

EXPORTING TO INDIA

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(ECONOMIC OVERVIEW & TRADE ANALYSIS)

MULTI-SECTOR



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TRADING
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This Report has been prepared in active collaboration with our Strategic Partner, the UAE-India Business Council



We, at Dubai Industries & Exports extends its thanks and appreciation for the inputs and collaboration from Team UIBC in this endeavor.

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Forward

In recent years, UAE has had good interactions with India in various fields. This successful partnership between both countries is based on a foundation of common values, strategic congruences and mutual respect. The bilateral relations have reached an extraordinary level of friendship and both sides have been working to realize the goals of forging a strong strategic partnership through regular exchange of visits, improve bilateral trade and investments, greater understanding of security concerns and vulnerabilities and readiness to harness on momentum created due to greater political understanding.



The several agreements signed during the high-level visits of UAE and Indian leaders along with creation of a high-level task force to monitor progress of different signed MoU's, the recently proposed free trade agreement (FTA), launch of negotiations to jointly establish the UAE-India Comprehensive Economic Partnership Agreement (CEPA) provides framework for investors to achieve bilateral trade and investment targets. I believe that the bilateral initiatives being undertaken by both governments in the realm of trade, investment, tourism, culture, amongst other sectors, will further deepen the mutual interests and understanding.

I am happy to learn that UAE-India Business Council (UIBC) in association with Dubai IE is bringing out a comprehensive report for promoting business and investment partnership between UAE and India and for businesses to understand trade flows between the two countries and potential products for trade.

I would like to commend for the timely initiative at a moment of rapid supply realignment and transformation of economic structures accelerated by the Covid-19 pandemic. The shift in global supply chain and the disruptions caused by the pandemic presents an opportunity for both sides to diversify and strengthen their business resilience. India's indelible resources and UAE's technological capabilities paves way for a conducive and an ever-lasting partnership.

I hope and remain confident that this comprehensive report will facilitate better understanding to businesses on both sides and encourage them to explore hitherto unexplored possibilities.

UIBC, the Joint Business Council set up by the UAE and India Government, is committed to further enhancing this partnership and looks forward to working together to create an inclusive bilateral trade environment between the two nations. Our endeavor at UIBC would be to help you, assist you and guide you to realize your goal of making your investments successful. To augment the growth of business opportunities between both the countries, the Council have been undertaking numerous initiatives.

Wishing you all success!

Maj Gen (Retd.) Sharafuddin Sharaf
Chairman, UAE-India Business Council (UIBC)
& Vice Chairman, Sharaf Group

Economic Overview



Being the second most populous country in the world, India is at an exciting juncture in its journey of development and being an attractive investment destination for foreign investors. The Indian economy has witnessed a paradigm shift since the last decade and is on a robust growth trajectory. Today, the Indian economy boasts a stable annual growth rate, booming capital markets, and rising foreign exchange reserves.

As per the Estimates of National Income for first quarter (April-June) of 2021-22, India's gross domestic product (GDP) at Constant (2011-12) Prices is estimated at Rs 32.38 lakh crore, as against Rs 26.95 lakh crore in Q1 of 2020-21, showing a growth of 20.1% as compared to contraction of 24.4% in Q1 2020-21. India's gross domestic product (GDP) at Current Prices in the year Q1 2021-22 is estimated at Rs 51.23 lakh crore, as against Rs 38.89 lakh crore in Q1 2020-21, showing a growth of 31.7% as compared to contraction of 22.3% in Q1 2020-21. As per IMF and the World Bank, investor, and industry optimism, combined with government spending, could lend to India recording 8.5-10% nominal growth in FY22, making it one of the fastest-growing major economy.

Modern India, built on strong structural and economic principles offers exciting new opportunities and fresh business objectives across a plethora of industries. Favourable policies and regulations, stable political structure, an independent judiciary, a youth-driven economy, an industrious talent pool, indigenous entrepreneurship, and a market attracting record foreign institutional investors make India a great place for trade and commerce. This is further encouraged by Government initiatives, such as Make in India, Digital India, Start-Up India, and Skill India.

The Indian Government has been preparing strategies for businesses to thrive and continues to roll out the red carpet for global investors to choose India as their preferred investment destination. To further ease the doing business in India, the Government of India has taken multiple steps and made key policy decisions in recent years such as launch of a 'National Single Window System' to provide a more enhanced and efficient service and experience for businesses and investors; relaxing FDI norms across sectors such as defence, PSU oil refineries, telecom, power exchanges, and stock exchanges; introduction of Production Linked Incentive (PLI) schemes in numerous sectors for further integrating India to global supply chains and make manufacturing in India globally competitive for achieving a Self-Reliant India; among others.

The Government of India's determination to enhance ease of doing business through a multitude of reforms has resulted in a strong inflow of foreign direct investment (FDI), apart from the creation of lucrative opportunities for a range of stakeholders. Effective, robust reforms undertaken by Indian Government have opened sectors such as energy, technology, financial services, food processing, infrastructure, and transportation to private and foreign participation. This will drive economic growth and further shore up India's ranking in the global arena.

The Government of India has resolved to convert the economic setback due to the COVID-19 pandemic into an opportunity to make India self-reliant, and a bigger, stronger, and more important part of the global economy. Measures taken by the Indian Government in Foreign Direct Investment (FDI) policy reforms, investment facilitation and ease of doing business have positioned India as a preferred investment destination amongst global investors.

As a result, despite the adverse impact of Covid-19 pandemic on the economy, India has attracted its highest ever total FDI inflow of USD 81.72 billion during the year 2020-21, which is 10% higher than the previous year (USD 74.39 billion) as per the annual data released by Ministry of Commerce and Industry on 24 May 2021. Further, the FDI Equity inflows into India during 2020-21 were recorded at USD 59.64 billion, marking a year-on-year jump of 19%.

The confidence of the citizens has been boosted by the global recognition of the successes of the dynamic, growth-centric policies of the Government. For instance, India is ranked among the top 10 destinations for global FDI as per UNCTAD's World Investment Report 2021. Further, India has risen by 79 spots over the past six years to reach the 63rd position on the World Bank's Ease of Doing Business rankings 2020. Encouraged by the progress, governments, and private enterprises from around the world are seeking opportunities in India that will drive growth for all stakeholders.

India is presently known as one of the most important players in the global economic landscape. The country is on a fast-paced growth and is expected to become a USD 5 trillion economy by 2022. Going by the estimates of Government of India, the country will need investment of USD 4.5 trillion to build sustainable infrastructure by 2040. There is immense opportunity here for businesses to emerge as strategic partners, helping India meet its ambition.

Source: Inputs from UIBC, India Office

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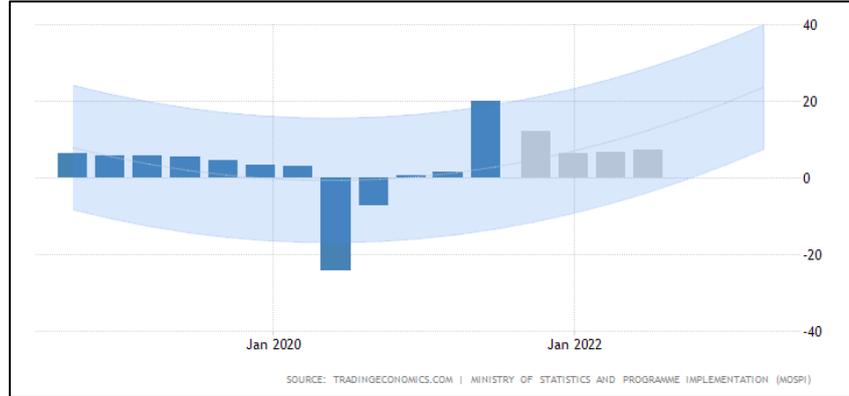
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Economic Indicators

GDP Annual Growth Rate in India is expected to be 12.00 percent by the end of this quarter, according to Trading Economics global macro models and analysts' expectations. In the long-term, the India GDP Annual Growth Rate is projected to trend around 7.00 percent in 2022 and 6.50 percent in 2023, according to our econometric models.



