



Aerospace & Defense Market Guide for U.S. Exhibitors



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2017

February 19-23, 2017 Abu Dhabi, United Arab Emirates

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Welcome

Dear U.S. Exhibitors,

Welcome to Abu Dhabi and the U.S. Department of Commerce-certified IDEX 2017!

From small arms to unmanned systems, command and control systems, armored vehicles, and a multitude of other capabilities, this year's USA Security and Defense Pavilion showcases the most advanced defense technologies and services available anywhere. We at the Department's U.S. Commercial Service are proud to partner with the Association of the United States Army to support such an outstanding cross section of the U.S. defense industry.

Defense and Security is a key component of the U.S. trade agenda. America is the world's top defense product exporter accounting with a 33 percent share of total global defense exports. Despite a stronger U.S. dollar, international customers continue to prefer American defense products and services thanks to superior technology and competitive pricing.

It is gratifying that the U.S., with over 130 companies present, is the largest foreign contingent at IDEX this year. To support these companies, the U.S. Commercial Service has convened its commercial officers and specialists from Egypt, Kuwait, Qatar, the UAE, and Saudi Arabia to provide trade counseling, B2B and B2G matchmaking, and USG advocacy. The following pages outline these services, provide overviews of key markets in the region, and give important logistical tips for U.S. exhibitors.

On behalf of the entire U.S. Commercial Service team, we look forward to working with you before, during and after the show to help you do business in the MEA region. If you need anything, contact me (cell: +971 50 662 7653) or Commercial Attaché Gary Rand (cell: +971 56 677 1036).

Sincerely,



Dao M. Le
Regional Senior Commercial Officer
for the Gulf and Commercial Counselor

U.S. Commercial Service Assistance at IDEX

The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. Our trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets.

IDEX is a Commerce-certified trade show at which the Commercial Service will provide the following services:

- ❖ **Do-It-Yourself (DIY) B2B Matchmaking:** The U.S. Commercial Service promoted this fee-based service to all exhibitors via email in advance of IDEX. Our in-country commercial specialists then provided each interested exhibitor with a customized list of 4-5 pre-screened contacts to meet with at IDEX based on the information they submitted to us. If you are interested in this service, please contact George Messiha at george.messiha@trade.gov.
- ❖ **Pre-Scheduled B2G Appointments:** Our commercial specialist and trade specialists will facilitate over 60 B2G one-on-one appointments for U.S. exhibitors at IDEX. If you are interested in this service, contact Michael Thompson at michael.thompson@trade.gov.
- ❖ **USG Advocacy:** The U.S. Commercial Service is coordinating at-show national and exclusive advocacy support for approved U.S. companies that are pursuing defense-related tenders in the region. If you would like to have USG officials advocate on your behalf for defense tenders in the region, apply for USG advocacy at www.export.gov/advocacy.
- ❖ **Speakers Corner:** On Monday, February 20, the U.S. Commercial Service will present market briefs on the defense markets of: Egypt, Jordan, Kuwait, Qatar, Saudi Arabia, and the UAE.

Additional Resources for U.S. Exporters:

- ❖ Top Markets Series: Defense Products <http://trade.gov/topmarkets/defense-products.asp>
- ❖ Defense Export Handbook <http://www.trade.gov/td/otm/DefenseExportHandbook.asp>
- ❖ ITA 2016 Top Markets Report Aircraft Parts Country Case Study http://www.trade.gov/topmarkets/pdf/Aircraft_Parts_Saudi_Arabia.pdf
- ❖ Country Commercial Guides at www.export.gov



U.S. Commercial Service Staff at IDEX

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MARKET SNAPSHOT: EGYPT AEROSPACE & DEEFENSE SECTOR

The following is excerpted from *Business Monitor International*.

Overview of Egypt's Armed Forces

- ❖ Egypt maintains four separate branches of armed forces: air force, navy, army and the Egyptian Air Defense Force (EADF).
- ❖ EADF is responsible for the ground-based air defense of Egyptian airspace using radar and surface-to-air missile systems. It maintains a close relationship with the country's air force which deploys fighter aircraft to protect Egypt's airspace performing a close coordination with this force to this end.
- ❖ There are 300,000 members of the army of which 240,000 are conscripts and 300,000 additional reserves. There are also 397,000 paramilitary troops.
- ❖ Currently, the army's equipment includes more than 2,000 main battle tanks, half of which are the modern U.S.-sourced M1A1 Abrams. The 30,000-strong air force is equipped with more than 500 combat capable aircraft, including 151 F-16 fighters. Transport capability is led by 24 Hercules C-130 cargo planes. The Egyptian navy operates five submarines, 10 frigates and 26 amphibious vessels, as well as numerous coastal and patrol craft, and other light forces. There are two field army HQs: one in Ismailia and one near Suez.

