

UAE-INDIA BUSINESS COUNCIL

Abetting UAE-India Alliance



DECEMBER 2022

NEWSLETTER

Celebrating 51st UAE NATIONAL DAY



Centre- UAE Ambassador to India, H.E. Dr Abdul Nasser Jamal Al Shaali; Sitting (L to R)-5th Ms Neerja Bhatia (Board Member-UIBC)
Standing (L to R)- 1st - Mr Mohsin Khan (Director General-UIBC); 2nd - Mr Sharad Agarwal (Vice Chairman & Treasurer-UIBC); 4th - Mr Rizwan Soomar (Deputy
Chairman-UIBC); 6th - Mr Madhav Nair (Country head & CEO India- Mashreq Bank); 7th Mr Sandeep Puri (Vice President-Borouge)

UAE Embassy to India hosted the Business Round Table Session chaired by UAE Ambassador to India, His Excellency Dr Abdul Nasser Jamal Al Shaali and attended by esteemed leaders of UAE-based enterprises with a significant business presence in India and the Subcontinent including the Director -General of UIBC Mr Mohsin Khan on the occasion of 51st UAE National Day. The discussion started on a positive note with the vision for the growth of rich business ties between the UAE and India followed by implementing CEPA, building a dialogue on innovation, business ecosystem in India and ended with pragmatic momentum on key opportunities to enhance trade and co-operation. The session marked the welcoming of the new UAE Ambassador and his aim to foster the relation between both the nations. UIBC supports and align with the Ambassador's thoughts, enthusiasm, and inspiring leadership.

The session was followed by evening reception hosted by the Embassy of the United Arab Emirates, New Delhi.

ABU DHABI SPACE DEBATE



Minister of Earth Sciences of Government of India, Dr Jitendra Singh led the official Indian delegation to United Arab Emirates (UAE) at the 'Abu Dhabi Space Debate', a 2-day international meet. Apart from Sheikh Mohamed bin Zayed Al Nahyan, President of Israel, Isaac Herzog, and Diplomats from several countries attended the opening ceremony.

India is also keenly promoting development of start-ups in the space sector to facilitate entry of foreign government and private sector entities. Space sector is one of the priority areas for the leaders of both India and the UAE and added that India started its space journey seven decades back from a scratch and is today acknowledged to be a leading space power.

The highlight of India's journey has been its thrust on indigenous development through dedication and hard work of its scientists guided by the commitment of the leaders. India has recently brought landmark reforms leading to policy initiatives to tap the best of our research potential as well as participation of the private sector.

India is promoting development of start-ups in the space sector to facilitate entry of foreign government and private sector entities. In this regard, India has established a dedicated organisation called Indian Space Promotion and Authorisation Centre or IN-SPaCE which is tasked with the objective of hand-holding our nascent private entities in the Space sector.

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INDIAN GLOBAL FORUM 2022





Indian Global Forum (IGF) is the agenda-setting forum for international business and global leaders. External Affairs Minister Dr S. Jaishankar opened the India Global Forum 2022 in UAE on 12th December.

It was a five-day gala event that brought together leading political, business, and cultural personalities from India, the UAE and across the world. Dr S. Jaishankar puts forward India's global aspirations and talks about the country's G-20 Presidency amid geopolitical challenges. Covering the breadth of bilateral relations between India and the UAE, climate finance, technology, and investments were given utmost priority.

A highlight session entitled Partners in Disruption and Innovation was headlined by Hon. Rajeev Chandrasekhar, India's Minister for Skill Development, Entrepreneurship, Electronics, and IT, who set out his dynamic vision for progressing the country's digital economy and partnering with the UAE in the technology and innovation space.

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INDIA ASSUMES G-20 PRESIDENCY



India holds the Presidency of the G20 from December 1, 2022, to November 30, 2023. The 43 Heads of Delegations- the largest ever in G20-will be participating in the final New Delhi Summit in September next year. The G20 Logo draws inspiration from the vibrant colors of India's national flag – saffron, white, and green, and blue. The theme of India's G20 Presidency - "Vasudhaiva Kutumbakam" or "One Earth · One Family · One Future" - is drawn from the ancient Sanskrit text of the Maha Upanishad. Essentially, the theme affirms the value of all life – human, animal, plant, and microorganisms – and their interconnectedness on the planet Earth and in the wider universe.

Meetings are already up and running. In December, India hosted the first G20 Development Working Group Meeting of its Presidency in Mumbai, the first Finance & Central Bank Deputies Meeting in Bengaluru, and multiple other activities with G20 Delegates throughout the country. It is both fitting and deserved that India should take up such a leadership position, as the world's largest democracy, fastest growing economy, and hub of innovation. [READ MORE](#)

Sheikh Abdullah bin Zayed Al Nahyan writes: By laying the groundwork for heightened international cooperation through multilateral fora such as the G20, the UAE is determined to forge a world where prosperity is commonplace, and human progress is an inalienable right for all.