Imports in India increased to 47090 USD Million in August from 46400 USD Million in July of 2021. Source: Ministry of Commerce and Industry, India. In the long-term, the India Imports is projected to trend around 40100.00 USD Million in 2022 and 43500.00 USD Million in 2023, according to Trading Economics econometric models.



Middle East & UAE Top Exports to India and UAE Balance Export/Re-export Potential (2020 data base)

Source: trademap.org (Value Unit is in 'USD 000)

| HS code | Product Description | India's imports from UAE | | India imports from Mid East | | India's imports from world | | UAE Export/ Re-Export Potential to India |
|---------|--|--------------------------|------------|-----------------------------|------------|----------------------------|-------------|--|
| | | 2019 | 2020 | 2019 | 2020 | 2019 | 2020 | |
| TOTAL | All products | 30,308,879 | 23,901,107 | 112,237,584 | 81,971,841 | 478,883,729 | 367,980,363 | |
| '7102 | Diamonds, whether or not worked, but not mounted or set (excluding unmounted stones for pick-up ... | 5,191,473 | 4,139,334 | 5,888,528 | 4,676,777 | 22,065,594 | 15,899,277 | 11,759,943 |
| '7108 | Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured ... | 3,319,334 | 2,528,783 | 3,657,564 | 2,591,127 | 31,178,359 | 21,922,212 | 19,393,429 |
| '3102 | Mineral or chemical nitrogenous fertilisers (excluding those in pellet or similar forms, or ... | 259,062 | 225,059 | 1,590,698 | 1,391,712 | 3,227,697 | 3,047,109 | 2,822,050 |
| '8802 | Powered aircraft "e.g. helicopters and aeroplanes"; spacecraft, incl. satellites, and suborbital ... | 3,713 | 30 | 2,428,968 | 1,040,456 | 2,873,034 | 1,170,728 | 1,170,698 |
| '3105 | Mineral or chemical fertilisers containing two or three of the fertilising elements nitrogen, ... | 40,972 | 26,744 | 1,076,086 | 1,019,396 | 2,664,157 | 2,779,211 | 2,752,467 |
| '3901 | Polymers of ethylene, in primary forms | 425,139 | 403,475 | 932,025 | 799,369 | 2,230,389 | 2,013,208 | 1,609,733 |
| '2905 | Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives | 41,304 | 25,742 | 1,059,839 | 724,990 | 1,866,799 | 1,522,389 | 1,496,647 |
| '8905 | Light-vessels, fire-floats, dredgers, floating cranes, and other vessels the navigability of ... | 332,078 | 568,901 | 382,477 | 583,628 | 2,554,343 | 3,313,749 | 2,744,848 |
| '7204 | Ferrous waste and scrap; remelting scrap ingots of iron or steel (excluding slag, scale and ... | 516,561 | 339,008 | 736,642 | 532,579 | 3,615,794 | 2,709,015 | 2,370,007 |
| '2814 | Ammonia, anhydrous or in aqueous solution | 17,392 | 12,297 | 585,757 | 502,924 | 775,676 | 637,372 | 625,075 |
| '7602 | Waste and scrap, of aluminium (excluding slags, scale and the like from iron and steel production, ... | 206,378 | 178,902 | 549,221 | 466,716 | 2,046,364 | 1,810,250 | 1,631,348 |
| '2809 | Diphosphorus pentoxide; phosphoric acid; polyphosphoric acids, whether or not chemically defined | 54 | 19,977 | 449,833 | 443,779 | 1,934,716 | 1,553,429 | 1,533,452 |
| '2510 | Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic ... | 16,541 | 19,781 | 416,392 | 422,611 | 769,325 | 738,616 | 718,835 |
| '3902 | Polymers of propylene or of other olefins, in primary forms | 236,835 | 178,067 | 524,171 | 414,722 | 1,231,902 | 916,322 | 738,255 |
| '2521 | Limestone flux; limestone and other calcareous stone, of a kind used for the manufacture of ... | 350,310 | 310,719 | 406,201 | 356,474 | 473,652 | 403,460 | 92,741 |
| '2903 | Halogenated derivatives of hydrocarbons | 10,600 | 4 | 433,867 | 355,585 | 1,016,767 | 882,616 | 882,612 |

Middle East & UAE Top Exports to India and UAE Balance Export/Re-export Potential (2020 data base)

Source: trademap.org (Value Unit is in 'USD 000)

| HS code | Product Description | India's imports from UAE | | India imports from Mid East | | India's imports from world | | UAE Export/ Re-Export Potential to India |
|---------|---|--------------------------|---------|-----------------------------|---------|----------------------------|------------|--|
| | | 2019 | 2020 | 2019 | 2020 | 2019 | 2020 | |
| '3104 | Mineral or chemical potassic fertilisers (excluding those in tablets or similar forms, or in ... | 6,354 | 1,080 | 311,415 | 293,247 | 1,269,192 | 1,310,913 | 1,309,833 |
| '2902 | Cyclic hydrocarbons | 29,416 | 22,671 | 465,072 | 281,497 | 2,337,365 | 1,441,349 | 1,418,678 |
| '7408 | Copper wire (excluding surgical sutures, stranded wire, cables, plaited bands and the like ... | 443,806 | 270,029 | 445,669 | 273,819 | 1,529,509 | 602,905 | 332,876 |
| '7404 | Waste and scrap, of copper (excluding ingots or other similar unwrought shapes, of remelted ... | 73,254 | 62,197 | 280,679 | 236,536 | 966,353 | 854,300 | 792,103 |
| '7601 | Unwrought aluminium | 45,895 | 68,906 | 177,992 | 226,065 | 537,694 | 463,738 | 394,832 |
| '0804 | Dates, figs, pineapples, avocados, guavas, mangoes and mangosteens, fresh or dried | 46,710 | 80,774 | 148,002 | 218,550 | 263,039 | 362,357 | 281,583 |
| '8411 | Turbojets, turbopropellers and other gas turbines | 64,461 | 85,772 | 111,502 | 215,648 | 4,240,359 | 2,182,031 | 2,096,259 |
| '8901 | Cruise ships, excursion boats, ferry-boats, cargo ships, barges and similar vessels for the ... | 171,312 | 57,891 | 347,991 | 195,171 | 682,044 | 342,427 | 284,536 |
| '8526 | Radar apparatus, radio navigational aid apparatus and radio remote control apparatus | 5,083 | 3,066 | 25,027 | 187,784 | 163,092 | 315,556 | 312,490 |
| '3817 | Mixed alkylbenzenes and mixed alkylnaphthalenes | 2,971 | 5,151 | 246,191 | 180,486 | 353,903 | 270,297 | 265,146 |
| '8906 | Vessels, incl. warships and lifeboats (excluding rowing boats and other vessels of heading ... | 0 | 39 | 16 | 180,158 | 318,338 | 853,859 | 853,820 |
| '0802 | Other nuts, fresh or dried, whether or not shelled or peeled (excluding coconuts, Brazil nuts ... | 73,001 | 119,223 | 105,523 | 169,012 | 1,112,658 | 1,254,503 | 1,135,280 |
| '7403 | Copper, refined, and copper alloys, unwrought (excluding copper alloys of heading 7405) | 114,612 | 134,793 | 115,344 | 135,259 | 906,487 | 998,408 | 863,615 |
| '7113 | Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal ... | 121,869 | 71,139 | 183,942 | 126,937 | 612,344 | 345,445 | 274,306 |
| '8542 | Electronic integrated circuits; parts thereof | 1,589 | 9,982 | 34,096 | 126,157 | 10,172,390 | 8,417,890 | 8,407,908 |
| '8517 | Telephone sets, incl. telephones for cellular networks or for other wireless networks; other ... | 8,928 | 31,348 | 119,894 | 112,960 | 13,517,577 | 12,708,011 | 12,676,663 |
| '4707 | Recovered "waste and scrap" paper or paperboard (excluding paper wool) | 75,993 | 48,849 | 148,971 | 111,326 | 1,239,422 | 963,851 | 915,002 |
| '3907 | Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, ... | 24,506 | 27,936 | 128,414 | 105,811 | 1,872,716 | 1,381,437 | 1,353,501 |

