

# **DESTINATION DUBAI**

**Dubai** - The fastest growing city in the

world, the city of gold and the city of cuisines are a few of the titles that have been bestowed upon it in the past decade. Dubai is a trendsetter, amazing the world with its captivating mix of technology and tradition. The city is one of the top ten tourist destinations of the world, having achieved phenomenal growth due to its innovation and progression.



## **BUSINESS AND COMMERCE**

Dubai is the most important regional trading hub in the Middle East. Developments in the past decade have seen Dubai transform itself into a truly international business center of global significance.

During the 1990s, Dubai has expanded its trading activity beyond its traditional base in the Arab Gulf Cooperation Council states (the United Arab Emirates, Saudi Arabia, Kuwait, Bahrain, Qatar and Oman) and Iran. Today, the city offers international companies an ideal gateway for developing their business throughout the Middle East, Asian subcontinent, East Africa, the Eastern Mediterranean, CIS and Central Asia.

Increasingly, international companies are recognizing that Dubai's expanded business horizons cover many of the most interesting emerging markets for the future.

While oil has been crucial to Dubai's development since the late 1960s, the non-oil sector currently contributes some 90% of total gross domestic product and is continuing to expand in importance. Manufacturing, tourism and services are all growing strongly, helping to create a well balanced and diversified economy. However, trade remains the lifeblood of Dubai's business life, as it has for generations.

As a regional business base, Dubai is strategically located midway between the Far East and Europe on the east-west trading routes and between the former Soviet Union and Africa on the north-south axis. Its airport, which ranks as one of the worlds busiest in terms of transit passengers, is linked to more than 130 destinations via some 86 airlines and Dubai Ports Authority - the operator of Port Rashid and Jebel Ali Port - is unrivalled throughout the region in terms of both facilities and efficiency.

Dubai has no taxes on profits or incomes; it offers complete freedom of capital movement; it boasts a sophisticated financial and services sector; its communications facilities are excellent; and the cost structure for doing business is highly competitive.

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Aside from the economic advantages of using Dubai as a business base, international businessmen can be assured that this is tolerant, welcoming and virtually crime-free. The lifestyle is international, with luxury residential and office accommodation, good educational, health and shopping facilities. Sporting and leisure interests are well catered for and Dubai's top class international hotels offer a wide range of dining, entertainment and nightlife.

Dubai's location makes it easily accessible, as most major cities in Europe, Africa and Asia provide direct flights. Dubai International Airport is ranked in the world's top 10 airports and now has a passenger handling capacity of 14 million per year. The plan is to take this up to 70 million.

Dubai airport has two terminals. These are located on opposite sides of the airport and offer car rentals, hotel reservations, and cash exchange services. Duty Free shops are located in both arrival and departure halls.

### **Flight Information**

Keeping track of flights has never been easier. Stay updated with round the clock flight information on Arrivals and Departures at Dubai International Airport. This interactive Flight Planner will also provide flight schedules using Dubai as a connection point based on the Origin and Destination cities. One may select a day of the week or date of departure from the place of origin, or leave these blank for a full list of possible flights.

## **RELEVANT INFORMATION FOR VISITORS**

### **Money Exchanges**

Most currencies can be freely converted in Dubai and you will find money exchange companies all over Dubai. Exchange houses are open from 8:30 to 13:00 and 16:30 to 20:30.

One US dollar equals 3.65 UAE Dirham

### **Credit Cards**

All major credit cards are accepted in Dubai, including Visa, MasterCard, American Express, and Diners Club etc. Most establishments accept credit cards, though at some of the smaller ones you will get slightly better prices if you pay in cash

### **Climate**

Dubai has a sub-tropical, arid climate, with perfect weather for at least six months out of the year. Rainfall is infrequent and happens mainly in winter. Usually it amounts to about 13 centimeters, spread over five days per year. Temperatures range from a low of about 10 degrees Celsius on winter nights, to a high of 48 degrees Celsius in the midday summer heat

### **Events**

Dubai hosts world- renowned sporting and entertainment events, particularly from November to March. During the Dubai Shopping Festival, Dubai hosts three trimly high-profile events: the Dubai Desert Classic, a stop on the Professional Golf Association (PGA), tour, the Dubai Open, an ATP event, and the Dubai World Cup, the richest horserace in the world.

