



غرفة دبي
DUBAI CHAMBER

العالمية INTERNATIONAL

DOING BUSINESS IN DUBAI

Romania Roadshow

January 2024



CONTENTS

01

Why Dubai?
Advantages of
Investing in Dubai

02

Dubai Chambers
Vision, Mission
& Strategic Priorities

03

Dubai International
Chamber
Attraction / Expansion
International Offices / Events

04

How to Invest
General steps to
establish a company and
investment incentives

01
WHY DUBAI?

ADVANTAGES OF
INVESTING IN DUBAI

Global Connectivity

FDI Inflow in 2022 was
USD 12.79 BN.

0% tax on salary income,
dividends, and capital gains.

Why Dubai?

Advantages of Investing in Dubai



Global Connectivity

Dubai serves as the hub to enter the **Middle East, Asia and Africa**, with an outreach of **4 billion people just 4 hours** from the city.



155+

Emirates
Destinations



250+

Flights every
24h through Dubai



77+

DP world owned
Global Port

Why Dubai?

Advantages of Investing in Dubai



Tax Policies

9% Corporate Tax
on income exceeding US\$ 102,000

LAC: 25% | US: 21% | Europe: 21.5%

0% Tax on Income & Capital Gains
0% tax on salary income, dividends, and capital gains

5% Import Duties
Companies in Free zones exempt

Exempt from Corporate Tax
Companies in Free Zones exempt from Corporate tax
(with certain conditions)

#4 in Tax Policy
Ranked #4 in Tax Policy
(IMD World Competitiveness Ranking 2022)



Why Dubai?

Free Zones vs Mainland



Why Dubai?

Advantages of Investing in Dubai

Financial Support



Regulated and robust
international banking
center



Dubai
International
Financial
Centre

DIFC - internationally
recognized financial
free zone



45 commercial banks,
half international



Fixed exchange rate
US\$1 = AED 3.67



Limitless repatriation
of capital



Possibility of having
accounts in **different**
currencies.



Dubai #1 in the region
and #17 worldwide
in the Global Financial
Centers Index.



#5 globally
in governance and
regulations and in fintech.

Why Dubai?

Advantages of Investing in Dubai



Business



- ▶ **Government strategies that support** to advance the economy.
 - ▶ **100% foreign ownership** in most sectors.
 - ▶ **Access GCC FTAs** as founding member of GCC. Many Double Taxation Agreements
 - ▶ Comprehensive Economic Partnership Agreements (CEPAs), concluded with India, Israel, Indonesia and Türkiye among others.
 - ▶ **Facilities** in times to open a company. **Flexibility** in types of licenses and work visas.
- ▶ **4.6% GDP Growth (2022)**
 - ▶ **30 free zones** + mainland to where to establish your company.
 - ▶ **Ranked #16** (Doing Business Report 2019).
 - ▶ **#1 in International Trade** and **#26 in International Investment, IMD 2023** (IMD World Competitiveness Ranking 2023).
 - ▶ **#1 regionally** in ease of doing business, (World Bank).

Why Dubai?

Advantages of Investing in Dubai

Logistics

- **Advanced logistics centers** with state-of-the-art technology and experience.
- **Among the most connected cities by sea and air routes:**
 - 158 destinations with Emirates Airlines
 - Emirates Sky Cargo - cargo fleet
 - Jebel Ali Port- connected to 140 ports globally
- **Land connections** with countries of the Arabian Gulf
- **Industrial and logistics free zone.**
- **World Logistics Passport** - new way to move cargo.
- **#1 regionally and #5 globally** as a shipping center (Xinhua-Baltic International Shipping Center Development Index).
- **#3 as a global logistics center** among emerging markets (Agility Emerging Markets Logistics Index).

Why Dubai?

Advantages of Investing in Dubai

Future Projects

➤ 10
Public transportation

➤ 7
Waste Management

➤ 7
Health Care

➤ 3
Public Transportation Infra
structure

➤ 1
Public transportation

➤ 1
Utilities

Summary:

➤ 7B \$
Worth of projects

➤ 29
Salient Projects

➤ 5
Strategic Sectors

Entities

1. Dubai Health Authority
2. Roads & Transportation Authority
3. Dubai Municipality
4. Dubai Aviation city corporation

Why Dubai?

