies and regulations can impact the business environment within the free zone.



CHAPTER

07

UAE Offshore
Jurisdiction



The United Arab Emirates (UAE) has emerged as a dynamic and alluring landscape for global enterprises seeking strategic expansion and operational efficiency. Beyond its iconic skyscrapers and luxurious lifestyle, the UAE offers a compelling blend of economic stability, world-class infrastructure, and a business-friendly environment that has captivated investors worldwide. One of the most prominent avenues for such ventures is the UAE's thriving offshore industry, which provides fertile ground for investors to protect their global investments with confidentiality. This chapter will delve into the UAE's most sought-after offshoring destinations, highlighting their unique advantages and the opportunities they present for global entities.

What is Offshore Jurisdiction?

An offshore jurisdiction refers to a territory that offers favorable financial, legal, and tax advantages for foreign businesses and individuals. These jurisdictions typically have low or zero tax rates, flexible regulations, and privacy protections. Offshore jurisdictions are commonly used for asset protection, tax planning, and maintaining confidentiality.



UAE's Dedicated Offshore Destinations

The UAE offers three offshore Jurisdictions, each catering to specific business needs and preferences.

Ras Al Khaimah International Corporate Centre (RAK ICC):

- A cost-effective and efficient option for businesses seeking a streamlined incorporation process, minimal reporting requirements, and a flexible corporate structure.
- Attracts a wide range of industries, from Crypto, Family offices, trading and consulting to technology and media. It is primarily used as holding company jurisdiction, wealth management and tax planning.
- RAK ICC offers a supportive environment for businesses of all sizes, with a focus on providing exceptional customer service and administrative efficiency.
- Tax Advantages: RAK ICC offers zero corporate, income, and capital gains taxes, making it an attractive option for businesses seeking tax efficiency and cost-effective international structuring.
- Confidentiality: RAK ICC provides strong privacy protection for company owners and directors, with no public disclosure of beneficial ownership, ensuring confidentiality and asset protection for international investors.
- Flexibility and Global Reach: RAK ICC allows 100% foreign ownership, flexible corporate structuring, and access to international markets without residency requirements, catering to global entrepreneurs and investors seeking efficient operations.

Jebel Ali Free Zone Offshore (JAFZA Offshore):

Established in 2003, JAFZA Offshore offers a flexible offshore company formation environment with various benefits, including:

1. **Tax Benefits:** Companies registered in JAFZA Offshore enjoy zero corporate tax, income tax, and capital gains tax, offering an advantageous tax regime for international business.
2. **Full Foreign Ownership:** Offshore companies can be fully owned by foreign nationals or corporations, making it a suitable option for global investors.
3. **Privacy:** JAFZA Offshore provides a high level of confidentiality, with no public disclosure of shareholders or directors, protecting the privacy of business owners.

JAFZA Offshore is often used for holding companies, international trading, asset protection, and property ownership in the UAE.

Ajman Free Zone Offshore:

Ajman Offshore was established to offer companies and investors a flexible and cost-effective solution for offshore business formation. It offers various benefits, including:

1. **Tax Benefits:** Ajman Offshore companies are exempt from corporate tax, income tax, and value-added tax (VAT), making it appealing for international tax planning.
2. **Full Foreign Ownership:** Offshore companies in Ajman can be 100% owned by foreign nationals or corporations, without the need for a local sponsor.
3. **Confidentiality:** Ajman Offshore provides privacy to its shareholders and directors, with minimal public disclosure requirements, protecting business confidentiality.

Ajman Offshore is mainly used for international business, holding companies, asset protection, and global trading.





CHAPTER

08

Mainland,
Free Zone,
or Offshore:-
Business Setup

A photograph of a business meeting in a modern office. A man in a dark blue suit is shaking hands with a man in a white thobe and ghutra. A woman in a black blazer and white shirt stands between them, looking on. Another man in a white thobe and ghutra is visible on the left, and a woman in a dark suit is on the right. The background shows a bright window with a view of a city skyline. The entire image has a blue overlay.

UAE Mainland

Operating within the UAE mainland presents a compelling opportunity for businesses seeking access to the nation's domestic market. This includes engaging with government entities, local consumers, and potential customers. However, this option comes with specific requirements that set it apart from other business setups in the UAE.

According to the new Law, you do not require a sponsor to establish a company in UAE mainland. Earlier, one of the defining features of UAE mainland operations was the stipulation that a local Emirati partner must own at least 51% of the business, which is not the case now for most business sectors and activities.

Nevertheless, conducting business in the UAE mainland necessitates strict adherence to local labor laws and regulatory complexities. These regulations can encompass a wide range of aspects, including employment practices, licensing, permits, and trade restrictions. Navigating this regulatory landscape can be intricate, and it often requires engaging legal and consulting services to ensure full compliance while also optimizing business operations.

How to start business in the mainland

Step 1

Identify the nature of Business to identify the type of Trade Licence required.

- Sole Establishment
- Branch of GCC company
- Civil Company
- Branch of Local Company
- Limited Liability Company
- Holding company
- Public Joint Stock Company
- Representative office of Foreign Company
- Private Joint Stock Company

Step 2

Determine the structure of your business which will depend on your needs and will further determine regulatory requirements for the chosen entity structure. The entity structure generally available for business in mainland are:



Step 3

Register the unique Trade Name subject to certain conditions, which will be approved by the Department of Economy & Tourism and UAE Ministry of Economy. These trade names are subject to renewal. Here you must also determine which kind of trade licence you shall require i.e. Professional Trade Licence, Commercial trade licence or Industrial trade licence or a Tourism trade licence in certain emirates such as Dubai.

Step 4

This step involves no objection from UAE government for your business through an approval from Department of Economic Development (DED).

Step 5

MOA and Local Service Agent For civil companies, limited liability companies, and public or private shareholding companies, a Memorandum of Association (MOA) is required. Additionally, a local service agent is required for sole proprietorships.

Step 6

Choosing Business Location & Ejari (Tenancy Agreement): Mainland authorities require business to have a physical office as per the conditions & regulations of the emirate in which such office is located. The Tenancy agreement of the office or warehouse should be registered through the emirates Ejari Portal.

Step 7

Additional approvals may be required depending on your business activity from relevant ministries or departments such as ministry of interior, ministry of justice, ministry of telecommunication and digital governmental authority, Executive Council, Municipal Authorities, Ministry of Finance and industry, Ministry of Health, Supreme Petroleum council etc.

Step 8

This step involves submission of all the above documents to the Department of Economic Development.

Step 9

In Mainland the company must be registered with emirates' chamber of commerce and industry, for example Dubai Chamber of Commerce and Industry.

Step 10

Establishment Card

The Entity shall require obtaining the Establishment Card through filing an application along with set of documents with designated center.

Documents required

- Copy of Trade Licence
- Copy of Ejari (Rent Deed)
- Copy of MOA of UAE Entity
- Copy of Charter Document of Parent Company, if any.
- Copy of Passport along passport Size Photo

Please Note: Documents may be required to be attested from Dubai Embassy and Ministry of external Affairs of Home Country followed by Ministry of Foreign Affairs in Dubai.

Step 11

Emirates ID & Visa

Apply for Residence Visas: Submit your trade licence, passport copies, and other required documents. Once approved, you'll get your residence visa.

Obtain Emirate ID:

- **Medical Check-up:** Complete a medical fitness test.
- **Biometrics:** Provide biometric data (fingerprints and photo).
- **Submit Documents:** Hand in your residence visa, passport, and medical results

Step 12

The necessary application shall be filed with the designated Center for obtaining of Labor card and E signature Card.

- Documents required
- Copy of Trade Licence
- Copy of Establishment Card
- Copy of Ejari
- Copy of MOA of UAE Entity
- Copy of Charter Document of Parent Company, if any.
- Copy of Passport of Investors along passport Size Photo
- Emirates ID of investors in Original to be placed

An agreement shall be required to be executed between the Company and employee and shall be reported through designated center. Post opening of Bank Account directions be given to the Bank for processing of Salary of an Employee through Wage Protection System (WPS).

Step 13

Bank Account Opening

In UAE, there are two different kinds of bank accounts: digital and traditional.

- The first step in the process is selecting an appropriate bank.
- Submission of relevant company set up related documentation, including the Authorized Signatory's KYC and trade Licence.
- Completion of Biometric KYC. (if required)
- Opening a bank account after the examination of all documents.
- Minimum balance transfers to the bank account. (if required)

Please Note: Each bank has its own rules and regulations.

Step 14

Corporate Tax Registration & VAT Registration

Under the Federal Decree Law 47, as mandated by the Federal Tax Authority (FTA), all entities subject to corporate tax must obtain a Corporate Tax Registration Number.

The online application shall require to be submitted through a government portal.

VAT Registration: Subject to certain conditions VAT registration is required.





UAE Free Zone

Free zones within the UAE offer an enticing proposition for businesses, especially those with a focus on international trade and specific industries. These zones are meticulously designed to attract foreign investment, providing a host of advantages to enterprises that set up shop within them.

There are two types of Free zones for VAT purposes i.e. Designated and non-designated free zone. Generally speaking, in designated Free zone there is no VAT for intra-freezone sales of goods.

