

UAE-INDIA BUSINESS COUNCIL (UIBC) APRIL 2023 NEWSLETTER



ONE YEAR OF INDIA-UAE COMPREHENSIVE ECONOMC PARTNERSHIP AGREEMENT (CEPA)

The historic India-UAE CEPA, which is a full and deep agreement signed on 18 February 2022, during a virtual summit between the Prime Minister of India, Shri Narendra Modi and His Excellency the President of the UAE and Ruler of Abu Dhabi, His Highness Sheikh Mohamed bin Zayed Al Nahyan.

CEPA entered into force from 01 May 2022.

This was the Fastest Executed Bilateral Agreement where imports and exports increased between India and United Arab Emirates (UAE). The agreement also boosted trade which benefited the domestic market. Labour-intensive sectors also boomed as a result of this tie-up.

During the past one year, CEPA has made a significant impact on India's Bilateral Trade with the UAE and particularly India's Exports to the UAE (Oil and Non-Oil). The Bilateral Trade between India and the UAE has touched historic highs during FY 2022-23.

Trade has increased from USD 72.9 billion (Apr 21-Mar 2022) to USD 84.5 billion (Apr 22-Mar 2023) registering a year-on-year increase of 16%. During the CEPA Implementation period (from May 22 to Mar 23), **bilateral trade increased from USD 67.5 billion (May 21-Mar 2022) to USD 76.9 billion (May 22-Mar 2023) – an annual increase of 14%.**

Exports from India to the UAE have also registered a multiyear high. During April-March period, Indian exports to the UAE increased from USD 28 billion to USD 31.3 billion; an increase of around USD 3.3 billion; or 11.8% year-on-year growth in percentage terms.

During the same period, growth in India's global exports was 5.3%, excluding the UAE, India's global exports grew at 4.8%.

During the CEPA implementation period (May 22 – March 23), **India's exports** to the UAE increased from 26.2 billion (May 21 – March 22) to 28.5 billion (May 22 – March 23); an 8.5% y-o-y growth.

During the same period, India's global exports, excluding the UAE, grew at 3.1%. **India's Imports** from the UAE have grown to USD 53.2 billion (an annual increase of 18.8%) during Apr 22 to Mar 23.

Non-oil imports during the same period grew by 4.1%. Some of the key sectors, including labour-intensive sectors, that have witnessed significant export growth on account of the CEPA include:

Mineral Fuels; Electrical Machinery (particularly telephone equipment); Gems & Jewellery; Automobiles (Transport vehicles segment); Essential Oils/Perfumes/Cosmetics (Beauty/Skin care products); Other Machinery; Cereals (Rice); Coffee/Tea/Spices; Other Agri Products; and Chemical Products



Utilization of the India-UAE CEPA has been increasing steadily on a month-on-month basis. Number of Preferential Certificates of Origin (COOs) issued under the CEPA increased from 415 in May 2022 to 8440 in March 2023. Over 54,000 COOs issued under the CEPA during the 11-month (May 22 – March 23) period.

Under the India-UAE CEPA in the Goods Domain, the UAE eliminated duties on 97.4% of its tariff lines corresponding to 99% of imports from India. India has obtained immediate duty elimination on over 80% of its tariff lines corresponding to 90% of India's exports in value terms.



Most of these tariff lines correspond to the labourintensive industries/sectors such as oil seeds & oils, beverages, cotton, fish & fish products, textiles, clothing, gems and jewellery, leather, footwear, pharmaceuticals and many engineering products.

In the Services Domain, broader and deeper commitments have been taken across all the sectors and modes of supply. Out of the 160 services subsectors, India has offered 100 sub-sectors to the UAE and the UAE has offered 111 sub-sectors to India.

Given the significant increase in bilateral trade,

particularly in exports of Indian goods and services, CEPA would have had a concomitant positive impact on other key macroeconomic variables such as GDP and Employment.

Dr. Thani bin Ahmed Al Zeyoudi: CEPA is "not just about one year". It would be regarded as a crucial turning point in the economic narratives, showcasing a global blueprint for international cooperation.

H.E. Sunjay Sudhir, Indian Ambassador to UAE: As India's financial year draws to a close, we are inching towards a bilateral trade of about USD85 billion which I think is very impressive. In terms of overall trade, the way we both look at CEPA is that it is much beyond trade. It's an issue of trust and about exploiting the opportunities between our countries whether it's in the field of economics, investments, or other opportunities in other areas like health, IT and so many other areas.





