



BRITISH
BUSINESS
GROUP

DUBAI & NORTHERN EMIRATES

The UAE Landscape and Opportunities for UK Exporters 2021



British Business Groups across the region drive positive engagement between UK and in-market stakeholders. Hearing about the issues that impact businesses on the ground informs DIT, giving us insight as we engage with governments and other stakeholders to improve the trading environment. I support the work that business groups do, and recognise the value and benefit they can give to members. Through their efforts, connections are made, relationships are built and business is done.



Her Majesty's Trade Commissioner
Simon Penney



THE BRITISH BUSINESS GROUP DUBAI AND NORTHERN EMIRATES:

British Business Group Dubai and Northern Emirates

- Established over 30 years ago
- The largest international business group in the region
- Over 11K followers on LinkedIn (48% growth in recent months)
- Total reach across all social media platforms c36,000
- 750 BBG Members made up of MNCs, SMEs and individuals
- Over 3,500 subscribers to the weekly e-newsletter featuring BBG, industry and member news, with full event listing
- 50+ events each year covering networking, business briefings and key social events
- Strategic collaborations with high-profile British expat stakeholders
- Active member of the Global Business Network (an initiative of the British Chamber of Commerce)
- Strong working relationship with other British Business Groups and other international Business Councils in the GCC regional network
- Agile and creative events and marketing team backed by an experienced and progressive Board of Directors
- The BBG has the hearts and minds of the British business and expat community and provides a great exposure opportunity for British brands and global brands that support the British community.

DOING BUSINESS IN DUBAI, UAE

Overview – Landscape for Exporters

- The UAE is UK's 20th largest export market globally, accounting for £10bn of UK exports in the four quarters to Q3 2020
- The GCC is the UK's 3rd largest export market, behind USA and China
- There are over 5,000 British companies operating in the UAE
- 779 commercial agencies and 4,762 British brands have invested in the UAE.
- Around 100,000 UK nationals live in the UAE
- 1.5m Brits visit each year (pre-COVID)

DOING BUSINESS IN DUBAI, UAE

Strengths of the UAE Market

- Its strategic geographical location – Dubai is regarded as a regional hub and the commercial capital for the Middle East, North Africa and beyond
- Large expatriate population
- UAE is the UK's largest export market in the region
- The UAE is a key investor in the UK (in excess of £35bn invested in the UK) and the UK is the largest investor in the UAE
- One of the most liberal trade regimes in the Gulf attracting capital from across the region
- The UAE is the e-commerce leader among GCC states with the market currently valued at \$2.5 billion.

DOING BUSINESS IN DUBAI, UAE

Incentives for
British businesses
exporting to UAE

- Diverse economy continually growing and expanding
- Proximity to other Gulf markets - acts as an entry route to other Gulf Cooperation Council (GCC) countries
- Key market for re-export into other countries
- No taxation on personal income and capital gains
- English is widely spoken and accepted as the language of business
- Strong cultural and historical ties as many Emiratis have studied in the UK, have UK homes and visit regularly
- UK enjoys a very good reputation, both as a destination and for the quality of its goods and services
- Govt to govt trade initiatives

DOING BUSINESS IN DUBAI, UAE

Incentives for British Business Set- up in the UAE

- Many commercial freezones depending on nature of operation
- Onshore set up and local partner requirements
- Corporate local nominee partner arrangement
- In-market 3rd party representation
- Zero corporate tax rate
- Withholding tax regimes
- VAT at 5%
- Regulatory regimes depend on corporate set-up and nature of business

DOING BUSINESS IN DUBAI, UAE

Key sectors
represented

- Oil & Gas
- Oil Field services
- Logistics & Distribution
- Financial Services – DIFC
- Real Estate
- Hospitality & Leisure
- Healthcare Tourism

DOING BUSINESS IN DUBAI, UAE

Sector opportunities

Overall – the UAE is keen to work with the UK and open to exploring high quality products and services, particularly in:

- **Education:** The COVID 19 crisis has affected investment in the education and training sector in the UAE and online learning and alternative methods of assessment have become important. This represents an opportunity for online learning both for the EdTech sector
- **Healthcare and Life Sciences:** There are many opportunities for the UK Healthcare Industry to successfully enter the UAE market as a result of the steady population growth, high per capita income, increased health awareness and rising prevalence in lifestyle diseases.

DOING BUSINESS IN DUBAI, UAE

Sector opportunities

- **Food and Beverage:** Limited 'home grown' food resources in the UAE have contributed significantly to the country's potential as a viable market for the food and drink sector. UK food imports to the UAE in 2018 stood at £360.4 million, a slight increase (1.0%) in 2017. UAE, along with KSA, account for over 80% of the region's net food imports.
- **FinTech:** FinTech has undergone rapid growth in the UAE, making the country the largest FinTech hub for start-ups in the MENA region. The increase in focus and demand for tech and innovative solutions is prominent in the UAE and is a part of both the National Vision 2021 and the Abu Dhabi Economic Vision 2030. Both DIFC and ADGM are home to start-up accelerators which focus on FinTech; FinTech Hive and Hub71 respectively.

DOING BUSINESS IN DUBAI, UAE

Entry requirements

- Visas are available for business and tourists visits, transit and residency. If you are a UK citizen, you can get a 30-day visa on arrival. Business visitors can be sponsored by an employer with a business licence.
- The UAE has started to introduce smart gates, currently in Abu Dhabi and Dubai, which speed up the passport control process if you have a UK readable passport. It is expected that this system will eventually be introduced into all UAE airports.
- If you're employed in the UAE, your employer will normally sponsor you and will get you a residency visa and labour card. You can't work in the UAE without these.
- If you establish your own business in the UAE, you'll be responsible for getting your residency visa. You can apply for your residency visa once you've got your trade licence.

Key Contacts

The British Investor: sdrake@thebritishinvestor.me

Jackson MSV: john@jacksonmsv.com

Department for International Trade: dit.uae@fcdo.gov.uk

British Business Group for Dubai and Northern Emirates: bbgdubai.org and info@bbgdxb.com