The Designated freezones are in all emirates, examples of such freezones are:

- **Dubai:** Jebel Ali Free zone, Dubai Textile city, Dubai Cars and Automotive zone, Dubai Aviation city
- **Abu Dhabi:** Free Trade zone of Khalifa Port Khalifa Industrial zone
- **Sharjah:** Hamriyah Free Zone
- **Ajman:** Ajman Free Zone
- **Umm Al Quwain:** Umm Al Quwain Free trade Zone in Ahmed Bin Rashid Port, Umm Al Quwain Free trade Zone on Sheikh Mohammed Bin Zayed Road
- **Ras Al Khaimah:** Rak Free Trade Zone, RAK Maritime City Freezone
- **Fujairah:** Fujairah Free zone, Fujairah oil industry zone

Free zones permit 100% foreign ownership. This characteristic allows businesses to maintain complete control over their operations and corporate structure. Furthermore, free zones offer corporate tax exemptions for qualifying activities, which can lead to substantial cost savings, and they feature simplified regulatory frameworks, expediting the business setup process.

Free zones cater to a diverse range of industries, including manufacturing, logistics, E-Commerce, technology, media, and healthcare, among others. This diversity enables businesses to find an environment that aligns closely with their specific activities and objectives. Additionally, free zones often offer well-developed infrastructure, including modern office spaces, logistics facilities, and connectivity, fostering an environment conducive to growth and innovation.

How to Start a business in Free Zone

Step 1

Determine the nature of Business Activity

Various Business Licences are available for Investors on the basis of Business Activity. For instance, following licences are available:

- Commercial Trade
- Consultancy/ Professional Services
- Freelance
- Offshore
- Industrial and others

Step 2

Determine the legal structure of your business which will depend on your needs and will further determine regulatory requirements for the chosen entity structure. The entity structure generally available for business in freezone are:

- Free Zone Limited Liability company
- Free Zone Company
- Free Zone Establishment

Step 3

Register the unique Trade Name subject to certain conditions.

Step 4

Select a Business Location, there are more than 50 free zones in UAE, you can choose the Free zones based on your needs. There is ample land and office spaces. Some can be leased, and some can be bought as well.

Step 5

Get initial approval

To open a new company, all requirements need to be completed with complete submission of documents. Additional approvals may be required depending on your business activity from relevant ministries or departments, for example health or tourism. Few of the documents are:

- Completed Application form
- Business Plan
- Passport copies
- Letter of Intent clarifying the investment idea
- 2 years audited balance sheet and Bank reference certificate (if required)

Step 6

Registration and Fee payment

Depending on licence the fee is calculated and accordingly has to be paid. Few of the documents to be submitted at this stage are:

- Completed registration application form
- Board Resolutions and Power of Attorney's
- MOA and AOA
- Passport Size Photographs

Please note that: Documents may be required to be attested from Dubai Embassy and Ministry of external Affairs of in Home Country followed by through MoFA in UAE.

Step 7

Visa and immigration

Each Freezone has its own process for Visa. Adequate investor and employee Visas are available subject to a certain fee. Certain Medical test will be conducted for issuance of Residence Permits.

Step 8

Bank Account

In UAE, there are two different kinds of bank accounts: digital and traditional.

- The first step in the process is selecting an appropriate bank.
- Submission of relevant company set up related documentation, including the Authorized Signatory's KYC and trade Licence.
- Completion of Biometric (if required)
- Opening a bank account after the examination of all documents.
- Minimum balance transfers to the bank account.

Please Note: Each bank has its own rules and regulations.



UAE Offshore

UAE offshore companies provide a unique solution for businesses seeking tax advantages and asset protection. While they are not permitted to conduct business within the UAE, they serve as valuable vehicles for international activities beyond the country's borders.

One of the foremost benefits of offshore entities in the UAE is Investment protection and tax planning. These companies can enjoy tax exemptions and benefits, making them particularly appealing for holding assets, engaging in international investments, and facilitating financial services worldwide.

Offshore Companies can be suitably used as:

- Holding structure for investments in the UAE and internationally
- Holding shares in UAE LLCs and Free Zone companies
- Holding freehold properties located in the Emirates
- Conducting international trading activities

Offshore companies in the UAE can serve as a safeguard for assets, protecting them from various risks, including legal disputes and financial instability in other jurisdictions. This protection is especially valuable for individuals and businesses with global interests and significant assets to manage.

There are three Offshore locations in the UAE viz.

- Jebel Ali Freezone Authority (Offshore)
- Ras Al Khaimah International Corporate Centre Authority (RAKICC)
- Ajman Freezone Authority (Offshore)

Offshore Companies can be suitably used as:

- holding structure for holding investments in UAE and outside

- holding shares of UAE LLC's and Freezone companies
- holding freehold properties located in the Emirates
- international trading activities

Offshore Companies:

- An Offshore Company must keep a copy of its Records with its Registered Agent.
- Demonstrate a Substance in the UAE

How to start Offshore Entity

Step 1

Complete the online application form, obtain name approval and make the payment.

Step 2

Obtain pre-approval. The file will be sent to immigration for approval.

Step 3

Once approved, the shareholders/directors can visit the Freezone to sign the incorporation documents including Memorandum and Articles of Association.

Step 4

Certificate of Incorporation will be issued along with the duly stamped Memorandum and Articles of Association.

Step 5

Handing over the complete set of incorporation documents along with company stamp.

Step 6

Bank Account

Few options are available when it comes to the bank accounts of offshore companies, negative list countries are excluded.

CHAPTER

09

UAE Anti
Money
Laundering
Regulations



The United Arab Emirates (UAE) has established robust anti-money laundering (AML) regulations to combat financial crimes and maintain the integrity of its financial system. The UAE's AML framework is primarily governed by Federal Decree-Law No. 20 of 2018 on Anti-Money Laundering and Combatting the Financing of Terrorism, along with various supplementary regulations and guidelines issued by relevant authorities.

Key provisions of the AML law include the requirement for financial institutions and designated non-financial businesses and professions (DNFBPs) to implement stringent customer due diligence (CDD) measures. These measures include identifying and verifying the identity of customers, monitoring transactions, and reporting suspicious activities to the Financial

Intelligence Unit (FIU).

The UAE Central Bank, along with other supervisory authorities such as the Securities and Commodities Authority (SCA) and the Dubai Financial Services Authority (DFSA), plays a critical role in enforcing AML regulations. They conduct regular inspections, impose penalties for non-compliance, and ensure that institutions are adhering to the prescribed AML standards.

The UAE is also a member of the Financial Action Task Force (FATF), and it actively collaborates with international bodies to enhance its AML regime. Amendments to the AML law have further strengthened the legal framework by increasing penalties for violations and enhancing the scope of regulations to include emerging financial technologies.



The UAE Anti-Money Laundering (AML) regulations aim to combat money laundering, terrorist financing, and illicit financial activities. These regulations require financial institutions and the designated non-financial businesses (e.g., real estate, precious metals traders) to implement robust compliance measures.

As a business Key obligations include customer due diligence, transaction monitoring, reporting suspicious activity to the Financial Intelligence Unit (FIU), and maintaining proper records. The UAE has established strong penalties for non-compliance, including fines and imprisonment. The regulations align with global standards, such as those of the Financial Action Task Force (FATF), reflecting the UAE's commitment to financial transparency.

In August 2024, the UAE introduced key amendments to its Anti-Money Laundering (AML) regulations. The new Federal Decree-Law enhances the nation's legal framework by establishing the National Committee for AML, Combating the Financing of Terrorism (CFT), and the Financing of Illegal Organizations. It also creates a Supreme Committee for oversight, tasked with monitoring the effectiveness of AML strategies across the country. These amendments aim to further align the UAE with international standards and treaties, strengthening coordination among authorities to combat financial crimes and protect the national financial ecosystem.

UAE has also introduced for a Legal person a Beneficial owner declaration and maintenance of beneficial owner records regulations. Beneficial owner is defined as whoever (natural person) owns or exercises ultimate control over a legal person, through shares or stocks of direct or indirect ownership by 25% or more of the legal person's capital, or has the right to vote in it by 25% or more, including holding that ownership through a chain of ownership or control, or through control by any other means, such as the right to appoint or dismiss the majority of their Directors.

Overall, the UAE's AML regulations reflect its commitment to preventing financial crimes and aligning with global standards in the fight against money laundering and terrorist financing.





CHAPTER

10

Legal System
in UAE



Introduction

UAE has a well-established legal system that provides a solid framework for conducting business. The legal system in the UAE follows a civil law system based on codified laws unlike common law with a mix of local legislation and federal laws. The UAE legal Framework combines at least three legal systems i.e. Islamic law, French law and Common law.

The UAE Constitution divides legislative and administrative responsibility between the Federal government and the seven Emirate governments.

UAE Federal government has exclusive legislative and administrative authority over foreign affairs, defense, internal security, currency, immigration and federal taxation and exclusive legislative authority while sharing administrative authority with the Emirates, over labor relations, real estate, banks, insurance, civil and commercial transactions, intellectual property protection, printing/publishing and financial free zones.

The legal framework provides stability and clarity for businesses operating in the country emphasizing justice, equality, and the welfare of the people.

Federal Statutes

The UAE has enacted various laws to govern various aspects of business activities. These include laws related to company formation and registration, foreign ownership, intellectual property rights, competition, and consumer protection. The regulatory framework aims to provide clarity, transparency, and protection for businesses and investors. UAE also has a robust labor law in place to protect the rights and interests of both employers and employees. The laws prioritize fair treatment and create a balanced working environment. UAE has also developed specific laws and regulations to govern information technology and e-commerce. These laws cover areas such as data protection, electronic transactions, cybersecurity, and intellectual property rights in the digital sphere. Businesses operating in the UAE are expected to comply with the legal and regulatory requirements, maintain transparency, and adhere to ethical business practices.