UNFCCC COP 28 – THE GLOBAL CLIMATE SUMMIT IN UAE



2023 will be a historic year for the UAE. The country is going to host the 28th session of the Conference of Parties (COP 28) to the UNFCCC (United Nations Framework Convention on Climate Change) from November 30, 2023, to December 12, 2023. Dubai Expo City will serve as the venue for COP28. There can be no better location to host COP 28 than Dubai Expo City, as both COP 28 and Expo 2020 Dubai have some goals in common: achieving sustainability and encouraging global cooperation to address global issues. Going by global reports, COP28 carries a lot of environmental expectations and is poised to take some major resolutions to combat climate change. If everything falls in place, the UAE will be the second country in the Middle East to host a COP session after Egypt. The UNFCCC made this decision after UAE received unanimous support from the Asia-Pacific group at COP 26 in Glasgow, Scotland in 2021.

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INDIA-GCC TRADE HITS \$154BN

Gulf Cooperation Council (GCC) is its largest trading partner bloc. GCC and India saw USD 154bn of bilateral trade in the financial year 2021-22, according to India's Ministry of Commerce and Industry.

Exports to GCC countries were valued at approximately USD 44bn and imports at around USD 110bn during the year. GCC countries accounted for almost 35% of India's oil imports during fiscal year 2021-22 and made up 70% of its gas imports. Cumulative investments from the GCC in India are currently valued at over USD 18 billion. GCC countries accounted for almost 35% of India's oil imports during fiscal year 2021-22 and made up 70% of its gas imports. India's exports in this category, amounted to USD 5.5 billion, and imports were worth USD 8.3 billion. Both sides agreed to expedite conclusion of the requisite legal and technical requirements for formal FTA negotiations. The FTA is envisaged to be a modern, comprehensive agreement with substantial coverage of goods and services. [READ MORE](#)

GOVERNMENT INITIATIVES



Portal likely to be opened up for Private Companies

The PM Gati Shakti platform is currently accessible only by government departments, state agencies and public private partnership (PPP) projects. Now, the plan is to give limited access to private sector companies which would share information on the availability of land and clearances required to take projects forward. The PM Gati Shakti National Master Plan is currently designed to aid infrastructure planning. It has a centralised portal that united the infrastructural initiatives planned and initiated by 16 central ministries and departments, including railways, roads, and highways.

Several private sector project proponents could also gain a lot from this initiative. So, certain changes in Gati Shakti architecture are being worked upon that would provide even pure private sector projects to get the advantages of planned infra development. [READ MORE](#)

INDIA-UAE space pacts to take big leap in Arabian Peninsula

Joint Space Cooperation between India and UAE is on the verge of taking a big leap in the Arabian Peninsula, as the two sides have prioritized increased bilateral space cooperation. Indian Space Research Organization (ISRO) and UAE Space Agency (UAESA) signed an MoU regarding cooperation in the exploration and use of outer space for peaceful purposes in 2016 and UAE's first nanosatellite, Nayif-1, meant for collecting environmental space data was launched by PSLV from Sriharikota. The UAE is an emerging space power in the region and has made rapid strides in the last 25 years of its space journey. In July 2020, UAE launched its Mars mission named **Hope Probe** which entered Mars orbit in February 2021. This made the UAE the first Arab country and the 6th in the world to achieve this feat. Both the **Governments are also likely to pitch for joint start-up ventures** between India and UAE in advanced and emerging space technologies during the delegation level talks with Sarah Al Amiri. India opening new public sector entities (ISRO's commercial PSU NSIL and space regulator IN-SPACe) to encourage the private sector to have more access to its space infrastructure is a great opportunity. It also wants to open new partnerships with foreign players. This is an opportunity for the UAE too. [READ MORE](#)



Government to launch Digital India Innovation Fund to support deep-tech start-ups

PM Narendra Modi's vision of New India is one where there are ample opportunities for every Indian to participate in the development process, and hard work and skills are the only determinants of success. This year, several deep tech start-ups have raised funds, including Awiros raising USD 7 million in a Series A round and Vecmocon raising USD 5.2M in funding to invest in team building, business expansion, scaling up operations, and further product innovation. The report highlighted that deep tech start-ups comprise 12% of the total start-up ecosystem and have raised USD 2.65 billion in funding in 2021. Top funded sectors were supply chain management (SCM) and logistics, Healthtech, and BFSI, which jointly accounted for 52% of the total capital raised in the year.