Advantages of Investing in Dubai



#4

worldwide for
best location
for expatriates

(HSBC)



Why Dubai?

Advantages of Investing in Dubai



High Quality Of Life

- **#3 regionally** in quality of life (Numbeo).
- **#4 worldwide** as a destination to move to (money.co.uk).
- **#4 worldwide** for best location for expatriates (HSBC).
- Private wealth of **\$517 BN**



Education

- **70+** Universities
- **194** Schools in Dubai
- **281,432** Students



Security

- **#2 regionally** as a Safe City (EIU).
- **UAE #3** safest country in the world (Numbeo).
- Effective and efficient **security and judicial system**.



Infrastructure

- Dubai is one of the fastest growing cities in the world; **122,658 real estate transactions in 2022** - growth of 45% y-o-y.
- **UAE #1 regionally and #11 globally** in the UN Quality Index of Infrastructure for Sustainable Development.
- Total transaction value of **\$144 BN**



Multicultural

- **85% of the population are expatriates**; 200 nationalities represented.
- Arabic is the official language, but **English is widely known**.
- Business culture with a **global perspective**.



Transport

- **Dubai International Airport** one of the most advanced, busiest, and best connected.
- Metro networks, buses, taxis, and mobile **transport applications** (Uber and Careem).
- Government strategies to promote adoption of **electric vehicles** and develop autonomous transport.

Why Dubai?

Advantages of Investing in Dubai



Government Strategies

Dubai Economic Agenda D33

OBJECTIVE:

To double the size of Dubai's economy in the next decade and consolidate its position among the top three cities in the world.

KEY ELEMENTS OF THE AGENDA:

▶ 400 new cities

Double the size of International Trade and add 400 new cities.

USD16.3 billion

Increase FDI from USD8.7 billion annually to USD16.3 billion annually.

- ▶ Launch **Dubai Future Economic Corridors** by 2033 with Africa, Latin America and Southeast Asia.
- ▶ Launch the **Dubai Traders project**.
- ▶ Launch '**Sandbox Dubai**'.
- ▶ Develop a **SME expansion program**.
- ▶ **Increase private investment** and value of local demand for goods and services.

02
DUBAI CHAMBERS



VISION, MISSION & STRATEGIC PRIORITIES



Dubai Chambers

Vision, Mission & Strategic Priorities



Vision

To be the **best chamber in the world** on driving competitiveness and business growth by 2024



Mission

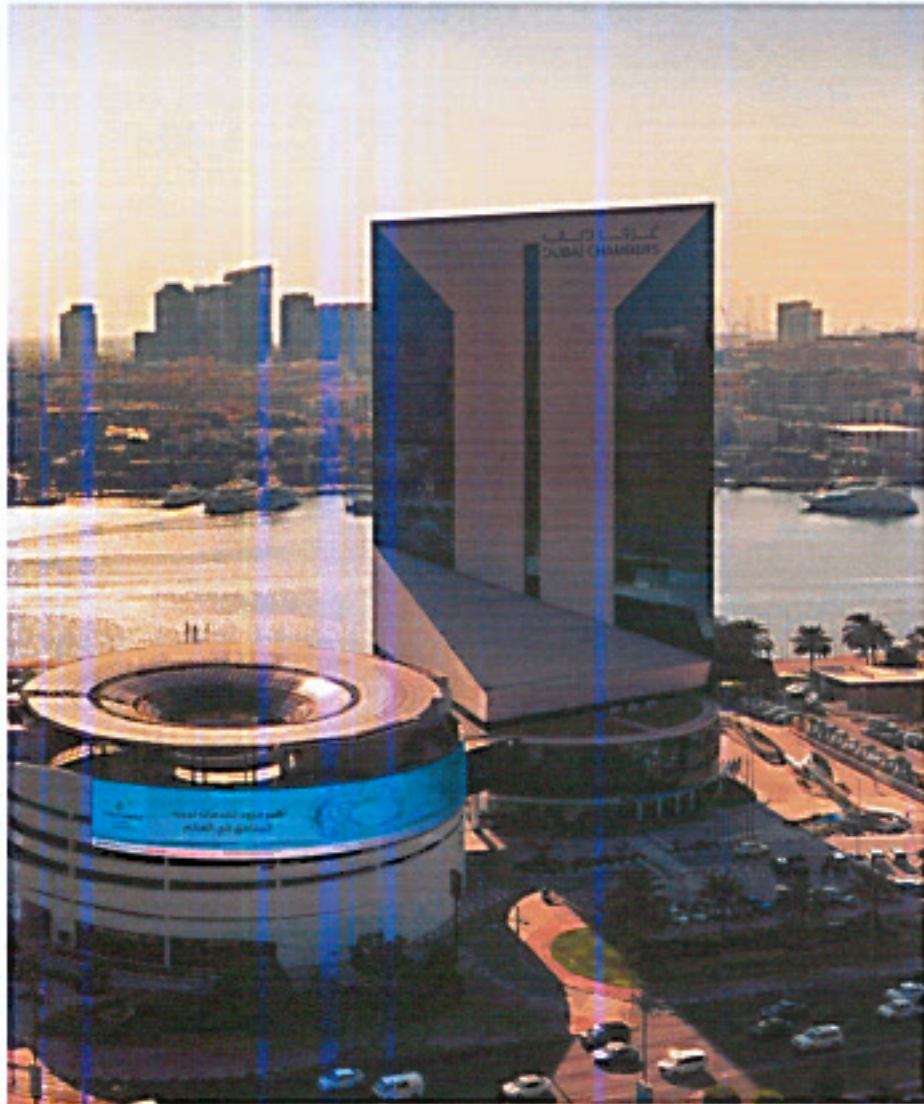
Represent, support and protect the interests of the business community in Dubai