Major Federal laws are:

- **The Civil Code:** Deals with Contract Formation, Contract of Sale, Principal & Agent etc.
- **The Commercial Code:** Deals with certain commercial sales and Banking Operations
- **Company Law:** Deals with type of corporate Entities, Corporate formation & Governance. Companies Law now allows 100% foreign ownership it has Negative List" for activities of strategic effect. The law allows wholly foreign owned branch offices. **There is no longer a requirement to have a sponsor. It also exempts companies set up in free zones, which have their own regulations.**
- **The Commercial Agency Law:** Deals with distributorships and agencies
- **The Labor Law:** Deals with worker rights and employer obligations
- **The Penal Code:** Deals with various crimes
- **The Anti Cyber Crime Law:** Deals with various crimes related to computer systems, the internet and social media

- **Value Added Tax:** Deals with Value Added Tax Levy and collection
- **Corporate Income Tax:** Deals with corporate Income Tax and collection
- **The Arbitration Law:** Regulates Arbitration in UAE
- **The Bankruptcy Law:** Deals with regulations of Bankruptcy in UAE
- **The Competition Law:** Addresses Antitrust issues
- **The Consumer Protection Law:** Creates Consumer Protection rights
- **The U.A.E. Trademark Law:** Deals with protection of Trade names
- **The UAE Copyright Law:** Deals with protection of Copyrights of Computer Software
- **The UAE Patent Law:** Deals with protection of Patent, Know-how and other Industrial intellectual property.
- **The UAE Property Law:** Deals with protection of right ownership leading to right to use, right exploit and Right to Dispose. Under the UAE Constitution, the UAE Federal government has exclusive legislative authority over real estate laws. However, the individual Emirates such as Dubai and Abu Dhabi have in recent years exercised control over rapid developments in the real estate sector.

- Ras Al Khaimah
- Abu Dhabi

In case of Arabic Language courts, the cases are usually decided on written pleadings and documentary evidence – few opportunities to present live testimony by witnesses. Pleadings exchanged at brief hearings separated by gaps of two to four weeks or longer. All documents and evidence must be in Arabic and Courts often refer cases to “experts” and there is relative ease of appeals to higher courts.

i. Federal courts are divided into:

- Court of First Instance: located in major cities and towns throughout the UAE except for Dubai and RAK. They have three main division – Civil section, Criminal section and Sharia Section
- Court of Appeals
- Federal supreme court

ii. Abu Dhabi Courts are Divided into:

- Abu Dhabi Courts of First Instance: are located in Abu Dhabi, Al Ain and elsewhere it has four major divisions
 - Civil section
 - Commercial section
 - Criminal section
 - Personal status section
 - Courts of Appeal located in Abu Dhabi, Al Ain and Madinat Zayed
 - Abu Dhabi Court of Cassation

iii. Dubai Courts are divided into:

- Dubai Courts of First Instance – there are six major divisions are located in Abu Dhabi, Al Ain and elsewhere it has four major divisions
 - Civil section
 - Commercial section
 - Criminal section
 - Personal status section

Emirates Level Legislation

- Free Zone Regulation
- Real Estate / Property Regulations
- Sector Specific Regulations – Such as Water & Electricity Sector & Real Property Registrations etc.

Court System & Dispute Resolution in UAE

UAE culture strongly disfavors open confrontation, but has a court system as follows:

1. Arabic Language Courts
 - i. Federal Court System
 - ii. Emirate Level Court Systems
 - Dubai

- Labor section
- Real estate section
- Personal status section
- Court of Appeal
- Dubai Court of Cassation

iv. Ras Al Khaimah

- RAK Court of First Instance
- RAK Court of Appeal
- RAK Court of Cassation

2. English Language Courts

- DIFC Court
- ADGM Court

DIFC Court –

Parties can “opt-in” to DIFC Court jurisdiction. Rulings of the DIFC Court have broadly interpreted the court’s jurisdiction.

There are two-tier court system in DIFC

- DIFC Court of First Instance
- DIFC Court of Appeal

DIFC Court of Appeal judgments are not appealable also all documents and proceedings must be in English. DIFC Court applies DIFC law unless the parties choose a different law in their contract. DIFC law is written in English and applies only inside the DIFC and it is different from Dubai law outside the DIFC and for points not covered by DIFC law, the DIFC Court will look to the laws of England and Wales. DIFC rules contemplate oral witness testimony and follow Common-law evidence rules.

ADGM Court –

The ADGM court has Two-tier court system

There are two-tier court system in DIFC

- ADGM Court of First Instance
- ADGM Court of Appeal

It is generally for small-claims procedures. Also, all documents and proceedings must be in English. There is direct application of English law in the ADGM and similar to DIFC parties can opt-in to jurisdiction of ADGM court Jurisdiction.

Mediation

Certain Chambers of commerce like Dubai chamber of commerce also helps in commercial mediation. UAE also has mediation law in form of federal decree law number 40 of 2023, which governs mediation and conciliation in UAE.



CHAPTER

11

Choosing the
Right Business
Structure



When establishing a business in the United Arab Emirates (UAE), it is essential to understand the different business structures available. The UAE offers various options to suit the specific needs and requirements of entrepreneurs and investors. The following steps are suggested for Investors while deciding the right structure for your business in UAE:

- Commitment towards business in UAE
- Define your USP for UAE market
- Make Business Plan with Goals
- Identify right professional Partner/s
- Have the right team
- Understand the interplay between home country and UAE – In terms of Business and Tax

The most common business entity are sole proprietorships, Free zone companies, Limited liability companies and corporations. Here is an overview of the common business structures in the UAE:

Sole Proprietorship: This is the simplest and single individual owned business but requires having a residential permit and has unlimited liability towards the owner.

Professional Sole proprietor can be opened by any nationality but for commercial sole proprietor person needs to UAE or GCC national. Non-UAE nationals will also be required to appoint a local service agent (LSA). There is no minimum capital requirement.

Limited Liability Company (LLC): An LLC is a popular choice for businesses in the UAE. It requires a minimum of two partners & maximum of 50 partners and allows for a combination of local and foreign ownership. LLCs provide limited liability protection to partners, separating personal and business assets. They are subject to UAE commercial law. It requires a UAE accredited auditor and requires a general manager.

Free Zone Company: The UAE has numerous free zones that offer attractive business setups for both local and foreign investors. Free zone companies provide 100% ownership to the shareholders, exemption from personal income taxes, and simplified business registration processes. They are ideal for all kinds of businesses, especially focusing on international trade, manufacturing and logistics. Operations are restricted to the specific free zone where the company is registered. They can either be Free Zone establishment, Free Zone company and Free Zone LLP or a Offshore company. The Freezone companies can be subsidiary of parent company or can be a branch office as well as per varied rules of free zones.

Civil Company: A civil company in the UAE is a business structure designed for licenced professionals, such as doctors, lawyers, and engineers. It allows 100% foreign ownership, enabling professionals to offer their services within the UAE. While they retain full ownership, a local service agent is typically required to assist with regulatory matters. For engineering, local UAE national with 51% ownership is required.

Representative: A representative is suitable for companies seeking to promote their products/ services, in the UAE. and the foreign entity wishes to sell goods or services within the UAE and is Unable or unwilling to make an equity investment in the sales and service infrastructure needed to deliver the goods or services to the customer. Foreign entity contracts with a local business to sell the goods, or provide the services, on behalf of the foreign entity. These contracts can be for agent, distributor, franchisee or reseller.

Joint Venture: Joint ventures involve a partnership between two or more entities to undertake a specific project or business activity. Joint ventures can be established between local and foreign entities, combining resources, expertise, and market knowledge. They are governed by a contractual agreement outlining the rights, responsibilities, and profit-sharing arrangements of the partners.

A Public Joint Stock Company (PJSC) is a business structure well-suited for significant enterprises in the UAE. It involves offering shares to the public, allowing external investment. Additionally, a PJSC must meet a minimum share capital requirement, ensuring the financial stability and viability of the enterprise. Can engage in industrial, commercial and professional Business activities following Department of Economy and Tourism regulations. The company can be subsidiary of parent company. A PJSC has Board of directors They are subject to UAE commercial law and requires a UAE accredited auditor.



Comparison between Mainland, Free Zone and Offshore companies.