Defense Procurement

- ❖ As a country heavily reliant on imports, Egypt's need for close defense agreements and ties is paramount. In line with Egypt's plans to diversify its sources of military hardware away from the U.S., Russia has become a key source of imports, as has France.
- ❖ The primary driver for Egypt's defense procurement remains in tackling terrorist threats both on the domestic and interstate level. The threat from Islamic State is the primary defense procurement driver for much of the region, though for Egypt, domestic terrorism remains the top priority.
- ❖ Future import growth will be constrained by the devaluation in the Egyptian pound in November 2016 which will increase costs significantly.
- ❖ Growth Projection: according to BMI, Egypt's precarious fiscal position will be the main restraint on defense spending over the coming years as the government is forced to cut back on expenditure growth. BMI forecasts a slowdown from the 13.8% growth recorded in 2014 to 6.4% in 2016 to USD5.4bn.
- ❖ Over the medium to long term, BMI sees Egypt focused on procuring anti-terrorism and surveillance equipment to combat the immediate security challenges it faces. However, with the decline in growth over this timeframe, the budget will see a shift from arming the forces with new, advanced equipment to maintaining existing equipment.

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MARKET SNAPSHOT: HASHEMITE KINGDOM OF JORDAN AEROSPACE & DEEFENSE SECTOR

National Carrier: Royal Jordanian Airlines

- ❖ Fleet of 25 aircraft – none older than 5 years
- ❖ Operating seven B787 Dreamliners
- ❖ First Mideast airline to order the Dreamliner
- ❖ 13 Airbus, 5 Embraer
- ❖ North America Direct Flights: Chicago, Detroit, NYC, Montreal

Defense

- ❖ **Jordan's defense budget will continue increasing in both absolute terms and as a share of GDP over the next five years.** According to Business Monitor International, the country's 2016 defense expenditures were expected to increase by over 7 percent, from \$2.18 billion in 2015 to \$2.34 in 2016, and are projected to reach \$2.4B in 2017.
- ❖ **Jordan is a key ally in the U.S.-led coalition against IS.** The ongoing conflict in neighboring Syria and Iraq means Jordan will continue to grow its defense capabilities, particularly its well-reputed Special Forces. Jordan is also a frequent contributor to UN peacekeeping forces.
- ❖ **Significant recipient of U.S. military aid (e.g., FMS) program.** Opportunities will continue to arise for American companies to help Jordan modernize its military. With more U.S. aid to Jordan being channeled through the Defense Department's security assistance accounts, Jordan has received \$774.6million in additional military aid since FY2014.(Source: FAS)
- ❖ **Limited Domestic Production** means they will look globally – mostly to U.S. and Europe (UK), with Russia also in play.

Jordan (USD mn)	2016e	2017f	2018f
Defense spending	2284.0	2441.0	2612.6
Defense expenditure, USD per capita	294.8	309.9	327.2

Stakeholders

- ❖ Jordanian Armed Forces
- ❖ Civil Defense
- ❖ Public Security Directorate
- ❖ Royal Jordanian Air Force
- ❖ General Intelligence Department

Domestic Defense Industry

- ❖ Formed in 1999, the King Abdullah II Design and Development Bureau (KADDB) is an independent government entity within the Jordan Armed Forces (JAF) aiming at becoming a global defense and security research and development hub in the region.
- ❖ Jordan has not promulgated an offset program, making it unique in the region.

Defense Opportunities

- ❖ Need for increased capabilities in the fight against IS will open opportunities
- ❖ Jordan's early focus on high-tech components has benefitted the defense capabilities and made it a regional leader in that regard.
- ❖ Good investment climate and economic/cultural openness. Jordan offers opportunities as a regional hub, especially in the Levant and those entities dealing with Syria and Iraq.





MARKET SNAPSHOT: KUWAIT AEROSPACE & DEEFENSE SECTOR

Aviation

- ❖ Projected Value: \$25 billion
- ❖ Airlines: Kuwait Airways and Jazeera Airways
 - In 2014, Kuwait Airways ordered 35 aircraft, as part of a major fleet renewal. This included ten Boeing 777-300ERs, valued at \$2bn, 10 Airbus A350-900s and 15 A320neos.
 - It also agreed to lease seven Airbus A320ceos and five A330-200s.
 - As of February 2017, Kuwait Airways received four of the ten Boeing 777-300ERs.