Strategic Priorities

- /01 Improve Dubai's **favorable business environment**
- /02 Attract **international businesses and investments** into Dubai
- /03 Drive **international expansion** of Dubai Chambers' members
- /04 Grow Dubai's **digital economy**
- /05 Increase **effectiveness of advocacy**
- /06 Sustain **institutional & customer excellence**



His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, announced in March 2021 the restructuring of Dubai Chamber and the formation of three chambers for the emirate.



غرفة دبي DUBAI CHAMBERS

غرفة دبي DUBAI CHAMBER الأمم المتحدة INTERNATIONAL

- » Attraction
- » Expansion
- » International Offices
- » International Relations & Events

غرفة دبي DUBAI CHAMBER التقنية DIGITAL

- » Attraction
- » Supporting Companies
- » Set-up Programs
- » Training Programs
- » Publication & Studies
- » Conference, Events, & Roadshows

غرفة دبي DUBAI CHAMBER التجارة COMMERCE

- » Membership Services
- » Business Advocacy
- » Center for Responsible Business
- » Memberships
- » Business Groups
- » Business Councils

03
DUBAI INTERNATIONAL CHAMBER

غرفة دبي
DUBAI CHAMBER
الجمعية الدولية



To attract foreign direct investment to Dubai by creating a business friendly environment, enhancing the competitiveness of the Emirate's economy, and promoting Dubai as a global hub for trade and investment.

INTERNATIONAL OFFICES

EXISTING OFFICES

- Amsterdam, Netherlands
- Paris, France
- London, United Kingdom
- Milan, Italy
- Shanghai, China
- Shenzhen, China
- Mumbai, India
- Addis Ababa, Ethiopia
- Cairo, Egypt
- Mexico City, Mexico
- Nairobi, Kenya
- Johannesburg, South Africa
- Buenos Aires, Argentina
- Frankfurt, Germany
- Accra, Ghana
- Maputo, Mozambique
- Panama City, Panama
- Sao Paulo, Brazil
- Istanbul, Turkey
- Tel Aviv, Israel
- Hong Kong, China
- Singapore, Singapore
- Jakarta, Indonesia
- Ho Chi Minh, Vietnam
- Sydney, Australia
- Baku, Azerbaijan
- Tokyo, Japan
- Lagos, Nigeria