Pointers	Free Zone	Mainland	Offshore
Regulatory Body	Free zone is a special economic zone providing regional benefits. Free zone is monitored by independent governmental or non-governmental free zone authorities and entities.	Mainland is an economic zone monitored by the Department of Economic Development (DED). The Department of Economic Development is a governmental body.	It is a Special Zone Entity and is registered outside UAE but considered located in UAE for Legal, Privacy and tax purposes
Ownership	Business setup in free zone offers 100% foreign ownership.	Mainland company formation offers complete control over your business, however 100% foreign ownership is allowed in specific sectors as per the latest regulations. Otherwise, a local partner with 51% ownership is required.	100% Foreign ownership is allowed
Area of Business	Companies in free zone is allowed to do business only within the free zone or outside the country. Free zone companies are also restricted in terms of the area they could do business.	Mainland companies have no restrictions and are allowed to do business anywhere in the UAE and across the globe.	They are used for international trade, Wealth protection and investment activities
Control on Business	Free zone companies may enjoy 100% ownership, but the jurisdiction is controlled by private free zone entities that may change the rules applied to the free zone anytime.	Mainland companies are controlled by legal governmental bodies that protect you and your company. Mainland companies are formed in accordance with the legally contracted terms with DED.	100% Foreign ownership but negative list countries are not allowed to form such companies
Licensing	Getting a free zone licence is done through a single window system. A business set up in a free zone may require certifications from various judicial bodies. However, the process is integrated by an independent free zone authority. An entity may apply for multiple business activities under a single licence.	Getting a mainland licence requires assessed documents and permissions. The process involves administrative authorities. An entity can have a singly or related business activity under a single licence	Licensing, KYC and incorporation process is required to be followed.

A **Private Joint Stock Company (PrJSC)** in the UAE shares similarities with a PJSC but features more stringent regulations concerning shareholders and the transfer of shares. PrJSCs are often chosen for businesses seeking the advantages of a joint-stock structure while maintaining tighter control over ownership and shareholding. Minimum two shareholders are required and is suitable for all types of commercial & Industrial activities other than Professional. Can have multiple branches. The company can be subsidiary of parent company. A PrJSC has Board of directors They are subject to UAE commercial law and requires a UAE accredited auditor.

Partnerships: There are two types of partnerships in UAE i.e. a General partnerships and Limited Partnership.

A General Partnership is a Company which consists of two or more partners who are natural persons and are jointly and severally liable to the extent of all their property for the liabilities of the Company.

A Limited Partnership is a Company which consists of one or more General Partners who are jointly and severally liable for the obligations of the Company and act in the capacity of a trader, in addition to one or more Limited Partners who are held liable for the obligations of the Company only to the extent of their respective capital contributions, and do not act in the capacity of a trader

There are Differing rules on foreign ownership. UAE nationals can only be general partners in limited partnerships. Limited partners are not allowed to be involved in management or affairs of General partners.

Branch Office of a foreign company: A Branch Office is a means for foreign companies to establish themselves in the UAE, effectively extending the operations of the parent company. It operates under the same name and ownership of foreign company. No UAE ownership required - 100% foreign, licencing required at Federal and Emirate level.





CHAPTER

12

Trade Licences



In UAE you cannot commence your business till you have a Trade licence. Mainland and Free zones both have their trade licence regime.

Mainland Trade Licence

There are three types of trade licences in mainland

1. Professional Licence

In the UAE, businesses and entrepreneurs are required to obtain a professional trade licence from the Department of Economic Development (DED) in order to offer professional services to clients within Dubai mainland.

The purpose of the professional licence is to verify that the individual or business possesses the qualifications necessary to provide services in a specific profession. Applicants typically need to demonstrate relevant skills or training.

All professionals, specialists, craftsmen, and artisans intending to establish a company in Dubai mainland must obtain a professional trade licence.

2. Commercial Trade Licence

Mainland companies involved in buying, selling, or trading goods and commodities, or conducting any form of trade, require a commercial trade licence to operate in the UAE. This licence allows for the formation of a Limited Liability Company (LLC) or a Sole Establishment, enabling both specialized and general trading activities within the UAE.

There are different types of commercial trade licences available in the UAE. When navigating the company formation process, it is essential to apply for the appropriate type of commercial trade licence that aligns with the specific trading activities of the business.



3. Industrial Trade Licence

Businesses intending to engage in industrial or manufacturing activities in the UAE must obtain an industrial trade licence. This licence permits activities related to the transformation of natural materials or the integration of natural resources into final products.

The DED issues the industrial trade licence, but depending on the nature of the industrial activity, additional approvals may be required from authorities such as the Ministry of Finance, Ministry of Economy, Ministry of Energy and Infrastructure, and others.

Free Zone Trade Licence

There are generally six type of trade licences in free zones.

Industrial Licence

An Industrial Licence is required for industrial activities such as manufacturing & production of machinery, products etc.

Commercial Licence

A commercial licence is required for trading activities, import export, warehousing and distribution.

Professional Licence

Professional licence is required for services such as consulting, accounting, legal and creative services of Graphic design and architecture etc.

Tourism Licence

This licence is required of tourism sector such as hotels, tour operators and travel agencies.

Freelance Permit

This licence is designed for individuals who work as independent contractors rather than employee of the company.

E-commerce Licence

This licence is required for businesses in online trading and ecommerce activities and online sales of goods.





CHAPTER

13

Visa and Labour Law

VISA APPLICATION FORM

photo

1. Surname(s) - Family name(s) (as indicated in the passport document)		For official use only	
2. Name(s) - Given name(s) at birth / Previous surname(s) Family name(s)		Date of application: _____	
3. Name(s) - Given name(s) (as indicated in the passport document)		Visa application no.: _____	
4. Date of birth (day-month-year)	5. Place of birth	7. Current nationality (as indicated in the passport document)	
6. Country of birth	Nationality at birth (if different)		Submitted documents: - passport document - medical insurance policy - means to cover expenses - document confirming the purpose of travel - other: _____
8. Sex - male - female	9. Marital status - single - married - divorced - widowed	10. National identity/personal number (if applicable)	
11. Type of the passport document - ordinary passport - diplomatic passport - service passport - other travel document (please specify)		12. Passport document's series number	
13. Issue date		14. Valid until	15. Issued by (as indicated in the passport document)
16. Applicant's postal address and email address		17. Telephone number(s) including international dial codes	
18. Residence in a country other than the country of current nationality - no - yes. Residence permit or equivalent Document's type, series number, issued by / authority: _____ valid from _____ until _____		19. Expedited service: - yes - no	
20. Current occupation		21. Visa vignette number (attach)	
22. Applicant's mobile phone number		23. Visa issue prior date	
24. Applicant's home address (street, house number, postal code, city, country)		25. Passport returned on (date)	
26. Applicant's email address		27. Visa officer's stamp and signature	
28. Applicant's telephone number and fax number, email		29. Visa officer's stamp and signature	
29. Applicant's telephone number and fax number, email		30. Number of pages requested - 1 - 2 - 3 - 4 - 5 - 6 - 7 - 8 - 9 - 10 - 11 - 12 - 13 - 14 - 15 - 16 - 17 - 18 - 19 - 20 - 21 - 22 - 23 - 24 - 25 - 26 - 27 - 28 - 29 - 30 - 31 - 32 - 33 - 34 - 35 - 36 - 37 - 38 - 39 - 40 - 41 - 42 - 43 - 44 - 45 - 46 - 47 - 48 - 49 - 50 - 51 - 52 - 53 - 54 - 55 - 56 - 57 - 58 - 59 - 60 - 61 - 62 - 63 - 64 - 65 - 66 - 67 - 68 - 69 - 70 - 71 - 72 - 73 - 74 - 75 - 76 - 77 - 78 - 79 - 80 - 81 - 82 - 83 - 84 - 85 - 86 - 87 - 88 - 89 - 90 - 91 - 92 - 93 - 94 - 95 - 96 - 97 - 98 - 99 - 100	

APPROVED



General Residence visas in the UAE based on business include:

- **Golden Visa:** This Business Visa is for foreign nationals who've invested in property and/or businesses in the UAE.
- **Green Visa:** The Green Visa is a type of residence visa that allows holder to self- sponsor for five years.
- **Standard work visa (sponsored by the company):**
 - An employee in the private sector can get a normal employment visa valid for two years.
 - Renewable after two years
 - Sponsored by an employer
 - Allows employees to work for the sponsoring employer only.



The general process involves:

Step 1

Entry Permit

Allows you to enter for upto 30 days and remain in UAE for 60 days. Avoid leaving the country during the Visa Process.

Step 2

Status Change

In-country change or out country change. In country change happens when passport is submitted to immigration who will stamp and activate your Visa and out country change happens if you present your permit to immigration on arrival to UAE.

Step 3

Medical Exam and Emirates ID

The person has to go for blood test, chest Xray, fitness test and Bio metrics, once everything is clear official emirates ID card is available.

Labour Law

The United Arab Emirates (UAE) had issued Federal Law No. 33 of 2021 (the New Labor Law), which took effect Feb. 2, 2022. The Labor Law applies to all companies and employees in the private sector in the UAE, including its free zones, save for the Dubai International Financial Centre and the Abu Dhabi Global Market, which implement their own employment laws.

The UAE labor law deals with:

- Protections Against Discrimination
- Protection Against Harassment
- Equal Pay for Women
- Fixed-Term Employment Contracts
- Flexible Working Models
- Termination of Employment - Pre-Probation and Post Probation and on Notice
- Notice Periods- Minimum and Maximum
- Suspension
- Internal Policy and Procedures
- Gratuity
- Maternity pay & Leave
- Paternity Leave
- Various Leaves and Holidays
- Deduction
- Non- Compete clause
- Overtime
- Resignation
- Retention of Employee Records
- Fines for Non-Compliance





CHAPTER

14

Banking in
UAE



With more than 50 local & international banks operating in UAE, opening of bank account can take some time as each bank has its own internal methodology. The UAE banks provide following advantages:



- Online & Data Security
- Multi- Currency Accounts
- Cash Flow Management
- Payment for Tax Liabilities
- Business Loans and credit cards
- Privacy

Types of Banking

The type of Business Banking in UAE revolve around the following.