TOP EXPORT POTENTIAL ITEMS FROM UAE TO INDIA

Source: <https://exportpotential.intracen.org/>

| | | | |
|---|--|----|--|
| 1 | 710239 Diamonds, worked | 16 | 85XXc Parts of telephone sets & other transmission apparatus |
| | Export potential \$1.0 bn | | Export potential \$78.7 mn |
| | Actual exports \$414.3 mn | | Actual exports \$4.5 mn |
| | Untapped potential remaining \$620.6 mn | | Untapped potential remaining \$74.2 mn |
| | India's global imports \$6.4 bn | | India's global imports \$9.6 bn |
| | UAE's global exports \$3.2 bn | | UAE's global exports \$636.6 mn |
| | India's applied tariff to UAE 10% | | India's applied tariff to UAE 4.2% |
| 2 | 740811 Wire of refined copper | 17 | 0713Xb Legumes nes, dried & shelled |
| | Export potential \$660.8 mn | | Export potential \$65.3 mn |
| | Actual exports \$453.0 mn | | Actual exports \$1.4 mn |
| | Untapped potential remaining \$207.8 mn | | Untapped potential remaining \$63.9 mn |
| | India's global imports \$570.3 mn | | India's global imports \$328.9 mn |
| | UAE's global exports \$1.8 bn | | UAE's global exports \$24.2 mn |
| | India's applied tariff to UAE 5.0% | | India's applied tariff to UAE 30% |
| 3 | 85XXb Telephone sets & other voice/image transmission apparatus | 18 | 390230 Propylene copolymers, in primary forms |
| | Export potential \$486.4 mn | | Export potential \$59.3 mn |
| | Actual exports \$41.6 mn | | Actual exports \$62.4 mn |
| | Untapped potential remaining \$444.8 mn | | Untapped potential remaining- |
| | India's global imports \$7.1 bn | | India's global imports \$327.0 mn |
| | UAE's global exports \$11.1 bn | | UAE's global exports \$384.2 mn |
| | India's applied tariff to UAE | | India's applied tariff to UAE 7.5% |
| 4 | 760120 Aluminium alloys, unwrought | 19 | 760110 Aluminium, not alloyed, unwrought |
| | Export potential \$484.7 mn | | Export potential \$57.3 mn |
| | Actual exports \$64.2 mn | | Actual exports \$25.9 mn |
| | Untapped potential remaining \$420.5 mn | | Untapped potential remaining \$31.5 mn |
| | India's global imports \$498.3 mn | | India's global imports \$142.7 mn |
| | UAE's global exports \$4.1 bn | | UAE's global exports \$995.8 mn |
| | India's applied tariff to UAE 7.5% | | India's applied tariff to UAE 7.5% |
| 5 | 390120 Polyethylene, specific gravity >=0,94, in primary forms | 20 | 710490 (Semi-)precious stones, synthetic or reconstructed, worked |
| | Export potential \$292.3 mn | | Export potential \$54.9 mn |
| | Actual exports \$232.4 mn | | Actual exports \$22.8 mn |
| | Untapped potential remaining \$59.8 mn | | Untapped potential remaining \$32.0 mn |
| | India's global imports \$727.5 mn | | India's global imports \$275.3 mn |
| | UAE's global exports \$2.0 bn | | UAE's global exports \$143.4 mn |
| | India's applied tariff to UAE 7.5% | | India's applied tariff to UAE 10% |
| 6 | 711319 Jewellery, of precious metal, nes | 21 | 710221 Industrial diamonds, unworked |
| | Export potential \$267.2 mn | | Export potential \$48.6 mn |
| | Actual exports \$280.1 mn | | Actual exports \$28.7 mn |
| | Untapped potential remaining- | | Untapped potential remaining \$19.9 mn |
| | India's global imports \$662.7 mn | | India's global imports \$49.3 mn |
| | UAE's global exports \$12.3 bn | | UAE's global exports \$41.6 mn |
| | India's applied tariff to UAE 15% | | India's applied tariff to UAE 10% |
| 7 | 080410 Dates, fresh or dried | 22 | 841112 Turbojets of a thrust >25kN |
| | Export potential \$183.4 mn | | Export potential \$45.2 mn |
| | Actual exports \$37.8 mn | | Actual exports \$20.2 mn |
| | Untapped potential remaining \$145.7 mn | | Untapped potential remaining \$25.1 mn |
| | India's global imports \$222.7 mn | | India's global imports \$1.7 bn |

TOP EXPORT POTENTIAL ITEMS FROM UAE TO INDIA

Source: <https://exportpotential.intracen.org/>

| | | | |
|----------|--|-----------|--|
| | UAE's global exports\$180.0 mn | | UAE's global exports\$472.2 mn |
| | India's applied tariff to UAE 30% | | India's applied tariff to UAE 7.5% |
| 8 | 390210 Polypropylene, in primary forms | 23 | 843143 Parts for boring/sinking machinery |
| | Export potential\$126.8 mn | | Export potential\$44.6 mn |
| | Actual exports\$109.6 mn | | Actual exports\$33.1 mn |
| | Untapped potential remaining\$17.1 mn | | Untapped potential remaining\$11.5 mn |
| | India's global imports\$700.0 mn | | India's global imports\$241.4 mn |
| | UAE's global exports\$740.7 mn | | UAE's global exports\$650.7 mn |
| | India's applied tariff to UAE 7.5% | | India's applied tariff to UAE 7.5% |
| 9 | 710122 Cultured pearls, worked | 24 | 710391 Rubies, sapphires, emeralds, worked |
| | Export potential\$123.6 mn | | Export potential\$44.2 mn |
| | Actual exports\$151.7 mn | | Actual exports\$22.5 mn |
| | Untapped potential remaining- | | Untapped potential remaining\$21.7 mn |
| | India's global imports\$874.2 mn | | India's global imports\$553.1 mn |
| | UAE's global exports\$165.0 mn | | UAE's global exports\$180.4 mn |
| | India's applied tariff to UAE 10% | | India's applied tariff to UAE 10% |
| # | 8528Xc Reception apparatus for television | 25 | 071340 Lentils, dried & shelled |
| | Export potential\$104.5 mn | | Export potential\$42.9 mn |
| | Actual exports\$3.4 mn | | Actual exports\$3.1 mn |
| | Untapped potential remaining\$101.1 mn | | Untapped potential remaining\$39.8 mn |
| | India's global imports\$1.3 bn | | India's global imports\$390.8 mn |
| | UAE's global exports\$525.8 mn | | UAE's global exports\$123.7 mn |
| | India's applied tariff to UAE 10% | | India's applied tariff to UAE 30% |
| # | 8471XX Data processing machines | 26 | 852580 Television cameras |
| | Export potential\$99.6 mn | | Export potential\$42.3 mn |
| | Actual exports\$5.2 mn | | Actual exports\$1.8 mn |
| | Untapped potential remaining\$94.3 mn | | Untapped potential remaining\$40.6 mn |
| | India's global imports\$4.8 bn | | India's global imports\$1.3 bn |
| | UAE's global exports\$1.9 bn | | UAE's global exports\$309.1 mn |
| | India's applied tariff to UAE 0% | | India's applied tariff to UAE 10% |
| # | 841510 Window/wall airconditioning machines | 27 | 740819 Wire of refined copper |
| | Export potential\$90.8 mn | | Export potential\$42.3 mn |
| | Actual exports\$1.5 mn | | Actual exports\$5.1 mn |
| | Untapped potential remaining\$89.3 mn | | Untapped potential remaining\$37.2 mn |
| | India's global imports\$574.2 mn | | India's global imports\$802.6 mn |
| | UAE's global exports\$435.3 mn | | UAE's global exports\$48.6 mn |
| | India's applied tariff to UAE 10% | | India's applied tariff to UAE 5.0% |
| # | 3901XX Polymers of ethylene, in primary forms | 28 | 760511 Wire, aluminium, non-alloyed >7mm |
| | Export potential\$89.7 mn | | Export potential\$41.5 mn |
| | Actual exports\$74.3 mn | | Actual exports\$4.0 mn |
| | Untapped potential remaining\$15.5 mn | | Untapped potential remaining\$37.5 mn |
| | India's global imports\$591.5 mn | | India's global imports\$127.9 mn |
| | UAE's global exports\$538.9 mn | | UAE's global exports\$115.4 mn |
| | India's applied tariff to UAE 7.5% | | India's applied tariff to UAE 7.5% |
| # | 390110 Polyethylene, in primary forms | 29 | 740710 Bars, rods of refined copper |
| | Export potential\$85.8 mn | | Export potential\$37.6 mn |
| | Actual exports\$113.7 mn | | Actual exports\$27.3 mn |