## **BUSINESS**

Dubai has always been a major trading and re-export hub, serving as a gateway to markets in the East and the West. The importance of trade is evident from the fact oil now constitutes less than 8% of Dubai's GDP of nearly US\$14 billion. Dubai's Gross Domestic Product at Factor Cost 1999 (all figures US\$ million

### **Business Days**

All Government offices are closed on Thursday and Friday. Many private sector companies however have their weekend on Friday and Saturday. Shops and supermarkets are open seven days a week, though on Fridays they start business after the afternoon prayers. All Government offices are closed on Thursday and Friday. Many private sector companies however have their weekend on Friday and Saturday. Shops and supermarkets are open seven days a week, though on Fridays they start business after the afternoon prayers

### **Banks**

Most international banks have branches in Dubai, servicing the usual retail and corporate segments. Transfers can be made easily as exchange controls are virtually non-existent, and the Dirham is freely convertible.

Banking hours run from 08:00 to 13:00 Saturday to Wednesday. Some are also open From 16:30 to 18:30. On Thursdays banks operate from 8:00 to 12:00

### **Where to stay**

Visitors to Dubai have an extensive choice of places to stay, which offer superb service and facilities. There are a number of deluxe hotels on the beach, though all are close to major tourist attractions in the city.

## **Visa**

Visa requirements for entering Dubai differ for each Nationality. Considering regulations change frequently, it is very important for travelers to check requirements before booking a ticket. Passport Holders Who Will Be Issued Entry Permits Upon Arrival at UAE entry ports: Western Europe: Andorra, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Holland, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Norway, Portugal, San Marino, Spain, Sweden, Switzerland, United Kingdom, and Vatican City. Other Countries: This permit is a visit visa and entitles its holder to stay for 60 days from the date of entry. This visa can be renewed. It is issued without any charges when entering the UAE, but there will be charges for the renewal. The applicant party will complete the visa application at the UAE exits if the visitor data is not listed in the system. Any holder of this entry permit cannot hold any paying job during the period of his visit. The decree of the Federal Legislation concerning the entry and residence of expatriates will be applied to this kind of permit.

An Entry Service Permit applies to businesspeople and tourists. It requires the sponsorship of a company or hotel that is licensed to operate within the UAE. This visa is valid for 14 days from the date of issue, exclusive of arrival and departure days. It is non-renewable.

The visit visa applies to tourists who wish to spend more than 14 days in Dubai, as well as those visiting family, or staying for long-term business visits. The visa requires the sponsorship of any UAE resident, company, or hotel, licensed to operate within the UAE. This visa is valid for entry within two months of its date of issue.

The Visit Visa is valid for 60 days and is renewable for an extra 30 days, totaling a stay of up to 90 days. A fee of US\$136 is charged for this 30-day renewal. A Visit Visa entitles the holder to change their status to that of residence or employment provided certain conditions are met. The Visit Visa holder may enter and leave the country through any port of entry in the UAE.

Airlines may require a visa photocopy before checking-in at the airport. Sponsored travelers must ensure their sponsor faxes them a visa photocopy before flying. The original is held at Dubai Airport for collection before entering passport control.

Visit visas are valid for 30 or 60 days, not one or two calendar months. If the number of visiting days is exceeded, a fine of US\$27 for every extra day spent in the UAE must be paid at the airport before leaving.

## **The Main Attraction**

You can choose from a fascinating array of activities ranging from, historical tours, shopping cruises, sea tours, and desert safaris to amusement parks and cinemas.

Sports fans can enjoy some of the best golf courses in the world, or get the adrenalin rush by parachuting over the desert, motor crossing through challenging trails, skydiving from 12,000 feet and sand surfing on the sand dunes. Beach buffs can retire to the beach and revel in the spectacular panorama of the Dubai waterfront.

Dubai provides its visitors with an unending list of "Things To Do" that ranges from relaxation to Racing and tranquil to tantalizing. enjoy the breathtaking beauty and treat yourself to an exciting camel ride through the Safaris

Full day desert safaris with a thrilling breath of adventure where you can untouched sand dunes. Night safaris offer the most spectacular sunsets along with bonfires, belly dancing and Arabic food accompanied by the strains of Arabic music under a glittering sky.

### **Shopping Malls**

Dubbed as the "shopping capital of the Middle- East," Dubai offers an unparalleled shopping extravaganza. Numerous state-of-the-art shopping malls, souks and individual retailers offer a variety of merchandise from high fashion, gold, jewellery, carpets and handicrafts, electronics and much more. Being an open port with low import duty, often imported items are cheaper here than in their country of origin. Mega events like Dubai Shopping Festival and Dubai Summer Surprise attract curious visitors and shoppers in big numbers. Dubai has something for every kind of shopper.