It added that 4,000 people are employed across 14 potential deep-tech unicorns, and the number of employed people is expected to see a twofold increase by 2026. [READ MORE](#)



Draft National Retail Trade Policy

The Department for Promotion of Industry and Internal Trade (DPIIT) has sought the views of 16 departments and ministries on its draft national retail trade policy. Retail trade encompasses department store, bookstores, and grocery stores, along with many others that sell new or used goods to the public for personal or household use.

DPIIT has proposed to formulate the **national retail policy** to promote the growth of domestic trade. This policy will **streamline the retail trade and promote ease of doing business in the retail trade sector**



The objectives of the National Retail Trade Policy are listed below:

- To promote e-commerce all over the country.
- To leverage retail trade as a tool for socio-economic development of the country.
- To encourage skill development and create more employment opportunities for all sections of society involved in retail trade.
- To identify and address existing infrastructure gaps affecting the retail trade industry.
- To accelerate investment flow to underdeveloped regions across the country

AIM of the Policy: To formulate strategies to provide a globally competitive and sustainable environment for the overall development of retail trade through targeted efforts.

This can be done through:

- Ensuring easy and quick access to affordable credit
- Facilitating modernization and digitisation of retail trade by promoting modern technology and superior infrastructural support
- Development of physical infrastructure across the distribution chain
- Promotion of skill development and improve labour productivity
- Providing an effective consultative and grievance redressal mechanism for the sector

India's potential in retail trade:

- India is the **world's fifth-largest** global destination in the retail space
- Retail sector in India contributes **over 12% of gross value contribution to GDP**
- Retail is the **3rd largest sector** in India's economy
- A cohesive **national retail policy** can help generate 30 lakh more jobs by 2024 (a report by CII)
- Annual **Growth rate of over 10%** predicted in the retail industry

A national retail policy based on five building blocks can bolster India's retail sector



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SECTOR IN FOCUS

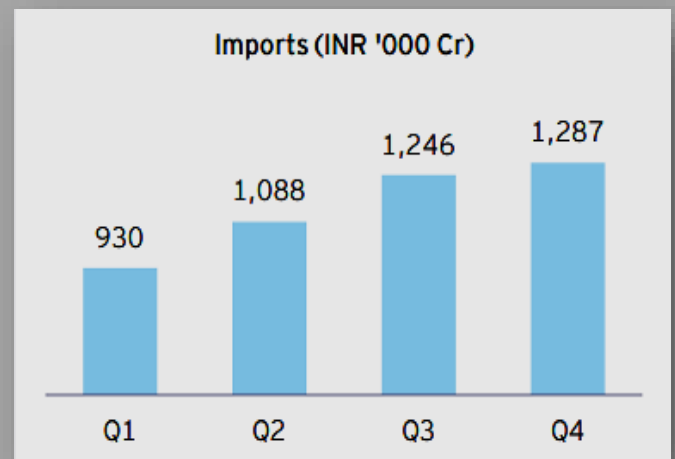
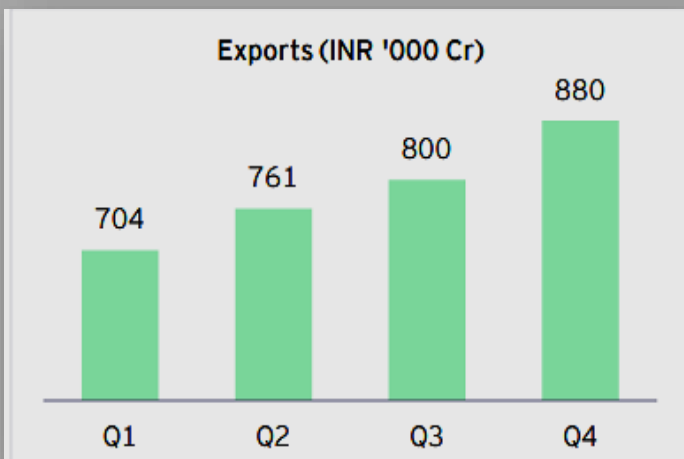
The Good-Better-Best of LOGISTICS In 2022



The year 2022 will be remembered as the best year for India's \$250 billion logistics industry. A year after the pandemic, the country saw both export and import bounce back strongly with logistics providing the required support to spur growth.

National Logistics Policy has laid a strong foundation for the sector, paving way for improved efficiency. The year 2022 will be remembered as the best year for India's USD 250 billion logistics industry. A year after the pandemic hit the economy hard, the country saw both export and import bouncing back strongly with logistics providing the required support to spur growth. The year's biggest announcement was the unveiling of the National Logistics Policy (NLP) in September, giving a new lease of life to the highly fragmented and unorganised sector. It seeks to pave the way for India to become a logistics hub by providing seamlessly integrated multiple modes of transportation by leveraging technology, processes, and skilled manpower. The PM Gati Shakti scheme launched in 2021 envisaged efficiency in services like processes, digital systems, and regulatory framework. The NLP is the logical next step.