TOP EXPORT POTENTIAL ITEMS FROM UAE TO INDIA

Source: <https://exportpotential.intracen.org/>

| | | | |
|---|---|----|--|
| | Untapped potential remaining- | | Untapped potential remaining\$10.3 mn |
| | India's global imports\$788.0 mn | | India's global imports\$91.8 mn |
| | UAE's global exports\$536.8 mn | | UAE's global exports\$176.7 mn |
| | India's applied tariff to UAE 7.5% | | India's applied tariff to UAE 5.0% |
| | | | |
| # | 8708XX Parts/Accessories of motor vehicles | 30 | 880330 Airplane/helicopter parts, nes |
| | Export potential\$80.9 mn | | Export potential\$35.6 mn |
| | Actual exports\$5.5 mn | | Actual exports\$18.8 mn |
| | Untapped potential remaining\$75.4 mn | | Untapped potential remaining\$16.8 mn |
| | India's global imports\$3.1 bn | | India's global imports\$755.4 mn |
| | UAE's global exports\$1.3 bn | | UAE's global exports\$1.8 bn |
| | India's applied tariff to UAE 10% | | India's applied tariff to UAE 2.5% |

United Arab Emirates's products with potential to India

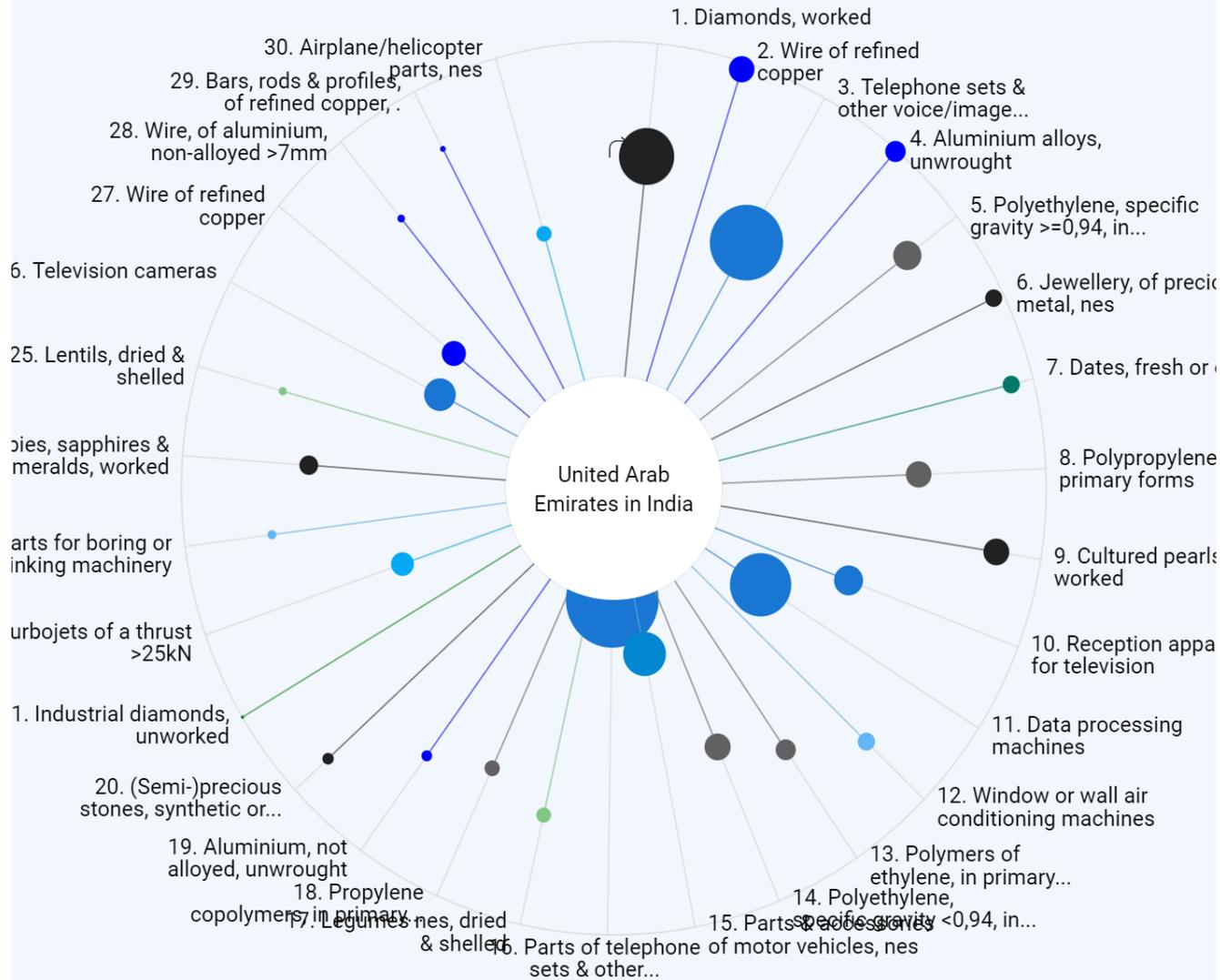
Legend

1,2,3 Export potential rank

 Demand

 Supply

-  Jewellery & precious metal articles
-  Metals (except ferrous & precious)
-  Electronic equipment
-  Plastics & rubber
-  Fruits
-  Machinery, electricity
-  Pulses
-  Motor vehicles & parts
-  Aircrafts, spacecrafts & parts
-  Pearls & (semi-)precious stones



India Top Exports to Middle East & UAE and Re-export Potential (2020 data base)