### **Direct Trade and Commercial Agencies**

A foreign company wishing to supply goods and services from abroad, but without establishing a physical presence in Dubai, may find it advantageous to appoint a commercial agent. The main provision of the Federal Commercial Agency Law No. 18 of 1981 as amended by Law No. 14 of 1988 is that an agent must be a UAE national, or a company 100% owned by UAE nationals.



A commercial agent may not carry out activities in the UAE unless its name is entered in the Commercial Agency Registry maintained at the Ministry of Economy and Commerce. The procedures and conditions for such an appointment are as follows:

1) A commercial agency agreement should be drawn up specifying the products and territories to be covered by the contract.

2) The agreement should be signed by both parties (pand agent) and, if signed in Dubai, legalized before a Court Notary Public. The agreement should then be

translated into Arabic by a sworn translator licensed to operate within the UAE. The services of sworn translators are readily available in Dubai.

If the agency agreement is signed outside the UAE:

- it must be authenticated by a local notary public;
- the local Ministry of Foreign Affairs must then certify and authenticate the signature and seal of the notary public;
- the agency agreement must be certified by the UAE Embassy or Consulate or, where none exists, the Embassy of any other Arab country;
- when the documents arrive in the UAE they should be taken to the Foreign Ministry, so that the stamp of the UAE Embassy or Consulate may be authenticated, and translated into Arabic by a sworn translator licensed to operate within the UAE;

The agency should be registered at the Federal Ministry of Economy and Commerce.

Principals may seek the services of a sole agent in the UAE or may appoint a commercial agent in each emirate or for each product. In practice, many overseas companies appoint several agents to cover different defined areas of the country. A commercial agent is entitled to territorial exclusivity and, as such, will receive infringement commissions on transactions concluded by the principal himself or through others within the agent's area of activity.

Although the term of the agreement may be limited to a specified period, it is not permissible for a principal to terminate an agency agreement without the agent's approval, except for reasons seen as valid by the Commercial Agencies Committee of the Ministry of Economy and Commerce. In the absence of any justifiable reason, the failure to renew an agreement may entail compensation to the former agent. Clearly, therefore, great care should be taken in the initial selection of an agent.

In certain cases, an agent with rights to the entire UAE appoints distributors in the other emirates or enters a joint venture or partnership with a national of neighboring emirates.

## **Free Zone**

Establishing a business entry in one of the UAE's free trade zones (FTZs) is an attractive option for foreign investors.

The major advantage in setting up in a free zone is that business entry is entitled to:

- \*100 per cent foreign ownership of the enterprise
- \*100 per cent import and export tax exemptions
- \*100 per cent repatriation of capital and profits
- \*No corporate taxes for 15 years renewable for an additional 15 years
- \*No personal income taxes; and
- \*Assistance with labour recruitment and additional support services, such as Sponsorship and housing.

An independent Free Zone Authority (FZA) governs each free zone, and is the agency responsible for issuing FTZ operating licenses and assisting companies establishing their business in the FTZ.

Investors can either register a new company as a free zone establishment (FZE) or simply established a branch or representative office of their existing or parent

companies based within the UAE or abroad. A FZE is a limited liability company governed by the rules and regulations of the free zone in which it is established. Under federal Law No.15 of 1998 except for acquiring nationality in the UAE, the provision of the commercial companies Law (CCL) do not apply to FZE s, provided that the free zones have special provisions regulating such companies

### **Free Trade Zone Licenses**

Once a legal presence has been established in free zone, the business is required to lease premises or land and acquire an operating license from the FZA. Different types of licenses apply in the different types of free zone.

### **Jabel Ali Free Zone( JAFZ)**

Located in Dubai, JAFZ offers well structured tax and business incentives in a long established free zone with good manufacturing, warehousing and distribution facilities. JAFZ has more than 2300 companies registered with the free zone.

### **Dubai Airport free zone(DAFZ)**

DAFZ is an integral part of the Dubai International Airport This free zone, the home of 200 companies

### **Setting up a company**

The minimum capital required for establishing a company in the Free Zone A. There is no minimum capital requirement asked for by JAFZA if you are merely setting up a branch of your company. However, if you are establishing an FZE, then the minimum capital requirement is Dhs. 1 million (US \$ 270,000, for an FZCO the minimum capital requirement is US\$ 135,000).

### **General**

All types of quality businesses are considered -including Industrial, trading and service- subject to Jebel Ali Free Zone Authority's

### **Establish a branch of your own company**

many companies establish subsidiaries in the Free Zone.