The evolving demand dynamics has led the logistics players to reinvent/enhance their service delivery framework and competencies. Companies now prefer to reduce the time to market and connect directly to their dealers. The trend which is fuelling demand for less than truckload services reduce order fulfilment cycle and increases delivery frequency.

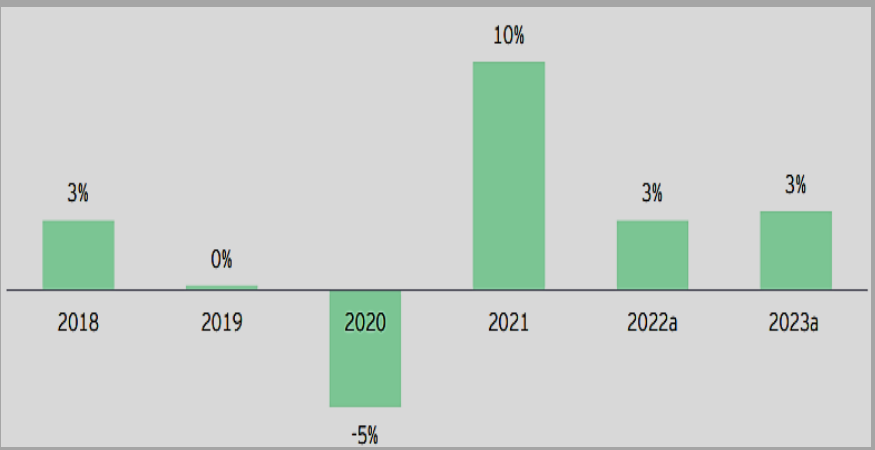
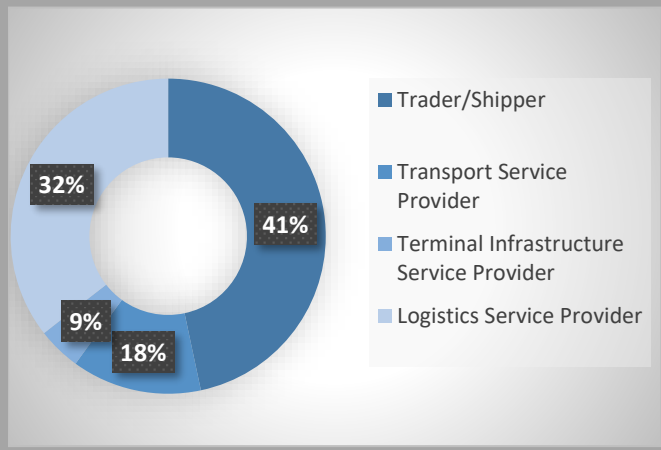


Quarter-wise Exports-Imports (INR '000 Cr) from India FY 2022

Logistics Performance Index

- Andhra Pradesh, Assam and Gujarat are among the 15 states and UTs categorised as achievers in the logistics index chart 2022, according to a report released by the commerce and Industry Ministry on Thursday. The index is an indicator of the efficiency of logistical services necessary for promoting exports and economic growth.
- Kerala, Madhya Pradesh, Rajasthan, Puducherry, Sikkim and Tripura are the other states categorised as fast movers in the ranking.
- The 15 states and UT and UTs ranked in the aspirer's category include Bihar, Chhattisgarh, Goa and Mizoram

Logistics Ease Across Different States



Annual change in volume of world merchandise trade

The objective of LEADS is to channelize focus on bringing out the existing challenges and issues, the States/UTs are facing about their logistics ecosystems and acts as a feedback mechanism to address the inefficiencies via policy or physical interventions, as may be required. The study provides an opportunity to identify the interplay among various stakeholders engaged in the fragmented logistics sector. It is also a reflection of ground reality, as the subjective perceptions of users and service providers, obtained through a carefully designed sampling technique which are comprehensive enough to provide a clear picture of State's/UT's logistics ecosystem.

CATEGORIES	ACHIEVERS	FAST MOVERS	ASPIRERS
Landlocked states	Uttarakhand, Himachal Pradesh, Haryana, Punjab, Telangana, Uttar Pradesh	Madhya Pradesh, Rajasthan	Bihar, Chhattisgarh, Jharkhand
Coastal states	Maharashtra, Odisha, Andhra Pradesh, Gujarat, Karnataka, Tamil Nadu	Kerala	Goa, West Bengal
North-eastern Region	Assam	Sikkim, Tripura	Arunachal Pradesh, Manipur, Meghalaya, Mizoram, Nagaland
UTs	Chandigarh, Delhi	Puducherry	Andaman & Nicobar, Daman & Diu, Dadra and Nagar Haveli, Jammu & Kashmir, Ladakh, Lakshadweep