Source: trademap.org (Value Unit is in 'USD 000)

| HS code | Product Description | India's exports to M.East | | India's exports to UAE | |
|---------|---|---------------------------|------------|------------------------|------------|
| | | 2019 | 2020 | 2019 | 2020 |
| 'TOTAL | All products | 59,749,402 | 42,922,297 | 29,539,358 | 17,953,335 |
| '1006 | Rice | 4,375,350 | 4,012,561 | 351,530 | 385,393 |
| '7113 | Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal | 8,518,185 | 2,518,289 | 8,268,930 | 2,283,031 |
| '7102 | Diamonds, whether or not worked, but not mounted or set ... | 2,373,340 | 1,748,490 | 1,399,613 | 939,894 |
| '8517 | Telephone sets, incl. telephones for cellular networks or for other wireless networks; other | 2,136,586 | 1,216,772 | 1,942,648 | 1,099,994 |
| '8703 | Motor cars and other motor vehicles principally designed for the transport of persons, incl. | 1,246,562 | 984,118 | 242,532 | 163,733 |
| '0202 | Meat of bovine animals, frozen | 762,313 | 736,726 | 68,147 | 76,932 |
| '3004 | Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses | 503,841 | 665,289 | 156,583 | 201,288 |
| '6907 | Unglazed ceramic flags and paving, hearth or wall tiles; unglazed ceramic mosaic cubes.. | 582,154 | 664,765 | 77,099 | 76,300 |
| '1701 | Cane or beet sugar and chemically pure sucrose, in solid form | 446,563 | 656,929 | 28,525 | 64,297 |
| '8905 | Light-vessels, fire-floats, dredgers, floating cranes, and other vessels the navigability of ... | 749,772 | 644,747 | 749,764 | 424,603 |
| '7208 | Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm, hot-rolled, not clad, ... | 444,065 | 505,191 | 295,649 | 357,250 |
| '2902 | Cyclic hydrocarbons | 528,803 | 473,200 | 72,137 | 6,711 |
| '6109 | T-shirts, singlets and other vests, knitted or crocheted | 575,854 | 420,410 | 433,040 | 319,632 |
| '8708 | Parts and accessories for tractors, motor vehicles for the transport of ten or more persons, | 462,431 | 411,134 | 90,334 | 44,772 |
| '7202 | Ferro-alloys | 427,195 | 374,534 | 269,535 | 222,875 |
| '2933 | Heterocyclic compounds with nitrogen hetero-atom[s] only | 313,534 | 313,302 | 17,520 | 30,857 |
| '7305 | Tubes and pipes, having circular cross-sections and an external diameter of > 406,4 mm, of ... | 129,481 | 313,102 | 23,438 | 23,021 |
| '3204 | Synthetic organic colouring matter, whether or not chemically defined; | 352,331 | 291,920 | 32,297 | 34,251 |
| '2818 | Artificial corundum, whether or not chemically defined; aluminium oxide; aluminium hydroxide | 285,505 | 288,121 | 213,319 | 207,757 |
| '5402 | Synthetic filament yarn, incl. synthetic monofilaments of < 67 decitex (excluding sewing thread ... | 393,465 | 278,450 | 16,104 | 17,261 |
| '8481 | Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like, . | 290,521 | 267,776 | 109,027 | 108,927 |

India Top Exports to Middle East & UAE and Re-export Potential (2020 data base)

Source: trademap.org (Value Unit is in 'USD 000)

| HS code | Product Description | India's exports to M.East | | India's exports to UAE | |
|---------|---|---------------------------|---------|------------------------|---------|
| | | 2019 | 2020 | 2019 | 2020 |
| '5205 | Cotton yarn other than sewing thread, containing >= 85% cotton by weight (excluding that put ... | 285,408 | 264,126 | 2,432 | 2,046 |
| '6203 | Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, | 323,772 | 252,909 | 205,194 | 174,557 |
| '3907 | Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, ... | 390,382 | 252,225 | 114,924 | 65,080 |
| '6103 | Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ... | 261,115 | 236,769 | 180,792 | 177,107 |
| '0902 | Tea, whether or not flavoured | 320,371 | 231,978 | 41,363 | 39,806 |
| '6204 | Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ... | 262,739 | 223,666 | 168,066 | 157,352 |
| '0306 | Crustaceans, whether in shell or not, live, fresh, chilled, frozen, dried, salted or in brine, ... | 247,594 | 218,093 | 177,873 | 155,167 |
| '8479 | Machines and mechanical appliances having individual functions, not specified or included elsewhere ... | 132,077 | 208,976 | 41,301 | 80,669 |
| '0801 | Coconuts, Brazil nuts and cashew nuts, fresh or dried, whether or not shelled or peeled | 254,439 | 202,699 | 135,518 | 107,446 |
| '3808 | Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products and plant-growth ... | 260,291 | 194,639 | 11,921 | 22,086 |
| '6802 | Monumental or building stone, natural (excluding slate), worked, and articles; mosaic cubes ... | 175,036 | 194,529 | 38,355 | 36,465 |
| '8901 | Cruise ships, excursion boats, ferry-boats, cargo ships, barges and similar vessels for the ... | 371,755 | 193,656 | 235,672 | 106,151 |
| '2941 | Antibiotics | 204,330 | 193,067 | 8,040 | 9,089 |

TOP EXPORT POTENTIAL ITEMS FROM INDIA TO MIDDLE EAST

Source: <https://exportpotential.intracen.org/>

| | | | |
|---|--|----|--|
| 1 | 711319 Jewellery, of precious metal, nes | 16 | 760110 Aluminium, not alloyed, unwrought |
| | Export potential\$10.2 bn | | Export potential\$365.9 mn |
| | Actual exports\$6.5 bn | | Actual exports\$215.4 mn |
| | Untapped potential \$3.7 bn | | Untapped potential \$160.6 mn |
| | Middle East's global imports\$20.9 bn | | Middle East's global imports\$1.7 bn |
| | India's global exports \$10.2 bn | | India's global exports \$2.7 bn |
| 2 | 710239 Diamonds, worked | 17 | 730511 Line pipe used for oil/gas pipeline |
| | Export potential\$6.9 bn | | Export potential\$336.8 mn |
| | Actual exports\$2.8 bn | | Actual exports\$196.3 mn |
| | Untapped potential \$4.1 bn | | Untapped potential \$153.4 mn |
| | Middle East's global imports\$9.8 bn | | Middle East's global imports\$925.9 mn |
| | India's global exports \$24.1 bn | | India's global exports \$438.3 mn |
| 3 | 100630 Semi-milled or wholly milled rice | 18 | 740311 Copper cathodes |
| | Export potential\$4.9 bn | | Export potential\$327.7 mn |
| | Actual exports\$3.9 bn | | Actual exports\$68.5 mn |
| | Untapped potential \$1.1 bn | | Untapped potential \$261.7 mn |
| | Middle East's global imports\$5.5 bn | | Middle East's global imports\$4.9 bn |
| | India's global exports \$6.4 bn | | India's global exports \$1.3 bn |
| | 3004Xb Medicaments, mixed/unmixed products | 19 | 520100 Cotton, not carded/combed |
| 4 | Export potential\$1.8 bn | | Export potential\$321.5 mn |
| | Actual exports\$322.7 mn | | Actual exports\$25.8 mn |
| | Untapped potential \$1.5 bn | | Untapped potential \$297.6 mn |
| | Middle East's global imports\$10.8 bn | | Middle East's global imports\$1.6 bn |
| | India's global exports \$12.1 bn | | India's global exports \$1.6 bn |
| 5 | 8703XX Motor vehicles to transport person | 20 | 080132 Cashew nuts, shelled |
| | Export potential\$1.8 bn | | Export potential\$321.0 mn |
| | Actual exports\$934.8 mn | | Actual exports\$250.0 mn |
| | Untapped potential \$895.0 mn | | Untapped potential \$75.2 mn |
| | Middle East's global imports\$48.1 bn | | Middle East's global imports\$493.5 mn |
| | India's global exports \$6.8 bn | | India's global exports \$771.3 mn |
| 6 | 020230 Bovine cuts boneless, frozen | 21 | 290220 Benzene |
| | Export potential\$681.1 mn | | Export potential\$295.9 mn |
| | Actual exports\$469.2 mn | | Actual exports\$431.4 mn |
| | Untapped potential \$326.4 mn | | Untapped potential \$18.8 mn |
| | Middle East's global imports\$2.0 bn | | Middle East's global imports\$639.1 mn |
| | India's global exports \$2.7 bn | | India's global exports \$896.1 mn |
| 7 | 610910 T-shirts & vests of cotton, knit/crochet | 22 | 841112 Turbojets of a thrust >25kN |
| | Export potential\$530.6 mn | | Export potential\$290.2 mn |
| | Actual exports\$310.9 mn | | Actual exports\$59.9 mn |
| | Untapped potential \$219.7 mn | | Untapped potential \$230.3 mn |
| | Middle East's global imports\$1.4 bn | | Middle East's global imports\$5.2 bn |
| | India's global exports \$1.9 bn | | India's global exports \$1.3 bn |
| 8 | 0306Xb Shrimps & prawns, frozen | 23 | 3907Xa Poly"ethylene terephthalate", in primary forms |
| | Export potential\$495.7 mn | | Export potential\$289.4 mn |
| | Actual exports\$207.8 mn | | Actual exports\$249.3 mn |
| | Untapped potential \$288.0 mn | | Untapped potential \$85.2 mn |