- **Corporate Banking-** Generally for Large companies with US \$ 100 M + revenue and 1,000's of employees having need of complex transactions.
- **Commercial Banking:** Mostly for medium to varied sizes of companies requiring borrowing and complex cash management needs.
- **Business Banking:** Small companies \$2M to \$3M in revenue, few employees, simple borrowing and cash management needs. Owner operated.
- **Digital Bank:** For Startups requiring zero balance account and almost instantaneous opening of bank account.-

General Process to open a Bank Account

Step 1

Start the required application process (Business Plan is generally required).

Step 2

Organize Legal & Corporate documents.

Step 3

Select a bank as per your needs.

Step 4

Check banks requirements for proof of residence. (with certain banks)

Step 5

Submit application.

Step 6

Wait for application approval.

Step 7

Background Check.

Step 8

Interview by Bank officials. (Required in certain banks)



CHAPTER

15

UAE Tax



UAE Tax

The UAE is known for its lack of personal income tax and has historically relied on non-tax sources like petroleum sales. To diversify revenue, the government introduced consumption taxes, including excise tax and a value-added tax (VAT) in 2018. In 2023, the UAE Ministry of Finance announced the introduction of a federal corporate tax (CT) to align with international standards and promote a fair business environment. The CT is applicable nationwide, imposing a direct tax on corporations' net income. To ensure compliance and transparency, the UAE has also introduced Transfer Pricing (TP) regulations and documentation requirements. The Federal Tax Authority (FTA) oversees the administration, collection, and enforcement of the UAE CT and other federal taxes. The UAE CT Law grants the Cabinet the power to define various aspects, while the Ministry of Finance retains its role as the "competent authority" for tax agreements and international information exchange. This balance of power fosters effective implementation, regulation, and international cooperation in taxation.



CT Chargeability and Tax rates

According to UAE Corporate Tax (CT) Law, CT is levied on a Taxable Person based on their Taxable Income during a Tax Period, as per the rates specified under the CT Law.

The CT rates differ based on the classification of the taxpayer:

Free zone	Tax rates
For Qualifying Income	0%
For Non-Qualifying Income	9%
Other than Free zone	Tax rates
If the Taxable Income does not exceed AED 375,000	0%
If the Taxable Income exceeds AED 375,000	9%

These tax rates determine the percentage of tax payable by corporations and businesses operating in the UAE based on their income level and classification. It is important for taxpayers to accurately assess their income, understand their qualifying status, and comply with the relevant tax regulations to determine their tax liability correctly.

0% Withholding tax

Certain types of UAE-sourced income paid to non-residents without a Permanent Establishment in the UAE may be subject to a 0% withholding tax under Article 13. Due to the 0% rate, no withholding tax will be due. Consequently, UAE businesses and foreign recipients of UAE-sourced income will have no withholding tax-related registration or filing obligations. Additionally withholding tax does not apply to transactions between UAE resident persons.

Corporate tax registration

For corporate tax (CT) in the UAE, every taxable person is required to electronically register with the Federal Tax Authority (FTA) within a specified timeframe and obtain a Tax Registration Number. There is no registration threshold for UAE CT, meaning that all taxpayers, regardless of their income level, must register before filing their CT return. Additionally, certain persons who are eligible to claim exemptions from CT may still be required to register for CT and obtain a Tax Registration Number. These include:

- a. Qualifying Public Benefit Entity,
- b. Qualifying Investment Fund,
- c. Pension or Social Security Fund (*that is subject to regulatory oversight of the competent authority in the UAE and that meets any other conditions that may be prescribed by the Minister*);

- d. a Juridical Person incorporated in the UAE that is wholly owned and controlled by an exempt Govt. Entity, a Govt. Controlled Entity, a Qualifying Investment Fund, or a Pension or Social Security Fund meeting the conditions specified as above;
- e. any other Person as may be determined by a Cabinet Decision.

Tax Residency for Juridical Persons in the UAE

Corporate tax is imposed on a taxable person. Taxable people include **Juridical Person** and **Natural Persons conducting business or business activity**.

Resident juridical person

Resident juridical person is considered a tax resident in the UAE under any of the following conditions:

- a. **UAE Incorporation:** The entity is a juridical (legal) person incorporated, established, or recognized under UAE law, including Free Zone entities & Companies, incorporated in the UAE with a legal identity distinct from their owners, founders, and directors. This includes entities such as Joint Liability Companies, Limited Partnership Companies, Limited Liability Companies (LLCs), Public Joint Stock Companies (PJSCs), as well as foundations and trusts established under UAE mainland legislation or Free Zone regulations.
- b. **Foreign Entities Managed in the UAE:** A juridical person incorporated, established, or recognized under the laws of a foreign jurisdiction but effectively managed and controlled in the UAE. For such entities, if their Place of Effective Management and Control (POEM) is in the UAE, they are considered UAE tax residents.

The Place of Effective Management (POEM) refers to the location where key management and commercial decisions essential to the business of a juridical person are made in substance. This is typically where the company's board of directors resides and makes strategic decisions. If the POEM is in the UAE, the foreign juridical person is considered a resident taxable person in the UAE.

Non-Resident Juridical person

A non-resident legal entity (juridical person) is an entity that does not fulfill the criteria for being a resident legal entity and meets at least one of the following conditions:

- Has a permanent establishment in the UAE
- Derives income from sources within the UAE
- Has a nexus in the UAE

Tax residency of Resident Natural Persons in UAE

Resident natural person

Resident natural person shall be considered a Tax resident in UAE in either of the following cases:

- a. If his usual or primary place of residence and the center of his financial and personal interests are in UAE; or
- b. If he has been physically present in UAE for a period of (183) one hundred and eighty-three days or more, within the relevant (12) twelve consecutive months; or
- c. If he has been physically present in the State for a period of (90) ninety days or more, within the relevant (12) twelve consecutive months, and he is a UAE national, holds a valid Residence Permit in the State or holds the nationality of any member state of the Gulf Cooperation Council (GCC), and meets any of the following:

- He has a permanent place of residence in UAE; or
- He is employed in UAE or has a business in UAE

For natural persons, physical residence in the UAE—whether through citizenship or a residency visa—is not the determining factor for Corporate Tax purposes or for assessing the taxability of their income. Instead, the determination is based on the following criteria:

1. If a natural person resides in the UAE and conducts business or business activities in the UAE, they are considered a Resident Person and, therefore, a Taxable Person for Corporate Tax purposes.
2. If a natural person resides outside the UAE—such as having their home in another country—without the presence of a Double Tax Agreement (DTA), any such person conducting business or business activities in the UAE will be deemed a Resident Person for Corporate Tax purposes.

Therefore, in the absence of a DTA, any natural person conducting business or business activities in the UAE is considered both a Taxable Person and a Resident Person as defined by the Corporate Tax Decree Law.

A natural person is subject to Corporate Tax on their business or business activities only if the total turnover derived from these activities in the UAE exceeds AED 1 million within a Gregorian calendar year. This AED 1 million threshold includes:

- Revenue generated by business activities
- Investment income earned from business investments
- Proceeds from the sale of business assets
- Any other revenue attributable to the business

For a natural person, income from the following categories is not considered as arising from a business or business activity, and is therefore excluded when determining turnover and not subject to Corporate Tax, regardless of the amount:

- Wages
- Personal investment income
- Real estate investment income

Non-Resident Natural Person

If a natural person resides in a country that has an applicable Double Taxation Agreement (DTA) with the UAE and, as a result of the application of that DTA, is not considered a resident in the UAE, they are classified as a Non-Resident Person. Consequently, they would be taxed as a non-resident on the income earned in the UAE.

Corporate tax Base

Resident taxable person	Tax base
Juridical person in UAE (including a Free zone entity)	Worldwide Income
A foreign juridical person that is effectively managed and controlled in the UAE	Worldwide Income
A natural person/individual who conducts a business or businesses activity in the UAE	Worldwide Taxable Income (w.r.t. Business or Business Activity conducted in UAE)

Non-Resident taxable person	Tax base
Has Permanent Establishment (PE) in UAE	Taxable income attributable to the PE (in case of non-resident natural persons only on business or business activity conducted from the UAE PE and only if the Turnover attributable to the Permanent Establishment exceeds AED 1 million within a Gregorian calendar year)
Derives UAE Sourced income	UAE Sourced income not attributable to the UAE permanent establishment
Has a nexus in the UAE	Taxable income attributable to the nexus in UAE

Exempt Income

The following types of income and their related expenditures are not considered when determining Taxable Income for Corporate Tax purposes:

- 1. Dividends and other profit distributions received from a Resident Person:** Dividends received from a juridical person that is a Resident Person are always considered Exempt Income for Corporate Tax purposes, with no additional conditions.
- 2. Dividends and other profit distributions received from a Participating Interest in a foreign juridical person:** A foreign dividend, which is a dividend received from a foreign juridical person that is a Non-Resident Person, is considered Exempt Income for Corporate Tax purposes if the conditions of the Participation Exemption are met.
- 3. Any other income from a Participating Interest:** For a Participating Interest, whether it is from a Resident Person or a foreign juridical person that is a Non-Resident Person, the following are considered Exempt Income:
 - Gains or losses from the transfer, sale, or other disposition of a Participating Interest (or part thereof)
 - Foreign exchange gains or losses
 - Impairment gains or losses
- 4. Income of a Foreign Permanent Establishment that meets the conditions in Decree-Law:** Income from a Foreign Permanent Establishment is considered Exempt Income if it meets specific conditions outlined.
- 5. Income derived by a Non-Resident Person from operating aircraft or ships in international**

transportation that meets the conditions in Decree-Law: Income from the operation of aircraft or ships in international transport by a Non-Resident Person is Exempt Income if the conditions specified.