The CEPA will support both nation's growth aspirations to become a trading, talent, and business hub of the world. The agreement intends to broaden bilateral trade in products and services of competitive advantage, enable preferential market access, and share best practices, expertise, and knowledge.

> It will also enhance cross-border cultural, and people-to-people exchanges. These exchanges have tremendous soft benefits and spark great initiatives and ideas.

The UAE is an extremely welcoming country for Indian companies, whereas India's large consumer base offers an untapped opportunity for UAE companies. Both the economies should ensure proper implementation and adherence to the treaty to bring about overall economic growth and protect domestic industries.

GOVERNMENT ENGAGEMENTS

UAE-INDIA PLAN GREEN CORRIDOR



A 'green corridor' system will see exports from India handled digitally in Abu Dhabi and Dubai 'before they are ready for some other part of the world'.

India and the UAE aim to simplify customs procedures further to get maximum benefits from the CEPA deal, now entering its second year. The UAE pledged a USD75 billion investment in India for clean energy projects, and the two are collaborating on manufacturing solar power equipment. They also signed an MoU for green hydrogen development and an undersea cable connecting India to the UAE. There is also talk of interconnecting their electricity grids.

The MoU have been finalised and waiting for cabinet approval in India. As soon as the cabinet gives approval, and the MoU is signed, both the nations would be able to take more concrete steps in exporting renewable power. The planned proposal falls under Prime Minister Narendra Modi's 'One Sun, One World, One Grid' initiative.

If the proposed power grid materialises, it will help both nations share renewable energy to enhance production of low-carbon fuels such as hydrogen and ammonia in each other's country. It will help both the countries meet targets to reduce carbon footprint.

Green Hydrogen widespread implementation will be critical for decarbonizing hard-todecarbonize energy-intensive industries, such as cement and steel production. The global demand for green hydrogen is anticipated to increase by 700% by 2050.

INDIA'S EXPORTS TO UAE LIKELY TO GROW BY 60% TO USD50 BILLION BY FY27

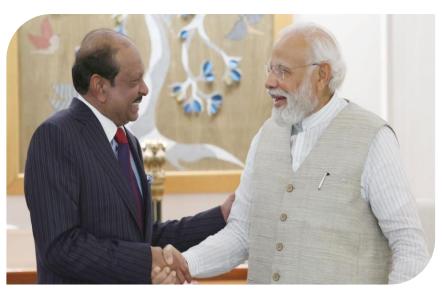


As India's Comprehensive Economic Partnership Agreement (CEPA) trade deal with the UAE became the 'fastest used', government officials hope exports to the nation will touch the USD50billion mark by financial year 2026-27 (FY27).

The trade between the two countries has grown significantly. Labour-intensive, emerging sectors have witnessed growth. The utilisation of CEPA has been remarkable. Compared to other free trade agreements (FTAs), in this FTA, a lot of the trade is happening through preferential routes.

During May 2022 and March 2023, India-UAE CEPA has surpassed almost all other FTAs, in terms of utilisation. The number of certificates of origin (COO) has been the highest in India- Association of Southeast Asian Nations (ASEAN) at 1.49 lakh. This was followed by the trade deal with UAE as 54,142 COOs were issued to exporters to avail concessional duty advantage under the trade pact.

India exported goods worth USD31.3 billion during the financial year April-March of 2022-23 (FY23), up 4.8% year on year (YoY). During the same period, India's overall merchandise exports witnessed a 5% growth - at USD444 billion.







UAE Businessman Mr M.A. Yusuffali meets Indian PM Shri Narendra Modi

Mr M.A. Yusuffali, Chairman of LuLu Group International met Indian Prime Minister Shri Narendra Modi and conveyed Eid Mubarak. Alongside, he discussed about Lulu Group's plans to export agricultural products to Gulf countries with the Prime Minister. <u>READ MORE</u>

Kerela Chief Minister Shri Pinarayi Vijayan meets with UAE Ambassador to India Dr. Abdulnasser Jamal Alshaali

Kerela Chief Minister Shri Pinarayi Vijayan had a fruitful interaction with UAE Ambassador to India Dr Abdulnasser Jamal Alshaali. Both briefly discussed ways to strengthen the ties between Kerala and UAE and explored opportunities for collaboration. <u>READ MORE</u>

Andhra Pradesh Chief Minister Y.S. Jagan Mohan Reddy meets with UAE Ambassador to India Dr. Abdulnasser Jamal Alshaali

