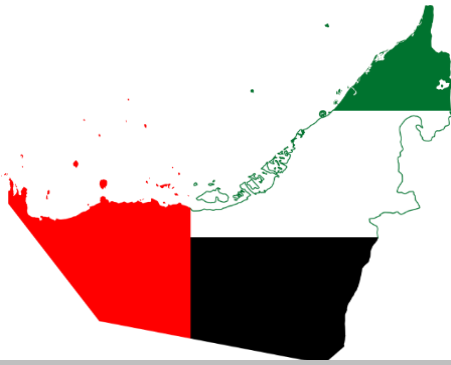


COUNTRY INFORMATION SHEET: UNITED ARAB EMIRATES



Why Select the UAE Market?

- The United Arab Emirates (UAE) is one of the UK's most important trading partners and one of the fastest growing markets for UK exports. In 2018, exports to the UAE from the UK totalled more than £10.5 billion and we had a trade surplus of more than £4 billion (ONS, 2018).
- There are over 5,000 British companies operating in the UAE

Incentives for UK businesses exporting to UAE include:

- a diverse economy which is continually growing and expanding
- it's an entry route into other Gulf Cooperation Council (GCC) countries
- it's an important market for re-export into other countries
- no taxation on personal income and capital gains
- it's ranked 21st in the World Bank's ease of doing business overall ranking, but first in the Middle East and North Africa (MENA) region
- the strong cultural and historical ties as many Emiratis have studied in the UK, have UK homes and visit regularly
- English is widely spoken and accepted as the language of business

Strengths of the UAE market include:

- its strategic geographical location; Dubai is regarded as a regional hub and commercial capital for the Middle East, north Africa and beyond
- large expatriate population
- a liberal trade regime which attracts capital from across the region

Summary

The United Arab Emirates consist of seven Emirates: Abu Dhabi, Ajman, Dubai, Fujairah, Ras al Khaima, Sharjah and Umm al Qaiwain. They are situated on the north-east coast of the Arabian Peninsula by the Arabian Sea.

Cities

Capital: The states and the Emirates' main centres are, effectively, one and the same.

Population

9.4 million

International Country Code

AE

Language(s)

Arabic (official), Persian, English, Hindi, Urdu

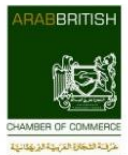
For more
in-country
support
and advice

Arab-British Chamber of Commerce

Tel: 020 7235 4363

Email: info@abcc.org.uk

Web: www.abcc.org.uk



DOCUMENTATION GUIDE

CERTIFICATE OF ORIGIN

Shipments from the UK may have to be supported by a Certificate of Origin (CO) obtained from the local Chamber of Commerce, certified by the Arab-British Chamber and legalised by the embassy (generally arranged by the Chamber); there will be fees for this. In some cases, an EC CO may be acceptable to UAE Customs (though there may be a small administration fee or penalty imposed in UAE on your customer). If requested, you will generally have to produce three copies and arrange for the original to be legalised alongside the commercial invoices. Be aware that the declaration of the manufacturer on the CO is not mandatory but can be specifically requested by the importer or in the terms of a letter of credit (L/C). The CO must not just show "European Union" in the "Country of Origin" field but must show the name of the Member State. Note: Although UK Chambers of Commerce will stamp an EC CO for UAE it cannot be legalised. Goods entering UAE with an EC CO from the UK may be subject to delays at import and may incur penalties. If payment is under a letter of credit, the terms will name the type of CO to be issued. An Israeli boycott declaration is not required though some UAE importers may still request one.

COMMERCIAL INVOICE

Invoices to be issued in four copies all originally signed. Invoices must include a full and accurate description of goods (including trademarks, serial numbers, material composition), first six digits of the commodity code (HS code), transport details (including name of the vessel/airplane/flight number, port of loading and unloading, date of departure), weights and dimensions, value and currency of the supply – if the invoice values are in different currencies, the grand total is to be converted into AED – including separate indication of additional costs such as freight and insurance, the shipping term (the Incoterms® 2010 rule, country of origin (the notation "European Union" alone is not considered to be sufficient by the UAE authorities), the full addresses of all parties concerned and generally the name and address of the manufacturer. Be aware that the declaration of the manufacturer on the invoice is not mandatory but can be specifically requested by the importer or in the terms of a letter of credit (L/C). One of the following declarations on the origin of the goods is required on the invoice:

We hereby declare that the mentioned merchandise is being exported for our own account. The goods are of pure ... origin and the goods are manufactured by ... (name and address of the manufacturer).

The goods incorporate parts and components which originate from the following countries: ... and the goods are manufactured by ... (name and address of the manufacturer).

Certification by Arab-British Chamber of Commerce (ABCC), and legalisation by the embassy may be required, and to be presented with the Certificate of Origin (CO) as a set (check with your customer). Additional copy required for embassy records. Documents must be sent through the ABCC.