These categories of Exempt Income are excluded from the calculation of Taxable Income for Corporate Tax purposes.

Small Business Relief

Small Business Relief is available to small businesses resident in the UAE for Corporate Tax purposes to simplify their transition to the Corporate Tax regime. This relief aims to reduce the compliance burden for small businesses during the initial stages of the Corporate Tax regime, mainly by exempting them from the requirement to calculate and pay Corporate Tax.

Any eligible Taxable Person (either a Natural Person or a Juridical Person) that is a Resident Taxable Person and has revenue (defined as the total gross income derived during a Tax Period, including exempt income) of AED 3,000,000 or less in a relevant Tax Period beginning on or after June 1, 2023, and for all previous Tax Periods ending on or before December 31, 2026, can choose to be treated as having no Taxable Income for that period. Such persons will not be required to calculate their Taxable Income or complete a full Tax Return.

Financial Records and Corporate Tax Law

Financial Statements play a critical role in reflecting a business's financial performance and are essential for compliance with Corporate Tax Law. The Accounting Income (profit or loss) reported in these Financial Statements serves as the foundation for calculating Taxable Income.

Accounting Methods:

- Cash Basis Accounting: Taxable Persons with Revenue not exceeding AED 3,000,000 in a Tax Period may use this method.
- Accrual Basis Accounting: Once Revenue surpasses AED 3,000,000 in a Tax Period, Financial Statements must be prepared using the Accrual Basis, unless exceptional circumstances are approved by the Federal Tax Authority (FTA).

Compliance with Standards:

- IFRS Compliance: Financial Statements must be prepared in accordance with International Financial Reporting Standards (IFRS).
- IFRS for SMEs: Taxable Persons with Revenue under AED 50,000,000 may opt for IFRS for Small and Medium-sized Entities (SMEs), ensuring consistency across various business types and industries.

FTA's Authority:

The FTA may require a Taxable Person to submit their Financial Statements to determine their Taxable Income. If a Taxable Person is a partner in an Unincorporated Partnership, the FTA can also request Financial Statements that detail the partnership's overall financials, as well as the partner's distributable share.

Audit Requirements:

The following entities must maintain audited Financial Statements:

- Taxable Persons with Revenue exceeding AED 50,000,000 during the relevant Tax Period.
- Qualifying Free Zone Persons.

Tax Returns

Corporate Tax regime states the importance of Tax Returns and related disclosures for the efficient administration and enforcement of taxes.

Filing Requirement: Every Taxable Person, which refers to any individual or entity subject to corporate tax, is required to file a Tax Return for each Tax Period. The Tax Period is typically the financial year of the entity.

Filing Deadline: Tax Returns must be filed with the Authority within nine months from the end of the relevant Tax Period.

Free Zone Persons

Free Zones are a vital component of the UAE economy, playing a key role in promoting economic growth and transformation both domestically and internationally. These zones provide businesses with several benefits, including relaxed foreign ownership restrictions, streamlined administrative procedures, modern infrastructure, well-developed business communities, and access to additional legal entity forms and commercial activities.

To acknowledge the ongoing significance of Free Zones, the UAE Corporate Tax rules allow Free Zone companies and branches that meet specific conditions to benefit from a 0% Corporate Tax rate on certain qualifying activities and transactions. Generally, the Corporate Tax rules for Free Zones are designed to provide a 0% Corporate Tax rate on qualifying income from:

- Transactions between Qualifying Free Zone Persons (QFZPs) and Free Zone Persons, where the Free Zone Person is the beneficial recipient of these transactions.

- Certain activities carried out within the designated geographical areas of a Free Zone (specifically for distribution activities).

Qualifying Free Zone Person Requirements

A Qualifying Free Zone Person must meet all of the following criteria:

- **Maintains adequate substance:** This includes having core income-generating activities within the Free Zone, adequate assets, an adequate number of qualified employees, and incurring an adequate amount of operating expenditures.
- **Derives Qualifying Income:** The entity must generate income that is considered qualifying under the relevant regulations.
- **Has not elected to be subject to Corporate Tax (CT):** The entity must choose not to be subject to CT to benefit from the 0% tax rate.
- **Complies with the Arm's Length Principle and transfer pricing documentation requirements:** Transactions must be conducted at market value as if the parties were unrelated, and proper transfer pricing documentation must be maintained.
- Meets any other conditions as prescribed by the Minister.

Additional Free Zone Requirements:

- **Non-qualifying revenues do not exceed the de minimis threshold:** The amount of non-qualifying revenues must not surpass the set limit.
- **Prepares audited financial statements in accordance with the law:** The entity must maintain audited financial statements that comply with legal requirements.

Adequate Substance Requirements

- **Core income-generating activities (CIGAs) within the Free Zone**
- **Adequate assets:** Sufficient assets must be maintained to support the business activities.
- **Adequate number of qualified employees:** The entity must have a sufficient number of skilled employees.
- **Adequate operating expenditures:** The entity must incur enough operating expenditures to carry out its business activities.

Note:

- CIGA activities can be outsourced to a party located in a Free Zone Entity (FZE), provided that the Free Zone Person maintains adequate supervision over the outsourced activities.
- CIGA related to Qualifying Intellectual Property can be outsourced to another person within the UAE or to a non-related party outside the UAE, provided the Qualifying Free Zone Person adequately supervises the outsourced activities.

Qualifying Income

Qualifying Income is defined in relation to the following categories of income:

- transactions with a Free Zone Person who is the Beneficial Recipient of the transaction (except Revenue from Excluded Activities),
- transactions in respect of Qualifying Activities (except Revenue from Excluded Activities),
- Qualifying Income from Qualifying Intellectual Property, and
- other sources (including Revenue from Excluded Activities) if the QFZP satisfies the de minimis requirements.

However, Revenue from the following sources will not give rise to Qualifying Income, even if it falls within the items listed above:

- Revenue attributable to a Foreign Permanent Establishment,
- Revenue attributable to a Domestic Permanent Establishment,
- Revenue in respect of Immovable Property (other than Commercial Property located in a Free Zone when the income arises from a transaction with a Free Zone Person), and
- Revenue from the ownership or exploitation of intellectual property (other than Qualifying Income from Qualifying Intellectual Property).

List of Qualifying activities

A Qualifying Free Zone Person (QFZP) can benefit from a 0% Corporate Tax rate on income derived from selling services or goods (excluding those related to Excluded Activities) to other Free Zone Persons, provided these persons are the beneficial recipients of the services or goods.

Additionally, if a QFZP sells services or goods to Non-Free Zone Persons, it can still qualify for the 0% Corporate Tax rate, as long as the income is derived from transactions related to the following Qualifying Activities:

- Manufacturing of goods or materials
- Processing of goods or materials
- Trading of Qualifying Commodities
- Holding of shares and other securities for investment purposes
- Ownership, management, and operation of ships
- Reinsurance services
- Fund management services
- Wealth and investment management services
- Providing headquarters services to Related Parties
- Offering treasury and financing services to Related Parties
- Financing and leasing of aircraft
- Distribution of goods or materials in or from a Designated Zone
- Logistics services

These conditions enable QFZPs to take advantage of the 0% Corporate Tax rate by engaging in specific business activities as defined under UAE Corporate Tax regulations for Free Zones.

Excluded activities

Revenue from Excluded Activities is considered non-qualifying revenue for the purposes of meeting the de minimis requirements, unless the revenue is attributable to a Free Zone Person's Foreign Permanent Establishment, Domestic Permanent Establishment, or pertains to immovable property in a Free Zone that does not generate Qualifying Income.

The following activities are classified as Excluded Activities:

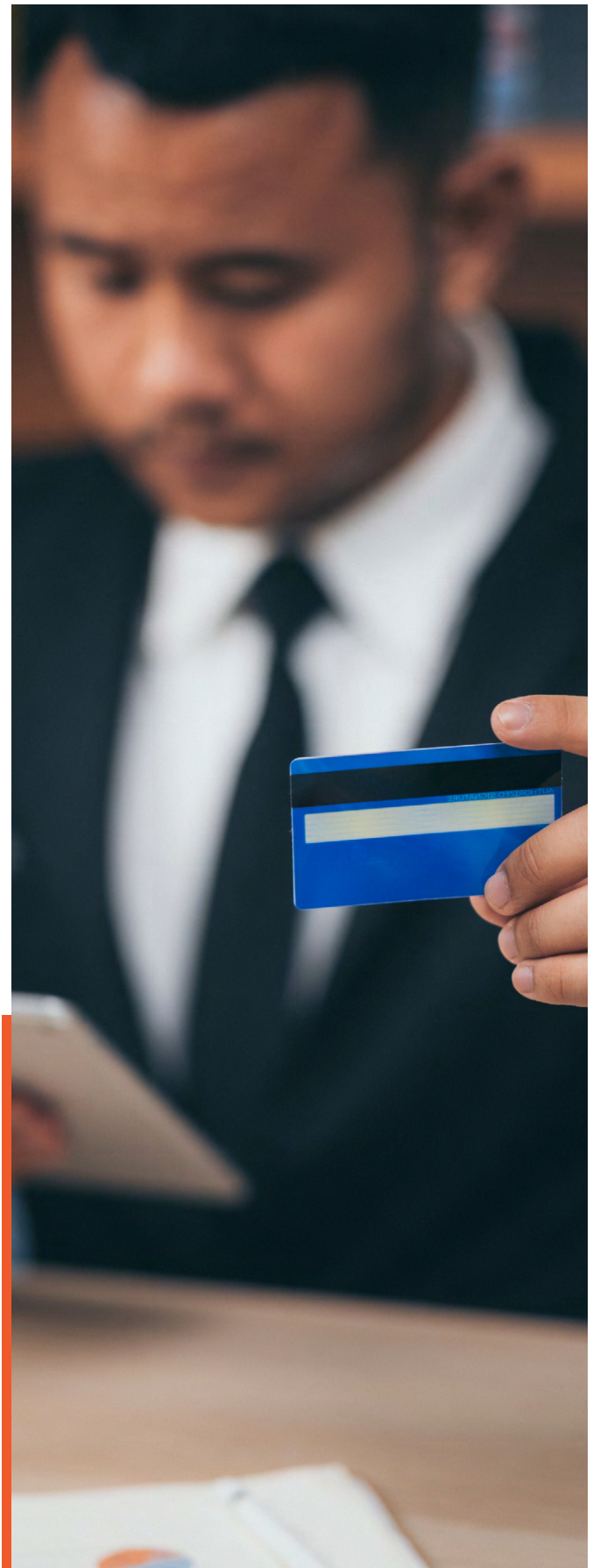
- Any transactions with natural persons, except for transactions related to:
 - Ownership, management, and operation of ships
 - Fund management services that are under the regulatory oversight of the Competent Authority in the UAE
 - Wealth and investment management services that are under the regulatory oversight of the Competent Authority in the UAE
 - Financing and leasing of aircraft, including engines and rotatable components

- Banking activities

- Insurance activities, except for:
 - Reinsurance services
 - Captive insurance activities that are part of headquarter services to Related Parties

- Finance and leasing activities, except for:
 - Ownership, management, and operation of ships
 - Treasury and financing services to Related Parties
 - Financing and leasing of aircraft, including engines and rotatable components

- Ownership or exploitation of immovable property, except for commercial property located in a Free Zone where transactions related to such commercial property are conducted with other Free Zone Persons.



Understanding VAT in the UAE

Introduction to VAT

Value Added Tax (VAT) is a consumption tax levied on the value added to goods and services at each stage of production or distribution. In the United Arab Emirates (UAE), VAT was introduced on January 1, 2018, as part of the government's efforts to diversify revenue sources and reduce dependency on oil-related income.

Designated and Non-Designated Zones

In the UAE VAT system, a Designated Zone refers to specific areas that are treated as outside the UAE for VAT purposes, meaning certain supplies within these zones are not subject to VAT, particularly for goods, as long as specific conditions are met (such as the goods not being consumed within the UAE). There is no exemption for services other than if the service is exported, or in other words made to an individual who is a resident and located outside the GCC states, then the services may be considered as zero-rated supplies.

In contrast, Non-Designated Zones are areas within the UAE that do not have this special treatment, meaning VAT applies to goods and services as per the standard rates (5%).

The primary distinction lies in the tax treatment, with Designated Zones offering some tax relief in accordance with strict rules.

Designated zones in UAE

Abu Dhabi

- Free Trade Zone of Khalifa Port
- Abu Dhabi Airport Free Zone
- Khalifa Industrial Zone
- Al Ain International Airport Free Zone
- Al Butain International Airport Free Zone

Dubai

- Jebel Ali Free Zone (North-South)
- Dubai Cars and Automotive Zone (DUCAMZ)
- Dubai Textile City
- Free Zone Area in Al Quoz
- Free Zone Area in Al Qusais
- Dubai Aviation City
- Dubai Airport Free Zone
- International Humanitarian City – Jebel Ali

Sharjah

- Hamriyah Free Zone
- Sharjah Airport International Free Zone

Ajman

- Ajman Free Zone

Umm Al Quwain

- Umm Al Quwain Free Trade Zone in Ahmed Bin Rashid Port
- Umm Al Quwain Free Trade Zone on Sheikh Monammed Bin Zayed Road

Ras Al Khaimah

- RAK Free Trade Zone
- RAK Maritime City Free Zone
- RAK Airport Free Zone

Fujairah

- Fujairah Free Zone
- Fujairah Oil Industry Zone (FOIZ)

Place of Supply

Under UAE VAT law, the place of supply determines where a transaction is taxed and depends on the nature of the supply (goods or services). Here are key rules:

1. Supply of Goods:

- **Within UAE:** If the goods are located within the UAE at the time of supply and are not exported, the place of supply is the UAE, and VAT is applicable.
- **Import of Goods:** The place of supply is the UAE if goods are imported into the UAE, and VAT is payable by the importer.
- **Export of Goods:** The place of supply for goods exported from the UAE is considered outside the UAE, and these supplies are typically zero-rated.

2. Supply of Services:

- **Standard Rule:** For services, the place of supply is usually where the supplier's fixed establishment or residence is located.
- **Special Cases:**
 - **Real Estate Services:** The place of supply for services related to real estate (e.g., leasing, selling, construction) is the location of the real estate.
 - **Transportation Services:** The place of supply for transportation services is where the transportation begins.

3. Cross-Border Supplies of Services:

- If services are provided to a non-resident and the recipient is located outside the UAE, the place of supply is considered outside the UAE, and the service may be zero-rated.

4. Electronic Services:

- For electronic services, the place of supply is where the recipient of the service is located, regardless of the location of the supplier.

These rules are designed to ensure that VAT is applied consistently to both domestic and international transactions. There are certain exemptions for designated free zones.



VAT Rate

The standard VAT rate in the UAE is 5%, making it one of the lowest rates globally. Some goods and services, however, may be subject to a zero-rate (0%) or be exempt from VAT.

Registration

Businesses with an annual turnover exceeding AED 375,000 (approximately USD 100,000) are required to register for VAT. Voluntary registration is also allowed for businesses below this threshold. Failure to register can result in penalties.

VAT Invoice

Registered businesses must issue VAT invoices for taxable supplies. These invoices must include specific details such as the VAT amount, VAT registration number, and other relevant information.

Input and Output VAT

Businesses collect VAT on behalf of the government (output VAT) and can deduct VAT paid on their expenses (input VAT). The difference is remitted to the government.

Filing and Payment

VAT returns must be filed regularly, typically quarterly, and payments made accordingly. Penalties for late filings or non-compliance can be substantial.

Exemptions and Zero-Rated Supplies

Certain sectors and activities are exempt or zero-rated under UAE VAT law. Examples of zero-rated supplies include exports, healthcare, education, and certain real estate transactions.

Impact on Consumers

VAT has led to a modest increase in the cost of living and doing business in the UAE. However, the government has taken steps to mitigate its impact on lower-income individuals.



CHAPTER 16

Requirements for Establishing Business in UAE



Regulatory requirements for establishing business in UAE

- 1. Business Licence:** Depending on your business activity and location (mainland or free zone), you'll need to obtain the appropriate business licence from the relevant authority. This licence authorizes you to operate legally within the UAE.
- 2. Incorporating a Business Entity:** Incorporating a business entity in the United Arab Emirates (UAE) involves choosing a legal structure, selecting a unique business name, registering with the relevant UAE government authority, appointing directors or managers, and complying with local regulations. The process also requires drafting formation documents.
- 3. Trade Name Registration:** Register your business name with the DED or the relevant free zone authority. The chosen name must comply with UAE naming rules.
- 4. Office Space:** You'll need to lease an office space that meets the requirements of the relevant authority. This space will serve as your company's official address, Virtual space is possible in Freezone
- 5. Approvals and Permits:** Depending on your business activity, you may require specific approvals or permits from government departments or ministries. For example, certain industries like healthcare and education have additional regulatory requirements.
- 6. Visa and Employment Permits:** If you plan to employ expatriates, you'll need to obtain employment visas and work permits for them. This process typically involves medical tests and background checks. In case you need Visa , please decide.
- 7. Corporate & Value Added Tax (VAT) Registration:** If your business is liable for VAT, you must register with the Federal Tax Authority (FTA) for VAT purposes and comply with VAT regulations. For corporate tax (CT) in the UAE, every taxable person is required to electronically register with the Federal Tax Authority (FTA) within a specified timeframe and obtain a Tax Registration Number.
- 8. Compliance with Labor Laws:** Ensure compliance with UAE labor laws, including the drafting of labor contracts, employee benefits, and adherence to working hours and conditions.
- 9. Environmental Compliance:** Certain industries may need to meet environmental regulations, including waste disposal and emissions standards.
- 10. Intellectual Property Protection:** Consider protecting your intellectual property by registering trademarks, copyrights, and patents if necessary.
- 11. AML Regulations:** Depending on your industry, you may be required to perform customer due diligence, transaction monitoring, reporting suspicious activity to the Financial Intelligence Unit (FIU), and maintaining proper records.
- 12. Health and Safety Standards:** Adhere to health and safety standards applicable to your business, which may involve safety inspections and compliance with occupational health guidelines.
- 13. Free Trade Agreements:** The UAE has established several Free Trade Agreements (FTAs) to enhance economic cooperation and expand trade opportunities globally. These agreements allow the UAE to benefit from reduced tariffs, increased market access, and enhanced investment opportunities. You may want to check FTA's establish best cost scenario for your export / import business.
- 14. Customs and Import/Export Regulations:** If your business involves importing or exporting goods, be aware of customs regulations, and obtain the necessary permits and clearances.