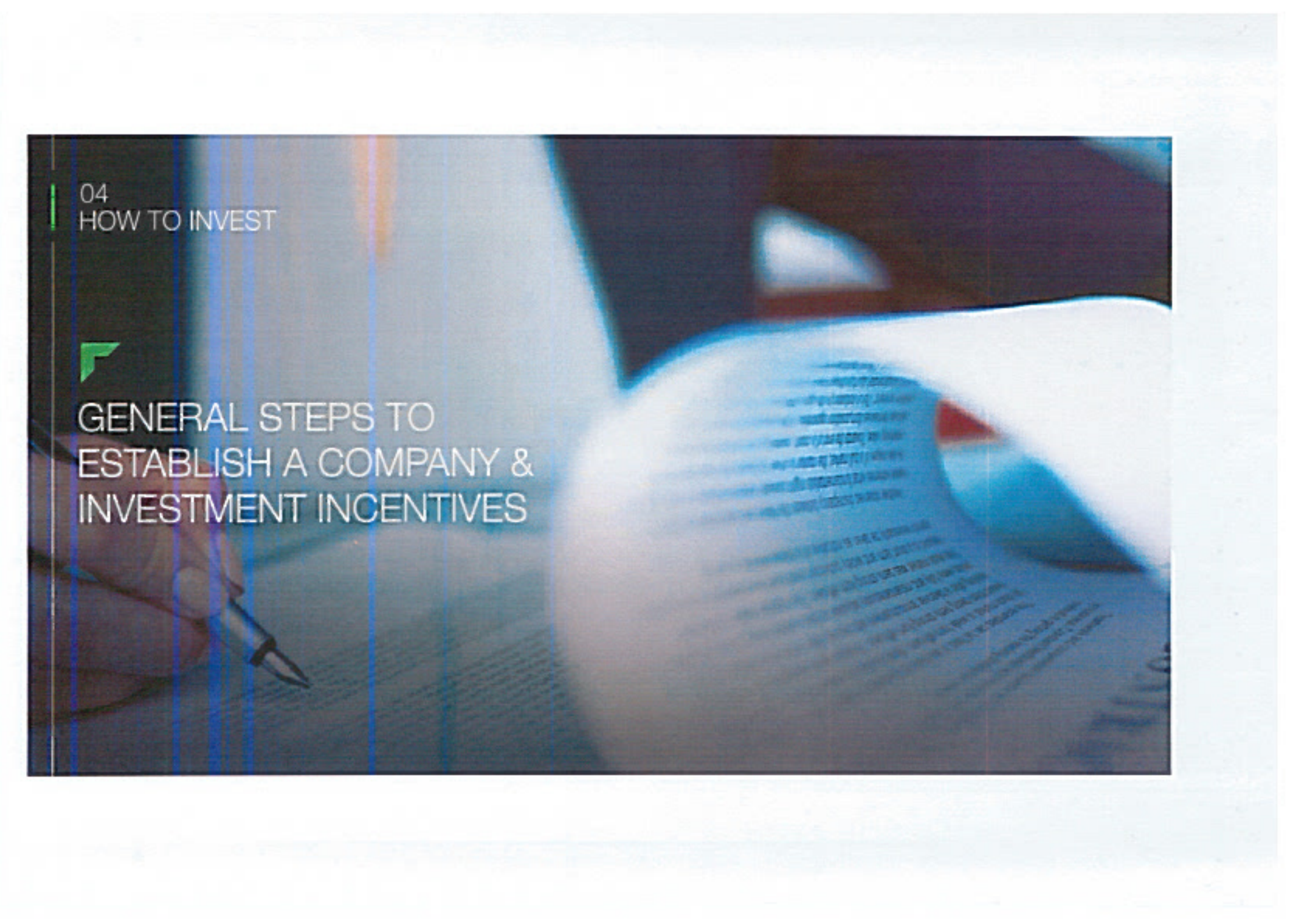
28 INTERNATIONAL OFFICES

50 INTERNATIONAL OFFICES by 2030

Dubai International Chamber Walk the Journey

Dedicated Account Manager





04
HOW TO INVEST



GENERAL STEPS TO
ESTABLISH A COMPANY &
INVESTMENT INCENTIVES

Dubai International Chamber How to Invest

General Steps to Establish a Company



Select Business Type and Company Name

Select among 2,000 commercial, professional, industrial, or tourist economic activities.



Select Jurisdiction

Mainland, Free Zone, or Offshore. Each jurisdiction has its own regulations and laws for operating a business.