Andhra Pradesh Chief Minister YS Jagan Mohan Reddy met with UAE Ambassador to India Dr. Abdulnaseer Alshaali in Amaravati. They discussed investment opportunities in Andhra Pradesh. The UAE ambassador has agreed to invest in areas such as food processing, green hydrogen, and infrastructure development. <u>READ MORE</u>



Consulate General Dr. Aman Puri inaugurated the India Pavilion at GITEX GLOBAL

GITEX GLOBAL was held at World Trade Center, Dubai. He said, "the increasing number of institutions are expanding their global footprint & acknowledged India has become onestop destination for technologies like Data Science and Cyber-security".

MINISTRY OF TOURISM PARTICIPATES IN THE ARABIAN TRAVEL MARKET (ATM) 2023



Ministry of Tourism, Government of India, is participating in the Arabian Travel Market (ATM) 2023, being held from 01st to 04th May 2023 in Dubai, UAE. The Arabian Travel Market is one of the leading global events for the travel and tourism industry, attracting visitors and exhibitors from around the world.

India's participation in the Arabian Travel Market 2023 is a significant step towards promoting India as a preferred travel destination among the Middle East and North Africa (MENA) markets. With its diverse culture, heritage, cuisine, and natural beauty, Adventure, MICE, luxury, wildlife, wellness, India is a popular destination for travellers seeking unique and authentic experiences.

Ministry of Tourism, is showcasing "Incredible India" and launched Visit India Year 2023 campaign at the event, highlighting India's diverse tourism offerings and the country's commitment to sustainable tourism practices.

The India Pavilion will showcase India's rich cultural and natural heritage, including its UNESCO World Heritage Sites, wildlife sanctuaries, and spiritual destinations.

READ MORE

ALL MAJOR INDIAN PORTS TO HAVE GREEN HYDROGEN BY 2035



According to National Hydrogen Mission of the country, Green Hydrogen/Ammonia bunkers and refuelling facilities will be established in all major ports by 2035.

Under PM Gati Shakti National Master Plan, the Ministry of Ports, Shipping, and Waterways has identified 101 projects worth Rs 62227 Crores for implementation by 2025. Out of these 101 projects, 26 projects worth Rs. 8897 Crore have been completed, 42 projects amounting to Rs 15343 Crore are under development and 33 projects worth Rs 36638 Crore are under implementation. Out of the projects under implementation, 14 projects worth Rs 20537 Crore are expected to be completed by Dec 2023. <u>READ MORE</u>

UAE ANNOUNCES LIST OF ENTITIES EXEMPTED FROM CORPORATE TAX



The UAE's Ministry of Finance announced exemptions for entities and non-resident persons from registration for corporate tax, which will come into effect from 1st June 2023. The UAE last year announced that it would levy a nine per cent corporate tax on companies and freelancers earning Dh375,000 and above, hence, requiring them to enrol for tax registration. The UAE's corporate tax will be one of the lowest in the world.

According to Ministry of Finance, government entities, government-controlled entities, as well as extractive businesses and non-extractive natural resource businesses that meet the necessary conditions under the corporate tax law have been exempted and not required to register. Moreover, a non-resident person is also not required to register if he only earns UAE-sourced income and does not have a permanent establishment in the UAE.

The UAE has announced a raft of measures, of late, ahead of the introduction of corporate tax. The Ministry announced relief for small and micro businesses, startups, and freelancers under Ministerial Decision No. 73 of 2023 which specifies that businesses and individuals with revenues of Dh3 million or less can benefit from the Small Business Relief initiative as it is intended to support start-ups and other small businesses by reducing their corporate tax burden and compliance costs. <u>READ MORE</u>

UIBC ACTIVITIES

B20 MEETING (FOCUS ON NORTHEAST)



Mr Mukesh Kalra, Head Business Development - UIBC, attended the B20 meeting (focus on Northeast) at Kohima, Nagaland. Prior to these, similar meetings were held in the state of Mizoram, Sikkim and Imphal.

During the visit, Mr. Kalra met with the Hon'ble Chief Minister of Nagaland Shri Neiphiu Rio, Tourism & Higher Education Minister of Nagaland Shri Temjen Imna Along, and Chief Secretary of Nagaland Shri J. Alam.