CHAPTER

17

Conclusion



Establishing a business in the United Arab Emirates (UAE) involves several key steps, which may vary slightly depending on the emirate and the type of business activity. Nevertheless, UAE is Your Gateway to success.

Opportunities: UAE offers a vibrant and promising market for businesses looking to expand their reach and tap into new opportunities. It has high purchasing power and a diverse consumer base. The retail, hospitality, and tourism sectors have experienced significant growth due to the UAE's reputation as a global tourism and business destination.

Stable and Growing Economy: The UAE boasts a stable and growing economy, driven by diversified sectors. The country's commitment to economic diversification and investments in infrastructure make it an attractive market for businesses across various industries.

Strong Consumer Base: UAE's population comprises a mix of Emiratis and expatriates from around the world. With a high standard of living and disposable income, the UAE offers a strong consumer base that demands a wide range of products and services. This presents opportunities for businesses to cater to diverse consumer preferences and tap into niche markets.

Strategic Location: UAE's strategic location at the crossroads of Europe, Asia, and Africa especially the MENA region provides businesses with access to emerging markets and a gateway for global trade. The country's well-connected infrastructure, including modern airports and seaports, facilitates efficient logistics and enables businesses to reach customers regionally and internationally.

Growing Tourism Industry: UAE is a global tourism hotspot, attracting millions of visitors each year. With iconic landmarks, luxurious resorts, world-class shopping, and entertainment options, the

tourism industry presents significant opportunities for businesses in hospitality, retail, food and beverage, and leisure sectors.

Infrastructure Development: UAE has made substantial investments in developing its infrastructure, including transportation networks, smart cities, and sustainable initiatives. This presents opportunities for businesses involved in construction, engineering, technology, and related industries.

Innovation and Technology: UAE has embraced digital transformation and innovation. The government's initiatives, such as Dubai Internet City and Abu Dhabi's Hub71, support entrepreneurship and offer opportunities for businesses in areas such as fintech, e-commerce, artificial intelligence, and smart city solutions.

Free Zone: UAE offers numerous free zones such as RAKEZ, DIFC, IFZA, Meydan, CommerCity, Hamriyah and JAFZA, etc., that provide attractive incentives for businesses, including 100 % foreign ownership, tax exemptions and streamlined business setup processes. These Freezones can be gateway for import and export business especially for MENA region, Europe and USA.

Green and Sustainable Initiatives: UAE has implemented green initiatives and renewable energy projects. This creates opportunities for businesses involved in clean energy solutions, waste management, sustainable construction, and eco-friendly products and services.

A low-angle, blue-tinted photograph of three business professionals in suits shaking hands in a modern office setting. The sun is shining from behind them, creating a bright, hazy glow. The background shows a ceiling with recessed lighting.

About **stratrich**

A UNIT OF **Ac** **Bloom** INTERNATIONAL

Stratrich Consulting removes the complexities of entering and operating in the Indian and UAE markets. We are your one-stop shop, guiding you through every stage of your journey, from pre-incorporation planning to post-incorporation support. Our team of experts ensure a smooth transition and help you navigate the unique regulatory landscapes.

Strategic Approach, Agile Execution

We combine a comprehensive strategy with agile execution to equip you with the tools you need to succeed.

Our services are designed to help you:

Overcome challenges: We understand the hurdles foreign businesses face in the UAE. We have the experience and knowledge to help you navigate them efficiently.

Capture growth opportunities: We identify and capitalize on market opportunities, ensuring your business thrives in these dynamic economies.

Achieve sustainable growth: Our focus goes beyond just market entry. We provide ongoing support to ensure your long-term success.

Tailored Solutions for Your Business

We understand that every business is unique. Our solutions are customized to fit your specific needs and goals, whether you're a startup seeking to enter the GCC market or an established company looking to expand your reach in the UAE.

Your Trusted Partner

Stratrich Consulting is your reliable advisor throughout your market entry and growth journey in the UAE.

Let us help you navigate the complexities and unlock your full potential in these exciting markets.



Advisory &
Regulatory



Business Setup &
Incorporation

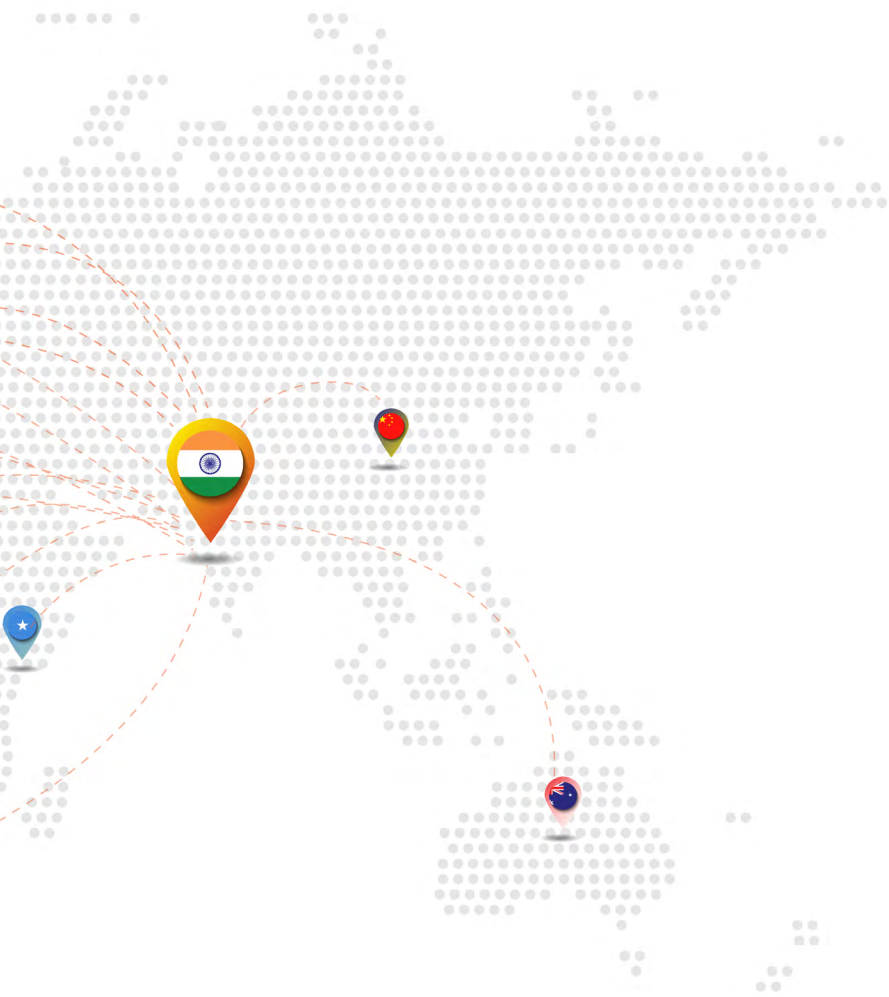


Tax

Corporate
Services







300+
Employees

500+
Clients

9
Offices

Noida | Delhi | Gurugram | Mohali | Ahmedabad | Nashik | Pune | Jaipur | Dubai

Our Services

Whether you are growing in one market or many, transforming your business, looking to operate more effectively, managing risk and compliance, or realising stakeholder value, Stratrich Consulting has the right experts to meet your needs.

Advisory & Regulatory

Our adaptable advisory services seamlessly integrate with your team, guiding you through challenges, uncovering opportunities, and charting a course for sustainable growth.

- Business Consulting
- Business Risk Services
- Regulatory Advisory Services
- M&A and Transactions Advisory
- Market Research and Intelligence
- Market Entry Strategy & Entry Routes
- StratBridge® - Our special service focused on helping you find clients and business partners in the UAE market.
- Business Planning and Techno-economic Viability Report/Detailed Project Report
- Location Analysis and Selection, and Incentive Benchmarking/Optimization

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Let our experts handle your Business Setup & Incorporation. Our cost-effective services free you and your stakeholders to focus on what matters most – running your business.

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- Offshore Company
- Freezone Company

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Our team leverages deep industry expertise, both local and global, alongside powerful tax tools to simplify compliance and identify optimal tax strategies for your business.

- Corporate Tax
- Expatriate Services
- International Tax Services
- Transfer Pricing
- VAT Services

Corporate Services

Our comprehensive suite of corporate services streamlines essential tasks, unlocks talent potential, and provides the expertise you need to navigate challenges.

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- Payroll Services
- Legal & Regulatory Services
- Audit Support Services
- Human Capital Consulting

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Industry Expertise



Automobile



Banking & Financial Services



E-commerce



Education



Infrastructure



IT & AI



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Renewable Energy



Civil Aviation



Defence



FMCG



Healthcare



Pharmaceuticals



Oil and gas



Textile



Telecom



Alcohol



Tobacco



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At Stratrich, we bring unrivalled expertise in providing top-notch Services in the UAE. As a leading business consulting firm, we understand the intricacies of your corporate needs and offer tailored solutions to optimize your business strategy.

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