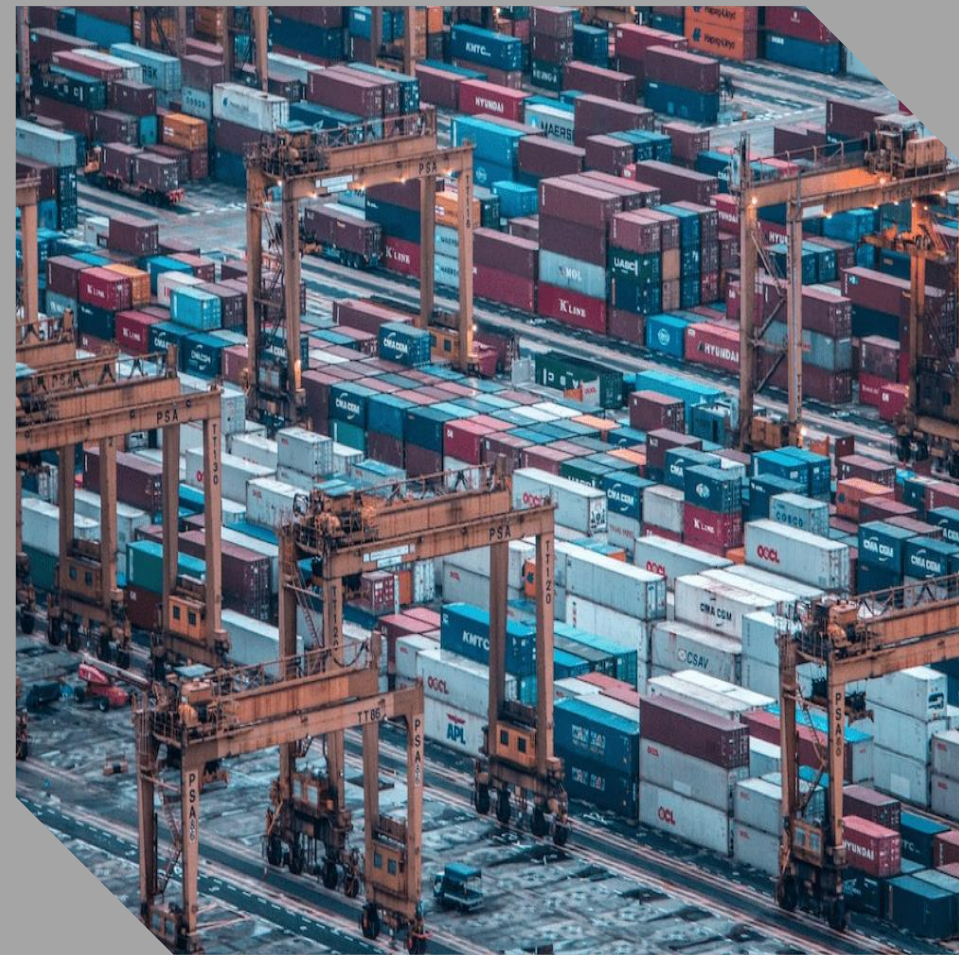
Uttar Pradesh (UP) Govt Approves Warehousing and Logistics Policy 2022



The objective of this policy is to create a strong transport infrastructure network, upgrade and improve the existing warehousing and logistics infrastructure. 'Uttar Pradesh Warehousing and Logistics Policy 2022' will prove to be very useful in creating an international-level business environment and developing logistics ecosystem in the state in view of the development of new technologies in the rapidly changing global economy.

On the other hand, the infrastructure of facilities like storage facilities, logistic park, dry ports, and cargo terminal etc., will get an expansion. It will help in making the state a USD 1-trillion economy. This policy will get a great boost from the **Global Investors' Summit** scheduled to be held in Lucknow in February 2023.

UP to develop dry ports, freight container stations to boost exports



Land-locked Uttar Pradesh, which is aiming to become a trillion-dollar economy by 2027, will develop a network of dry ports and freight container stations to boost exports.

- The state plans to develop a modern logistics ecosystem in partnership with private players.
- The state will support the private sector for the development of storage facilities, cold chains, multi-modal parks, container depots, and container freight stations infrastructure in the state.
- The fresh policy has been framed with an objective of developing a strong logistics ecosystem and fostering an international business and investment environment to achieve the trillion-dollar economy vision.
- The state targets to hike merchandise exports from Rs 1.56 trillion to nearly Rs 3 trillion in three years.
- Now, the UP government is looking to develop other intrastate inland waterways systems to support passenger and cargo movements.

The state is planning to harness the comparatively cheaper cargo movement from Varanasi via the waterway to seaport in West Bengal to boost shipments of farm and dairy products, apart from micro, small, and medium enterprises (MSME) items. The Varanasi-Haldia inland waterway is operated by the Inland Waterways Authority of India (IWAI). Under the new UP logistics policy, the state will also develop a network of transport infra, upgrade existing warehousing and logistics infrastructure, pare logistics cost, and promote operational efficiency in logistics.