Select Legal Structure

A requirement to apply for a business license. Examples: LLC, Sole Owner Company, Local/ Foreign Branch, Free Zone Company



Select Office Space

Requirement to have a physical space. Mainland or free zone, and sizes depend on the number of visas and personnel.



Submit Documents to DET/ Freezone for Approvals

Documents are handed over to the Dubai Economy and Tourism (DET) Freezone. Possibility of processing additional approvals based on the nature of the business.

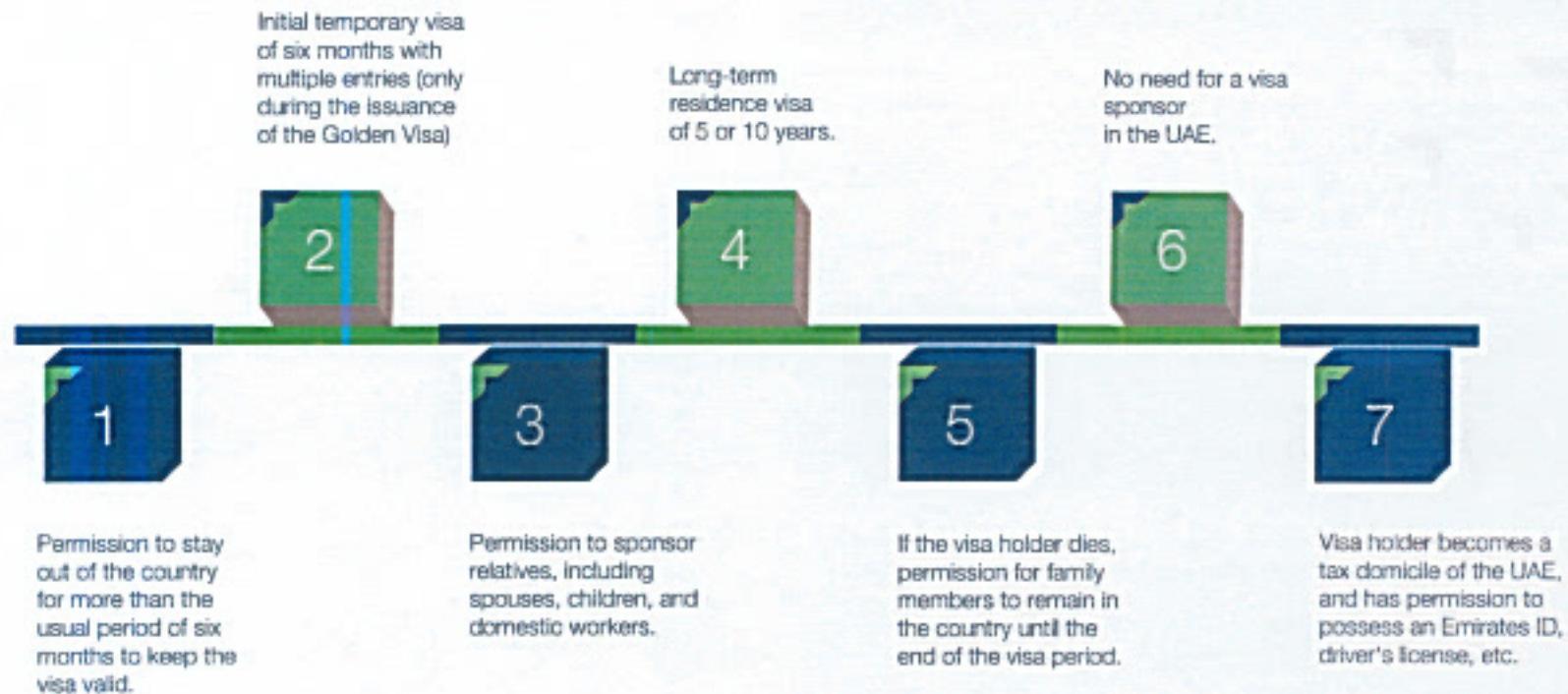


Get Visas

In general, 4 steps: obtain an entry permit, change status, take a medical exam, and obtain an Emirates ID.

Dubai International Chamber Golden Visa

5 or 10 year residence visa that allows investors, entrepreneurs, talent, and foreign students to live in the UAE with many benefits:





THANK YOU