

THE SKY'S THE LIMIT

YOUR GUIDE TO
EXPORTING TO
THE UAE



THE UAE'S ECONOMY BY SECTOR

49.8% INDUSTRY

49.2% SERVICES

0.9% AGRICULTURE¹



TOP INDUSTRY EXPORT OPPORTUNITIES

AIRCRAFT

Aircraft and aircraft components, including engines, are growing fast. Aircraft imports were up 49% between 2015 and 2016.²



ELECTRONICS

Smartphones are a big import to the UAE, as are general electronics items. Telecoms imports were up 11% 2015 to 2016.²

CONSTRUCTION

With construction projects worth a combined \$228 billion in the pipeline, everything from quicklime to asphalt and steel are in demand.³



88% OF THE UAE'S POPULATION ARE EXPATS

Just 1.1 million of the 9.4 million population are native Emiratis.¹

IS E-COMMERCE SET TO TAKE OFF?

The UAE's e-commerce sector has yet to show its full promise. But with a huge majority expatriate contingent, a recent increase in population, and sustained economic growth of 3.8%, its time to shine has surely come.⁴

MAJESTIC RATE OF GROWTH

Consultancy firm AT Kearney expects the UAE's e-commerce sector to grow 25% every year up to 2020.⁵



\$68,200

GDP PER CAPITA

With a wealthy e-commerce audience, the UAE is a prosperous market to enter.⁸

BUSINESS IS EASY

The UAE ranks 21st out of 190 countries in the World Bank's Ease of Doing Business league table.⁹

SMARTPHONE SAVVY

The UAE's smartphone penetration is the highest in the world at 80.6%.⁶

Over 90% of the country's population have internet access.⁷ However, some online content is censored by the UAE authorities.



GATEWAY TO THE MIDDLE EAST

The UAE is a key nation in the region, often used as a base for re-exporting to other nearby countries. The UAE's 0% income tax and good infrastructure attracts plenty of foreign businesses and investment.



HOW IT GOT THERE

Around a third of the UAE's wealth comes from oil, which helped transform it into the prosperous modern economy it is today. Its reliance on oil has prompted the UAE to diversify its economy, with great success.

BUSINESS STYLE

Within the region, the UAE is seen as being liberal. English is widely spoken. Calls and emails are sometimes considered impersonal, so face-to-face meetings are usually preferred. The working week is Sunday to Thursday.

THE UAE'S TOP 10 IMPORTS¹⁰



TRADE REGULATIONS AND CUSTOMS INFORMATION

So how do you start exporting to the UAE? With its low trade barriers and affluent population, it may be easier than you think.

5% FLAT RATE DUTY ON MOST IMPORTED ITEMS

De minimis threshold: \$270

WHAT YOU'LL NEED TO GET STARTED

- Invoices—initiated by the supplier
- Airway Bill

5% VAT

As of January 2018, the UAE charges VAT on imported items. Importers need to be VAT registered in the UAE.¹¹ But B2C importers don't need to be registered for VAT.

TABLETS AND MOBILES

- Are a good choice of import. Electronic products are zero rated with only a 1% service fee.

IMPORTANT COUNTRY GOVERNMENT ENTITIES

UAE Federal Customs

Abu Dhabi customs

Federal Tax Authority

Sharjah customs

Dubai customs



I'M READY FOR CROSS-BORDER TRADE WITH THE UAE. WHAT NEXT?

Take advantage of our business expertise by opening an account with DHL Express. Visit [our website here](#) and we'll be delighted to help.

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