Meanwhile, the beneficiary projects will be given both front and backend subsidies, including exemption in stamp duty, concession in land use change levy, and exemption in development fee. The new policy will be effective for five years and replace the one promulgated in 2018. However, the incentives promised to private sector projects under the previous policy will remain in force.

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Dubai Trade and Dubai Chamber Digitalise Certificates of Origin



Dubai Trade and Dubai Chamber of Commerce, one of three chambers operating under Dubai Chambers, have simplified trade services for exporters and re-exporters in the country by collaborating to provide membership and Certificates of Origin (COO) services through the Dubai Trade portal. A COO determines the origin of exported or re-exported goods and helps estimate customs tariffs, as it contains the basic data on trade shipments. Dubai Trade's single window will enable exporters in Dubai to instantly request, pay and generate the COO via its single window. This is a major milestone in the platform's offerings and in its efforts to facilitate seamless cross-border trade and will enable exporters to complete their end-to-end export journey of trade from cargo handling to customs clearance.

The integration of the COO on Dubai Trade platform is part of their agreement, signed in March, to cement Dubai's position as a leading global business hub and streamline the trade process for more than 180,000 customers.

OUR MEMBERS

DP World Trade Finance Platform Sees USD 600 Million in Credit Limits



Efforts to close the USD 1.7 trillion annual global trade finance gap are gaining traction, especially in the small-to-medium-enterprise (SME) sector, with DP World announcing that its platform has received requests for more than \$600 million in credit limits. **DP World Trade Finance** offers businesses of every size a quick and simple route to secure the capital they need to trade in global markets.

The aim is to bridge the USD 1.7 trillion of trade finance gap that exists, stemming from struggles that many businesses face in securing the upfront funds required to move cargo. Since its launch in July 2021, DP World Trade Finance has generated over \$600 million in credit limit submissions by facilitating a streamlined connection between SMEs and financial institutions on its trade finance platform. The platform has registered over 56,000 global clients from more than 50 countries around the world to provide them with affordable access to trade finance. The latest financial institution to join the platform is India Factoring and Finance Solutions Pvt Ltd, a leading, independent provider of specialised trade finance products in India. Fundamentally, the level of access to trade finance is critical not only to the survival and growth of exporters, importers, and logistics companies, but to the growth of economies. [READ MORE](#)

Leveraging the positive growth outlook for logistics in 2023

ARTICLE BY Mr RIZWAN SOOMAR (CEO & Managing Director DP World Subcontinent at DP World)

The logistics industry, as we see it, is undergoing transformative change. Global variables such as changing consumer demand and ongoing economic uncertainties are necessitating changes in the supply chains that require resilience and flexibility. With the pandemic accelerating the shift to digital, the ecosystem is challenging us to think differently. The industry players are faced with the need to develop sophisticated yet intuitive platforms to drive cost as well as time efficiencies. With innovation as the key enabler, the sector has done well to connect demand to supply and, in the process, plotted a strong road to recovery.

Record exports of 'Made in India' goods one of the key highlights of the year

India's strong macroeconomic fundamentals has helped it navigate global headwinds better than most economies in the world. In 2022, Government of India has been able to deftly balance economic growth with inflationary pressures, while promoting domestic manufacturing as well as export led growth. India's exports performance is one of the key highlights of the year, having exceeded USD \$400bn of exports in FY22 as well being on the path to increase it further in FY23. Keeping up with this positive post-pandemic recovery in trade, we, at DP World are geared up for the anticipated growth in demand for logistics services to support customer supply chains.

Our efforts are focused on the digital augmentation of logistics services. DP World has strengthened its presence and capability in the Indian and overseas technology domain to drive its ambitions to penetrate new markets and grow in mature markets by offering innovative trade solutions based on digital technologies. We have set up technology centres in India in Bengaluru, Hyderabad and the latest one in Gurugram. Fulfilling our vision of building technologically advanced integrated services to help trade flow, our people at these centres, work on cutting-edge applications of heavy automation, AI/ML, robotics – such as DP World's unique proprietary Box Bay technology and digital products for trade finance and e-commerce.

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ASTER BREAKS GUINNESS WORLD RECORDS™ TITLE BY SCREENING 12714 PEOPLE IN 24 HRS



Having organized the largest free diabetes screening camp for low-income workers on occasion of World Diabetes Day, the Guinness World Records™ title was awarded for breaking the record for the most pre-diabetes/diabetes screening forms completed in 24 hours

Aster DM Healthcare, one of the largest integrated healthcare providers in the GCC and India, was awarded the Guinness World Records™ title for the Most pre-diabetes/diabetes screening forms completed in 24 hours organized for low-income workers at Dubai Investment Park -2. The certificate was presented by an Official Adjudicator from Guinness World Records™ to Dr Azad Moopen, Founder Chairman and Managing Director of Aster DM Healthcare at a special event.