TOP EXPORT POTENTIAL ITEMS FROM INDIA TO MIDDLE EAST

Source: <https://exportpotential.intracen.org/>

| | | | |
|---|--|----|--|
| | Middle East's global imports\$418.8 mn | | Middle East's global imports\$823.9 mn |
| | India's global exports \$4.1 bn | | India's global exports \$984.9 mn |
| | | | |
| 9 | 85XXXb Telephone sets & other voice/image transmission apparatus | 24 | 300420 Medicaments w/ antibiotics, for retail |
| | Export potential\$491.8 mn | | Export potential\$266.1 mn |
| | Actual exports\$1.2 bn | | Actual exports\$43.4 mn |
| | Untapped potential \$116.7 mn | | Untapped potential \$222.6 mn |
| | Middle East's global imports\$34.7 bn | | Middle East's global imports\$819.4 mn |
| | India's global exports \$2.2 bn | | India's global exports \$1.1 bn |
| | | | |
| # | 6907 Unglazed ceramic flags, paving, hearth, wall tiles, mosaic cubes & like, nes | 25 | 120740 Sesamum seeds |
| | Export potential\$466.2 mn | | Export potential\$230.8 mn |
| | Actual exports\$472.8 mn | | Actual exports\$75.1 mn |
| | Untapped potential \$102.7 mn | | Untapped potential \$157.8 mn |
| | Middle East's global imports\$2.4 bn | | Middle East's global imports\$622.7 mn |
| | India's global exports \$988.6 mn | | India's global exports \$467.6 mn |
| | | | |
| # | 711311 Jewellery, of silver | 26 | 540233 Textured filament yarn, polyester |
| | Export potential\$424.9 mn | | Export potential\$230.0 mn |
| | Actual exports\$289.2 mn | | Actual exports\$232.3 mn |
| | Untapped potential \$135.7 mn | | Untapped potential \$8.4 mn |
| | Middle East's global imports\$502.6 mn | | Middle East's global imports\$593.6 mn |
| | India's global exports \$1.8 bn | | India's global exports \$811.4 mn |
| | | | |
| # | 8708XX Parts of motor vehicles, nes | 27 | 854511 Carbon electrodes, for elect oven |
| | Export potential\$420.5 mn | | Export potential\$226.0 mn |
| | Actual exports\$338.9 mn | | Actual exports\$203.3 mn |
| | Untapped potential \$195.2 mn | | Untapped potential \$57.0 mn |
| | Middle East's global imports\$8.7 bn | | Middle East's global imports\$757.6 mn |
| | India's global exports \$3.4 bn | | India's global exports \$517.9 mn |
| | | | |
| # | 090240 Black tea, packings >3kg | 28 | 3808 Insecticides, rodenticides, fungicides, herbicides & similar |
| | Export potential\$403.8 mn | | Export potential\$222.3 mn |
| | Actual exports\$219.9 mn | | Actual exports\$136.8 mn |
| | Untapped potential \$183.9 mn | | Untapped potential \$105.7 mn |
| | Middle East's global imports\$791.4 mn | | Middle East's global imports\$1.0 bn |
| | India's global exports \$682.1 mn | | India's global exports \$2.2 bn |
| | | | |
| # | 720839 Flat-rolled products of iron/steel | 29 | 848180 Appliances for pipes |
| | Export potential\$393.4 mn | | Export potential\$222.2 mn |
| | Actual exports\$155.3 mn | | Actual exports\$231.4 mn |
| | Untapped potential \$238.0 mn | | Untapped potential \$59.8 mn |
| | Middle East's global imports\$2.0 bn | | Middle East's global imports\$4.4 bn |
| | India's global exports \$1.0 bn | | India's global exports \$814.1 mn |
| | | | |
| # | 170199 Cane/beet sugar & pure sucrose | 30 | 320416 Synthetic organic reactive dyes |
| | Export potential\$367.4 mn | | Export potential\$215.5 mn |
| | Actual exports\$186.0 mn | | Actual exports\$135.4 mn |
| | Untapped potential \$202.0 mn | | Untapped potential \$80.2 mn |
| | Middle East's global imports\$1.3 bn | | Middle East's global imports\$229.0 mn |
| | India's global exports \$1.0 bn | | India's global exports \$681.7 mn |

Note: Dubai & the UAE can play an active part by being a hub to re-export these items to other Mid East markets

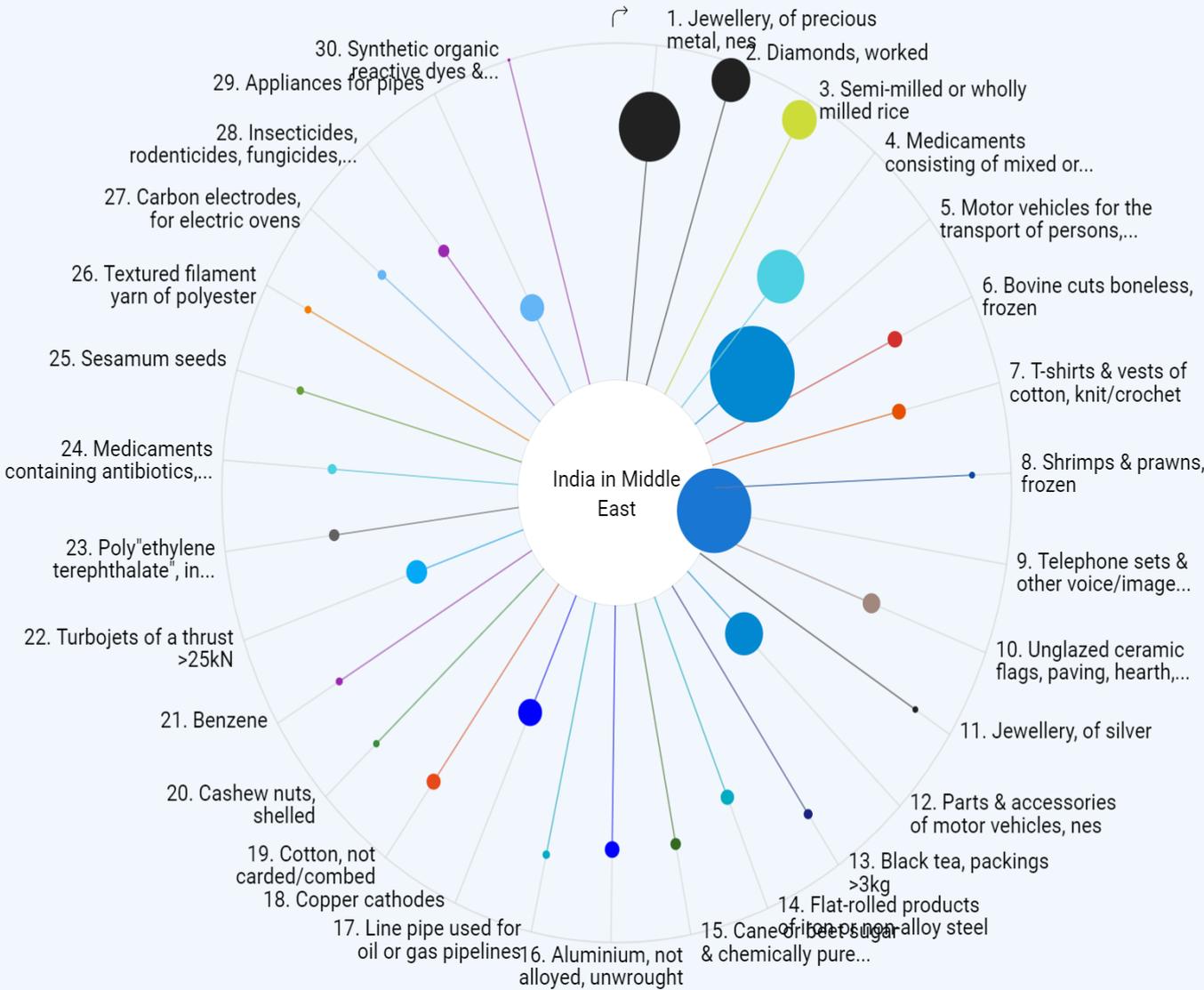
India's products with potential to Middle East