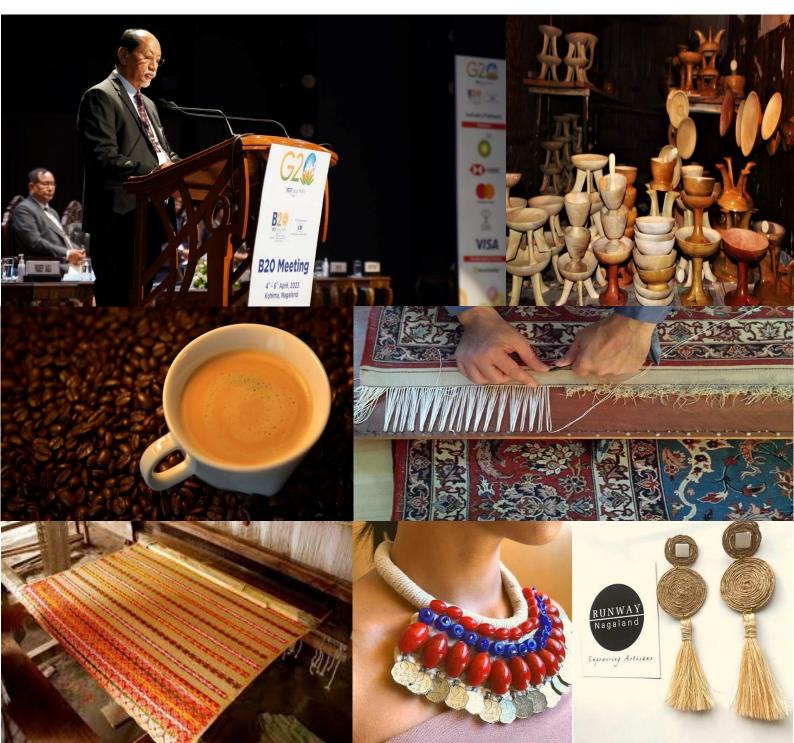
BUSINESS OPPORTUNITIES:

Interacting with various stakeholders, the state has many business opportunities:

- The state has very limited good hotels or restaurants so lot of scope as tourism is expected to increase considerably.
- Similarly, the tourism supply chain has a lot of scope.
- Logistics is a big challenge. Getting goods into Nagaland is not such a challenge but moving goods out of the Nagaland is a huge challenge due to high cost. This is prima facie due to small volumes, though Nagaland produces some quality products like coffee, red tea, blue tea, flower tea, spices, organic soaps, handicrafts

etc. This offset the advantage to small entrepreneurs who come out with excellent products but in small quantities.

- In view of the above, they are looking for E-commerce solutions. Amazon is also looking actively at Northeast.
- Transportation of fruits and bamboo at an economical cost could be a good business proposition.
- The State has a lot of focus on renewable energy. Since entire Northeast does not produce products like solar panels, batteries etc. All this is being sourced from metro cities which is currently a big business opportunity.
- Ample scope to set up hospitals, educational institutions etc.
- The state has focus on Organic products.
- The young generation have excellent communications and soft skills with good command over English language so any sector like BPO etc has a potential.



OUR MEMBERS

EMAAR ANNOUNCES EIGHT NEW DEVELOPMENTS



EMAAR Hospitality Group has announced new development openings set to welcome guests as early as this year. The announcement was made at the **Arabian Travel Market 2023 (ATM)**, taking place at Dubai World Trade Centre from May 1 to May 4. Eight new properties will be added to the hospitality group's portfolio as part of its ongoing expansion that is set to welcome guests between 2023-2024.

- Address Jabal Omar Makkah
- Vida Dubai Mall
- Vida Creek Beach
- Palace Dubai Creek Harbour
- Address Marassi Beach Resort Egypt
- Vida Marina Resort & Yacht Club Marassi Egypt
- Vida Aljada
- Vida Residences Cairo Gate

Founded in 1997, **EMAAR** is the developer of elegantly designed and exceptionally built property, malls, and hospitality projects across the world. The company create homes, offices, retail centres, hotels, and leisure destinations that add to the quality of life.

DP WORLD REPORTS GROSS VOLUME GROWTH OF 3.7% ON A LIKE-FOR-LIKE IN FIRST QUARTER FOR FY 2023-24



The growth was driven by a strong performance in Asia Pacific and India, which was partially offset by softer performance in Europe and the Americas. Jebel Ali (UAE) handled 3.5 million TEU in 1Q 2023, up 2.3% year-on-year.