The 24-hour diabetes screening camp was inaugurated on November 19, 2022, in the presence of senior officials from the UAE Ministry of Labour, Dubai Police, Dubai Health Authority, and Dubai Corporation for Ambulance Services, along with Mr. James Mathew, Independent Director, Aster DM Healthcare, Dr. Sherbaz Bichu, Group CEO at Aster Hospitals & Clinics, UAE, and Dr Shanila Laiju, Group CEO at Medcare Hospitals & Medical Centre.

With the objective of raising diabetes awareness among low-income workers in the UAE, the initiative saw active participation from residents of the labour camp in the DIP area and successfully screened 12714 people in 24 hours. In addition to providing free diabetes screening, workers were also educated to identify the early symptoms of diabetes and get checked on time. For those detected with the disease, guidance was provided on the next steps of medical care and how to best manage and live with diabetes.

Upon receiving the record certificate, **Dr. Azad Moopen, Founder Chairman & Managing Director, Aster DM Healthcare**, said, "Aster is proud to find a place in the Guinness World Records™ for testing 12714 people for diabetes mellitus within 24 hours. This is aimed at finding out those who are already afflicted as well as at risk of this silent killer, to help them to take curative and preventative measures. We are happy that we could do this among low-income blue-collar workers, who don't have ready access to testing and treatment. Aster will provide follow-up testing and medical aid to people who were detected to be diabetic in the camp."

Alwaleed Osman, the Official Adjudicator at Guinness World Records™, said, "It is great to see that Guinness World Records™ Record Titles are inspiring humanitarian causes such as these. Congratulations, you are officially amazing!"

About Aster DM Healthcare

Aster DM Healthcare Limited is one of the largest private healthcare service providers operating in GCC and in India. With an inherent emphasis on clinical excellence, we are one of the few entities in the world with a strong presence across primary, secondary, tertiary, and quaternary healthcare through our 30 hospitals, 121 clinics, 459 pharmacies, 19 labs and 140 patient experience centres in seven countries, including India. We have over 28,400 plus dedicated staff including 3,622 doctors and 8,095 nurses across the geographies that we are present in, delivering a simple yet strong promise to our different stakeholders: "We'll treat you well." We reach out to all economic segments in the GCC states through our differentiated healthcare services across the "Aster", "Medcare" and "Access" brands.*

** Including 214 Pharmacies in India operated by Alfaone Retail Pharmacies Private Limited under brand license from Aster.*

Etihad Cargo expands operations in China and India with introduction of Shanghai – Chennai direct route



- Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has reinforced its commitment to the Chinese and Indian markets, from 8th December, Etihad Cargo will offer twice weekly freighter capacity between Shanghai to Chennai.
- Etihad Cargo operates 79 weekly flights to India and 11 flights per week to mainland China, providing a total capacity of around 2,000 tonnes from both powerhouses.
- The introduction of Chennai to Etihad Cargo's network supports India's booming market, which has witnessed an increase in manufacturing and industrial production post-pandemic.

The additional freighter service will provide additional capacity into two key global markets.

The Indian market is currently booming," said Martin Drew, Senior Vice President Global Sales & Cargo at Etihad Aviation Group. "The country's industrial production is rising, and manufacturing output is rebounding, driven by increases in the production of machinery and equipment, motor vehicles and metals, among others. As part of Etihad Cargo's commitment to supporting this key market, the carrier has opened freighter capacity from Chennai to support increased demand from customers in the region."

This latest addition to Etihad Cargo's network follows the introduction of twice-weekly direct flights to Guangzhou. With the introduction of this destination to the carrier's network, Etihad Cargo became the first international airline to operate long-haul cargo and passenger services to the top three Chinese gateways — Shanghai, Beijing, and Guangzhou — since the beginning of the pandemic.

In addition to expanding operations in China and India, Etihad Cargo has continuously reviewed its global network, adding destinations and frequencies, and is optimising freighter utilisation to support key trade lanes and customer demand.

Etihad Aviation Group

It is made up of five business divisions with one clear purpose: to transform the way the world travels. The five divisions are Finance; Human Resources and organisational developments; Operating; Guest experience, Brand & marketing; Digital Technology & innovation.

UIBC EVENTS

UIBC ENGAGEMENTS

On 26th December, MR MUKESH KALRA - HEAD OF BUSINESS DEVELOPMENT at UAE-India Business Council (UIBC) met with Mr Tarun Sharma from UAQ FTZ to explore and promote the potential and way forward to promote Free Trade Zone (FTZ) in Indian market.