Legend

- 1,2,3 Export potential rank
- Demand
- Supply

- Jewellery & precious metal articles
- Rice
- Motor vehicles & parts
- Pharmaceutical components
- Chemicals
- Ferrous metals
- Metals (except ferrous & precious)
- Meat (except poultry)
- Apparel
- Fish & shellfish
- Electronic equipment
- Ceramic articles
- Machinery, electricity
- Tea & mate
- Sugar
- Vegetal textile fibers
- Nuts
- Aircrafts, spacecrafts & parts
- Plastics & rubber
- Oil seeds

ITC Export Potential Map
exportpotential.intracen.org



Measuring export potential (ITC Reference Note)

EXPORT POTENTIAL INDICATOR: Potential export value of product k supplied by country i to market j , in dollars, is calculated as [supply](#) × [demand](#) (corrected for market access) × [bilateral ease of trade](#). Supply and demand are projected into the future based on GDP and population forecasts, demand elasticities and forward-looking tariffs. The estimated dollar value serves as a benchmark for comparison with actual exports and should not be interpreted as a ceiling value. In reality, actual trade value may be below or above potential value. Potential export value in this report has been calculated for year 2025.

SUPPLY (EP): Supply side in the export potential indicator is based on projected market share. As a result, share of country i 's exports of product k in total exports of product k , multiplied by the exporter's expected GDP growth rate (relative to expected GDP growth of other exporters of the same product) capture the relative increase in overall supply performance. This indicator is corrected for global tariff advantages of country i in product k : it is meant to capture projected market share, and thus supply performance, in the absence of tariffs (the impact of tariffs on exports to a particular market will be taken into account in the demand component). A filter to remove re-exported products is applied in certain manufacturing sectors.

DEMAND: Demand component is based on projected imports, thus market j 's imports of product k , augmented by expected growth of GDP per capita (subject to estimated revenue elasticities of import demand per capita at sector & development level). It also considers future tariff advantage in target market & bilateral distance, compared to average distance over which target market usually imports the product.

EASE OF TRADE: Ease of trade is based on the ratio of actual trade between exporter i and market j for products with potential relative to their hypothetical trade if exporter i had the same share in market j as it has in world markets. The numerator captures the actual trade between the exporter i and market j and the denominator capture trade complementarities between the exporter i and market j . If $Ease > 1$, country i finds it easier to trade with market j than with world markets on average, augmenting the potential to trade any product with market j . This can reflect in a high numerator, resulting for instance from the two countries being located in proximity, sharing the same language or culture or having established commercial links in the past. It can also reflect in a low denominator due to a limited complementarity of the countries' export and import baskets. By contrast, if $Ease < 1$, country i finds it relatively more difficult to trade with market j , lowering its potential to trade with that market.

Indicators related to finding untapped export potential

ACTUAL EXPORTS: The value of actual exports is calculated as an arithmetic average of direct and mirror data of reliable reporters over the past five years. See here, for [data details](#) or refer to [Decreux and Spies \(2016\)](#). Actual exports to a region, including to the world as a whole, only include exports to markets where the country has export potential. At an aggregate level, actual exports can therefore be equivalent to or lower than export values recorded in other trade databases, such as the ITC [Trade Map](#).

REALIZED POTENTIAL: This captures extent to which Export potential has already been utilized for this product, market or supplier. At most disaggregated level, by country, product & market, realized potential corresponds to the potential to actual exports gap (in % terms) whenever potential $>$ actual exports and to 100% whenever potential $<$ actual exports. At the aggregate level (e.g. export potential in a regional market or by sector), the realized potential may be below 100% even though aggregated actual exports exceed potential exports. This occurs when individual exporter-product-market combinations still hold underutilized potential that should not be masked by the fact that others have exceeded their potential.

POTENTIAL TO ACTUAL EXPORTS GAP: This is the extent to which potential exports deviate from actual exports. Actual exports may be higher or lower than the expected potential value. When actual exports exceed potential exports, this can be driven by an exporter's exceptional export performance in some markets while neglecting others. Conversely, the untapped potential value signals room for export growth if frictions, for example in the form of regulations or buyer-seller mismatches, can be overcome.

Measuring potential for diversification

PRODUCT DIVERSIFICATION INDICATOR: An indicator measuring the likelihood of successful product diversification into product k of exporter i in market j . While [ease](#) and [demand](#) are defined as in the [Export Potential Indicator](#), [supply](#) performance is captured differently.

SUPPLY (PD): Supply side in product diversification indicator is based on density capturing relative proximity between products which are exported with a revealed comparative advantage and new products. ([Product Space methodology](#)). It has been transformed to ensure that the relative dispersion of the indicator is similar to the one of the supply side in the Export Potential Indicator. It has then been normalised, so that total export capacity by country (for all products) corresponds to its expected export value computed based on current exports and expected GDP growth, and that total export capacity by product (of all countries) corresponds to expected world demand for that product, computed as the sum of expected country demands. (<https://exportpotential.intracen.org/en/resources/learning/glossary#export-potential>).

The Way Ahead with India

The UAE is signing comprehensive economic partnership agreements with eight countries to consolidate its position as a gateway for global trade and investment. The deal with India, Indonesia, Turkey, UK, Israel, Kenya, South Korea and Ethiopia will widen its access in the emerging markets and fuel the emirate's future economic growth. The agreements are vital as the UAE aims to double its economy from Dh1.4 trillion to Dh3 trillion in the next 10 years. The economic partnerships are expected to increase the UAE's current trade volume of Dh257 billion with these markets to Dh40 billion annually. (<https://www.khaleejtimes.com/year-of-the-50th/uae-to-sign-trade-deals-with-8-countries-seize-new-investment-opportunities>).

The UAE and India enjoys longstanding, mutually beneficial relationship, anchored on close cultural ties and a shared commitment to promote economic development and human prosperity. Both countries have established strong partnerships in the field of commerce and trade & investment and the bilateral relationship has grown from strength to strength and has blossomed into a multi-faceted and successful Comprehensive Strategic Partnership (CSP). The UAE and India share a broad and deep strategic partnership, and this has helped bilateral economic ties continue to strengthen despite the challenges of the COVID-19 pandemic. With disrupted supply chains and processes, the two countries deepened their ties and reaffirmed their commitments for each other reflecting the priority this partnership holds for both the nations.