Mr Sultan Ahmed Bin Sulayem, Group Chairman and Chief Executive Officer, DP World: Our portfolio has had an encouraging start to the year with container volume growth of 3.7%, once again ahead of the market, which is estimated to be down by 6.3% [1]. This outperformance continues to demonstrate that we are in the right locations, and our strategy to offer integrated supply chain solutions to beneficial cargo owners is driving value for our stakeholders.

At a consolidated level, our terminals handled 11.4 million TEU during the first quarter of 2023, up 0.7% year-on-year on a reported basis but down 1.3% on a like-for-like basis. <u>READ MORE</u>

APPAREL GROUP ACCELERATES ITS SUSTAINABILITY AGENDA BY STARTING A FULL GREEN HOUSE GAS ACCOUNTING



Following its pledge to the government, Apparel Group is starting its full Green House Gas Accounting (scope 1, 2 and 3) to establish its baseline, set up clear reduction targets and a clear path to Net Zero.

Apparel Group, a leading retail lifestyle conglomerate, has announced new initiatives to further accelerate its sustainability agenda. Apparel Group demonstrates its commitment in having Sustainability as the forefront of its strategy. The group has been very active on the social front and philanthropy supporting the communities around them. Since 2010, the group has increased their focus on the environment, acknowledging the urgency to help alleviate the global climate situation.

In a recent move, Apparel Group signed a pledge with the UAE government for the race to Net Zero by 2050. Additionally, they have joined the UACA alliance to leverage peer knowledge and best practices. The company's goal is to conduct a full Carbon Accounting of its operations, which will establish a baseline and submit targets to SBTi.

Apparel Group recognizes the importance of reducing their carbon footprint and designing a Net-Zero journey to combat climate change. The company is partnering with leading sustainability consultants to achieve these goals.

The Carbon Accounting exercise will enable the company to put in place the proper reduction measures and design its Net-Zero journey. In the meantime, the company is continuing its efforts and currently working on various projects to become more energyefficient, tackle the water issue, and embrace circular economy practices.

> Mr Neeraj Teckchandani, CEO of Apparel Group said, "We are committed to ensuring that our operations align with our values and contribute to a better future for all. Our focus on sustainability will enable us to reduce our carbon footprint and design a Net-Zero journey. We are excited about this new chapter in our company's history and look forward to sharing our progress."

Apparel Group is taking bold steps towards sustainability, and it is an inspiration for other companies to follow. The group is demonstrating that businesses can prioritize sustainability while continuing to deliver high-quality products and services to their customers.

By adopting sustainable practices, Apparel Group is ensuring a better future for the planet, its stakeholders, and the next generations.



About Apparel Group LLC

Apparel Group is a global fashion and lifestyle retail conglomerate residing at the crossroads of the modern economy – Dubai, United Arab Emirates. Today, Apparel Group caters to thousands of eager shoppers through its 2025+ retail stores and 80+ brands on all platforms while employing over 20,000+ multicultural staff.

Apparel Group has carved its strong presence in the GCC and expanded thriving gateways to market in India, South Africa, Singapore, Indonesia, Thailand, Malaysia, Pakistan, and Egypt. Additionally, clear strategies are in place to enter emerging markets such as Hungary and Philippines.

Apparel Group has created an omni-channel experience, operating brands originating from the USA, Canada, Europe, Australia, and Asia. The brands include leading names in fashion, footwear, and lifestyles such as Tommy Hilfiger, Charles & Keith, Skechers, Aldo, Nine West, Aeropostale, Jamie's Italian, Tim Hortons, Cold Stone Creamery, Inglot, and Rituals.

Apparel Group owes its amazing growth to the vision and guidance of its dynamic Founder and Chairwoman, Mrs. Sima Ganwani Ved, who has taken the company from strength to strength since its inception in the last two decades.

www.apparelgroupglobal.com

SECTOR IN FOCUS: FOOD SECURITY

INDIA-UAE COOPERATION TO SOW REGIONAL FOOD SECURITY



Multiple points of convergence will ensure that India is an essential partner in the plan of the United Arab Emirates to strengthen food security in the Global South



The United Arab Emirates (UAE), whose food security has been built on imports from global markets, is now focusing on the twin objectives of food access and readiness to confront supply chain crises. India, the world's second-largest food producer, is an essential partner in the UAE's ambition to strengthen food security. The **India-UAE food security partnership** stands to benefit from multiple points of convergence.