Umm Al Quwain Free Trade Zone (UAQ FTZ) is a friendly, progressive, and prosperous emirate with modern infrastructure. Renowned for its desert landscape and unique flora and fauna, it is also a popular leisure destination within the United Arab Emirates and is located just 45km from Dubai.

Umm Al Quwain Free Trade Zone is a fast-growing logistics and business hub with a strategic location and investor-friendly rules and regulations. It is one of the leading FTZ in UAE. They are aggressively promoting FTZ in Indian Market. There are several Indian companies that are already operating in this FTZ.

In case any company is interested, UIBC would be pleased to facilitate your meeting & visit to FTZ UAQ.

ADIO Global Series: Investment Opportunities for India

ADIO is the premier agency owned by the Government of Abu Dhabi. Its focus is to support global trade and commerce with implementation of financial and non-financial programs allowing industries to scale and compete globally using Abu Dhabi as the gateway to the world.

It is the hub fostering growth opportunities for innovative businesses of all sizes. ADIO empower businesses to Be Unstoppable and support their growth with a comprehensive range of tailored services and incentives to achieve long-term, sustainable success in the market and across the region. Abu Dhabi has identified priority sectors including aggrotech, tourism, healthcare, pharma, and financial services, where Indian enterprises can invest. At a time when Indian start-ups are scouting for better opportunities abroad, Abu Dhabi is keen to woo such innovative enterprises, especially ones engaged in the targeted priority sectors, to set up bases in the emirate.

The UAE's investment in India is estimated to be around \$17-18 billion of which US 11.67 billion is in the form of FDI while the remaining is portfolio investment. The UAE is the 9th biggest investor in India in terms of FDI. A number of funds from the Middle East, especially the sovereign wealth funds, have already placed huge bets on India, and the investments have been driven by the higher returns that the country offers. The ADIO helps investors and companies of all sizes establish their businesses, grow, and develop in Abu Dhabi. It aims to help grow the emirate's private sector and diversify its economy. Long-term, sustainable ideas are another key aim for the office.

The webinar was hosted in collaboration with Abu Dhabi Airports Free Zone – ADAFZ, KEZAD Group, Hub71, Abu Dhabi Global Market (ADGM), Masdar (Abu Dhabi Future Energy Company), Mubadala.



مكتب أبوظبي للاستثمار
ABU DHABI INVESTMENT OFFICE



Bharath Shivappa

Director & Head Market Development

WHY ADGM? A PLATFORM FOR SUCCESS

Addressable Market

- ✓ MEASA – GDP - ~ 8 trillion
- ✓ Gateway between East and West: 80% of the world's population is reachable within an eight-hour flight from Abu Dhabi, and 33 % live within 4 hours of flying time, which makes it the ideal location to expand one's business regionally.

Legal Certainty – direct application of English Common

- ✓ An independent and first-class judicial system, equipped with world-class judges of unrivalled experience and integrity, to serve the needs of ADGM as a business-friendly and well-regulated centre for global commerce
- ✓ As the world's first end-to-end digital court of law, ADGM Courts and its Arbitration Centre represent a dispute resolution destination of choice that enables the digital transformation of justice and legal services
- ✓ ADGM courts and Arbitration Centre offers modern, flexible, certain, progressive, responsive and adaptable dispute resolution services of the highest standards, for cases related to international commerce and financial transactions

Ease of set-up and flexible structures

- ✓ Ease of set-up and competitive cost: Facilitate market entry by making it possible for businesses from across the community to launch or scale their operations seamlessly, efficiently, remotely, and in an environment that is exceptionally business-friendly.
- ✓ Flexible business structures: it enhances service excellence leading to a series of initiatives to build a progressive framework.

©Abu Dhabi Global Market ADGM



Amier Al Awadhi

Acting Director of Masdar City Free Zone

Masdar City has created a commercially viable R&D, tech and innovation hub within a sustainable city - providing an enhanced quality of life with the lowest possible environmental footprint.



World's largest cluster of sustainable buildings with Estidama and LEED certification



Pioneering real-world solutions in energy, water, waste management, mobility, and smart technologies



Home to more than 1,050 local and international companies registered with Masdar Free Zone



Ignacio Fernandez Reyna

Senior Associate - UAE Clusters

ABOUT MUBADALA

Mubadala Investment Company is a sovereign investor managing a diverse portfolio of investments in the United Arab Emirates and internationally, with a mandate to generate sustainable financial returns for our shareholder, the Government of Abu Dhabi.



We are commercially-focused, deploying capital across the portfolio in promising asset classes, sectors and geographies.

Ownership

100% by the Government of Abu Dhabi



Chairman of the Board
H.H. Sheikh Mohamed bin Zayed Al Nahyan

President of the United Arab Emirates, Chairman of the Executive Council



Chief Executive
H.H. Sheikh Mansour bin Zayed Al Nahyan

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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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