The two sides have a shared ambition to use trade as a catalyst for economic growth and prosperity. The bilateral economic relationship continues to grow and progress as seen in the accelerated growth momentum. The synergies, shared vision and complementary strengths of the UAE and India present a rare opportunity to contribute to the progress of not only the two countries, but also for the broader region and the world. The past months showed exceptional cooperation between the two sides in all priority sectors, notably civil aviation, food security, energy, and healthcare. There exists great potential to not only expand in these areas but explore new ones by committing capital to future industries like agritech, artificial intelligence, IT, and space, green infrastructure, and renewable energy. Both the nations are all set to leverage on their mutual strengths and create synergies to help each other in achieving its respective national economic visions.

Recently, both nations have formally launched negotiations to jointly establish the UAE-India Comprehensive Economic Partnership Agreement (CEPA) for further enhancing ties, deepen economic and investment opportunities, and mark a new phase of strategic cooperation between the two countries. Both nations are optimistic that a comprehensive and mutually beneficial agreement can be reached by December 2021 to boost bilateral trade to USD 100 billion in five years with a target to ink the landmark economic partnership deal in March 2022.

The UAE and India have a comprehensive investment partnership built on decades of growing collaboration. The UAE-India High Level Joint Task Force has continued to explore areas to promote economic activity between both countries. Last month, the ninth meeting of the UAE-India High Level Joint Task Force on Investments (HLTFI) was held to review the positive outcomes achieved through the work of the Joint Task Force to date, and to continue exploring ways to facilitate investment in areas of mutual interest with the potential for economic growth. Looking ahead, the UAE and India share ambitious goals to expand trade and investment activities between the two countries, and the Joint Task Force will continue to play an important role in achieving these objectives.

The trade and investment flow between the UAE and India are poised to expand rapidly with the support of special fast track mechanism launched for UAE investors by the Indian Government in October 2018. The mechanism set up at the level of Secretary, Department for Promotion of Industry and Internal Trade (DPIIT), Ministry of Commerce and Industry, GoI and Ambassador of UAE to India aims to facilitate UAE investments in India and identify & resolve problems faced by Emirati companies and investors with their operations in India. Moreover, the recently proposed

free trade agreement between the UAE and India holds huge potential for both the countries to boost trade and investment.

India is participating with one of the largest pavilions in the Dubai Expo which will showcase investment opportunities in the country. The India Pavilion in the Dubai Expo 2020 will go a long way to build deep and historical relations between UAE and India, attract investment from across the globe in sectors like health, textiles, infrastructure and services apart from others. India's multi-dimensional participation in Expo 2020 Dubai will help increase bilateral trade and investment in both directions.

The UAE and India have much to gain from a better understanding of each other's strategic priorities. Though the road ahead will involve deft navigation of the larger economic and political landscape of the region, the prospects for growing investment and trade between the UAE and India are bright.

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Source: UIBC Office, India

On an operational level, Dubai Industries & Exports (Dubai IE), Govt. of Dubai, urges the following actions to kick-start and operationalize trade between the UAE and India:

A. Analyzing Mutual Trade Flows, Trade Potentials and Market Access to target Products/Sectors of Mutual benefit.

It is recommended that in the short term, we focus on facilitating the 2-way export/ re-export of selected products as initially identified or mutually decided between Dubai IE and relevant trade organizations in India, as identified in the next recommendation. Please refer above chapters to review top products for mutual trade.

B. Establish & Operationalize Partnerships

Establish contact and partnerships separately where required, with the organizations under selected major states of India e.g. Andhra Pradesh, Assam, Haryana, Himachal Pradesh, Gujarat Karnataka, Kerala, Madhya Pradesh, Odisha, Punjab, Rajasthan, Tamil Nadu and Telangana (Refer <https://pib.gov.in/PressReleasePage.aspx?PRID=1698600>). Dubai IE to use its Overseas Network Offices (Delhi & Mumbai) and Strategic Partner UAE-India Business Council (E: mohsin.khan@uabc.org; Web: www.uabc.org).

C. Identify and work with service providers of the Manufacturers and Traders

Service providers to exporters which include companies in Shipping, Logistics & distribution; Banking & Financial Services; Business Consulting; Customs Agents/Brokerage; Standards Testing & Certification etc. are key to helping businesses in both countries to flourish. At this stage we would actively seek to work with three main groups of service providers viz. A) Shipping, Logistics & Distribution Companies B) Accredited Testing, Inspection & Certification Bodies C) Import/Export Agents operating in both countries.

D. B2B matchmaking Events

Dubai Industries & Exports can organize sectoral physical and online B2B matchmaking events between Indian businesses and companies based in UAE. Companies experienced in offering online events can be explored and examples include B2match (<https://www.b2match.com/>) and Eventtia (<https://www.eventtia.com/>). The F&B Sector can be a good starting point.

About UIBC

UAE – India Business Council (UIBC) is the official Joint Business Chamber set up by both the Governments for promoting economic synergies between the UAE and India. UIBC was formally launched by His Highness Sheikh Abdullah bin Zayed Al Nahyan, UAE Minister for Foreign Affairs and Smt. Sushma Swaraj, Hon'ble Minister of External Affairs of India during 11th Session of the India-UAE Joint Commission Meeting on 3rd September 2015 in New Delhi.

UIBC aims to create an inclusive bilateral trade environment between UAE and India by linking businesses from both the countries and supporting long-term commercial partnerships for developing strategic relationships between government and business from both the countries. UIBC acts towards business collaborations/ JVs between the UAE and Indian businesses by organizing B2B networking meetings, investment focused events, delegations, etc. as well as other facilities required to succeed. The council serves to provide a voice and visibility to the various stakeholders in the UAE-India economic space and work towards promoting trade and investment, job creation, innovation, inclusion, and entrepreneurship between both the countries.

UIBC Mission

- To act as a catalyst engaged in exchange of ideas intended to promote the economic synergy between the UAE and India.
- To serve as the direct link between business and government leaders of both the countries
- To work towards providing the critical first 'home-away-from-home' with a network of Government, Policy Makers, Business Leaders and Industry contacts supported by highly skilled secretariat
- Providing a voice and visibility to the various stakeholders in UAE – India economic space
- To work towards promoting trade and investment, job creation, innovation, inclusion, and entrepreneurship between the UAE and India. See more at <https://uibc.org/>

UIBC Services

Access to a network

Through UIBC, you get access to a powerful network with long experience/knowledge about India. You will get direct access to the right people to share their extensive experience with you.

Market Visits

Visiting the country is a great way to build knowledge, find contacts, meet potential partners and assess your opportunity. We plan and deliver tailored market visits and familiarisation programmes for UAE businesses exploring India and vice-versa.

Policy Advocacy

We work with members to advance their policy priorities through advocacy to decision makers across government of both the countries. We work across India and the UAE to promote the interests of UAE and Indian businesses with ministries and officials by partnering with a wide range of government and non-government organisations. These include UAE and Indian trade associations, think tanks, and other influential bodies.

Publications

Receive research publications and other valuable reports on a wide range of subjects

Stakeholder Engagement

We convene meetings between members and officials in the UAE and Indian government. We partner with members to organise events each year, including summits with members of the UAE and Indian Government, trade delegations to and from India and conversations with industry thought leaders. Receive invitations to our relevant seminars at discounted prices or for free.

Start-ups Assistance

As a member of UIBC, we also offer a one-hour per month consulting/advise time for startups to assist them in their Q&A.

UIBC Magazine

We will provide you with a digital magazine covering the last months UAE-India business news, information of current affairs with updates from the UAE Embassy, Indian Embassy, UAE Foreign Affairs, an economic outlook, cultural affairs and our chronicle written by experienced and highly relevant people.