India has built its status as a global agri-export powerhouse using its vast tracts of arable land, a highly favourable climate, and a large and growing food production and processing sector. Along with serving global markets with its diversified agri-produce, India has, in recent years, acted as a humanitarian provider of food to developing countries, demonstrating awareness of its evolving role in advancing regional and global food security. India has also made major budgetary outlays towards setting up massive food parks, with due emphasis on modern supply chain management spanning farm gate to retail outlet.

These investments, complemented by how India has placed its food sector to benefit from bilateral trade agreements, reflect the country's strong and sustained intent to make the most of its agri-capabilities in the global food marketplace.



INDIA-UAE MUTUAL GAINS: During the I2U2 (India, Israel, the United Arab Emirates, and the United States) summit in July last year, the UAE committed USD2 billion in investment towards constructing food parks in India (in Madhya Pradesh and Gujarat), while the signing of a food security corridor on the Comprehensive Economic Partnership Agreement (CEPA)'s side-lines (with logistics partner DP World) has taken forward India's envisioned presence on the global food value chain, beyond the UAE.

The corridor could potentially commence a route for foods made and processed in India, beginning their outbound journey on the Indian coast of the Arabian Sea, passing through the UAE, and towards major international markets.

Trade linkages could enable the Emirates to leverage its strategically placed location between Asia and Europe to serve as India's food export gateway to West Asia and the Africa region, and further beyond.



Given the food corridor's incredible commercial potential, several UAE-based companies have expressed interest in constructing a supporting logistics and infrastructure pipeline to accelerate trade and reinforce the food corridor.

Gateway to New Markets for India: The UAE's strategic location between Asia and Europe can serve as India's food export gateway to West Asia and Africa, offering benefits beyond maintaining and diversifying its food reserves. India stands to gain from the UAE's private sector projects, generating non-farm agri-jobs and providing better prices for farmers' products.

Template for Global Food Security Partnership: India's G-20 presidency provides an opportune moment to showcase successful strategies and frameworks for food security

in the Global South. India can leverage and strengthen trade pathways with the UAE to build a sustainable, inclusive, efficient, and resilient future of food as it sets the global developmental agenda.

INDIA-UAE COOPERATION TO SOW REGIONAL FOOD SECURITY

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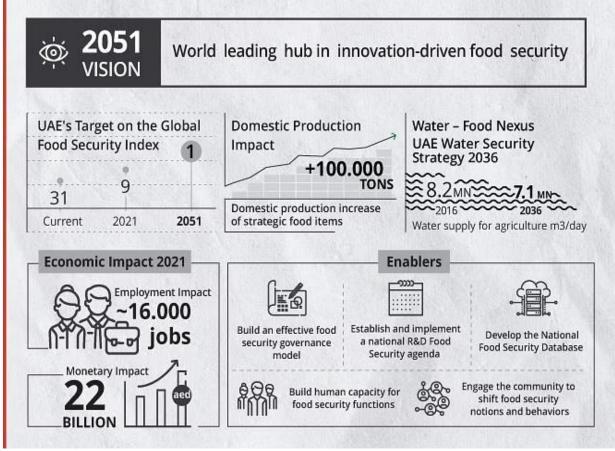
WAY FORWARD



India's G-20 presidency offers an opportune moment for both India and the UAE to showcase viable strategies and frameworks that can forge the basis of food security in the Global South. As it sets the global developmental agenda, India can look to leverage and strengthen trade pathways with the UAE to forge a sustainable, inclusive, efficient, and resilient future of food.

NATIONAL FOOD SECURITY STRATEGY

UAE's population having access to sufficient, safe and nutritious food for an active and healthy life at affordable prices at all times



UPCOMING EVENTS



23rd - 25th May 2023

24th May 2023

01st - 3rd June 2023

9th – 10th June 2023

<u> 15th – 17th June 2023</u>



26th - 30th June 2023



2023 3rd to 5th November

<u>27th – 28th July 2023</u>

<u> 3rd – 5th November 2023</u>







ABOUT US

UAE-India Business Council (UIBC) is the only Official Joint Business Chamber set up by both the Governments for promoting economic synergy 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 businesses and government officials from both the countries.

UIBC acts towards promoting investment promotion and business collaborations / JVs between UAE and Indian businesses by organizing B2B networking meetings, policy forums and investment focused events, delegations, and other facilities required to succeed. It serves to provide a voice and visibility to the various stakeholders in UAE-India economic space and work towards promoting trade and investment, job creation, innovation, inclusion, and entrepreneurship between the UAE and India.

OUR 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



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