International Airports: Kuwait International Airport

- ❖ Kuwait International Airport handled 10.2 million passengers in 2015, more than twice its design capacity.
- ❖ In May 2016 Kuwait's Ministry of Public Works (MPW) awarded the \$4.3bn contract to build a second terminal at Kuwait International airport (KIA). The terminal, which has a design capacity to handle up to 25 million passengers a year, is expected to be completed in 2022.
- ❖ In July 2016, Kuwait's Council of Ministers approved the request of low-cost airline Jazeera Airways for land at the Kuwait International Airport (KIA) to build a dedicated passenger terminal and parking structure. The planned investment for the buildings is estimated at KD15mn (\$46m), and the construction work is expected to last 15 months.
- ❖ In August 2016, Kuwait's Directorate-General for Civil Aviation (DGCA) awarded a \$174m contract for the construction of a temporary passenger terminal building at Kuwait International Airport. The temporary facility has a design capacity of 4.5 million passengers a year.

Aerospace Opportunities

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|--|--|
| ❖ Maintenance, Repair, & Overhaul | ❖ Passenger Air Bridges |
| ❖ Training & Education | ❖ Baggage-handling Systems |
| ❖ Ground Services | ❖ Digitization |
| ❖ Cargo & Logistics | ❖ Business Aviation |
| ❖ Aircraft Decommissioning & Recycling | ❖ Information and communication technology (ICT) |
| ❖ Airspace Management | ❖ Web Resources |

U.S. Defense Sales to the Kuwait

- ❖ Defense Budget: According to Frost & Sullivan, Kuwait's 2015–2025 defense spending projections will grow from USD 6 billion in 2015 to USD 8.0 billion in 2025 with a CAGR (2015–2025) average of 3.8%

- ❖ **FMS Sale to Kuwait:** Kuwait ranks among the top defense spenders in the GCC. In 2016/2017, the State Department has made a determination approving a possible Foreign Military Sale to the Government of Kuwait worth USD 1.2 billion. The determination approving a possible Foreign Military Sale include: F/A-18 C/D services and support with an estimated cost of \$420 million; Radar field systems and related equipment, training, and support with an estimated cost of \$194 million; Joint Direct Attack Munition (JDAM) Tail Kits and related equipment, and support with an estimated cost of \$37 million; Sustainment and contractor logistics support for AH-64D Apache Helicopters with an estimated cost of \$400 million; and AIM-120C-7 Advanced Medium Range Air-to-Air Missiles (AMRAAM) with an estimated cost of \$110 million.

According to the Office of Military Cooperation Kuwait (OMC-K), as of November 2016, the current implemented and opened FMS cases have reached 165 cases worth USD 11, 7 billion. OMC-K also indicated that pending FMS cases amount to 53 cases worth USD 1.8 billion (excluding the FA-18 combat aircraft deal – see below).

- ❖ **Combat Aircraft/F-18s:** The core of Kuwait's fleet of combat aircraft is 40 FA-18 combat aircraft Kuwait bought in 1992. In mid-2015, Kuwait asked to buy 28 more F-18s, with an option to buy 12 more, and reportedly expressed frustration at delays in the DOD approval process for that sale. In February 2016, Kuwait announced it might instead buy 28 Eurofighters instead. Some in Congress have suggested the Administration would approve the sale after it completes a 10-year Memorandum of Understanding (MoU) on U.S. security assistance to Israel. With that agreement completed in early September, the Administration notified Congress on November 17, 2016, the potential sale of up to 32 F-18s to Kuwait along with support, equipment, and training, with an estimated value of \$5 billion. On November 28, 2016, U.S. officials stated that Kuwait is proceeding with an order for 28 of the jets.

Non-U.S. Defense Sales to Kuwait

- ❖ In September 2015, Kuwait signed an MoU for the supply of 22 single-seater and six double-seater Eurofighter jets with the consortium that produce the aircraft. The deal, understood to extend over a 20-year period with a value estimated at \$9bn will include maintenance services.
- ❖ In October 2015, Kuwait signed provisional agreements with France that include an order for Airbus Caracal helicopters. French officials briefed journalists during a visit to Kuwait by French Defense Minister Jean-Yves Le Drian on 21 October that the letters of acceptance (LoAs) covered 24 Caracals, with an option for another six. The sources said the LoAs also covered mid-life upgrades for the Kuwait navy's eight P 37 (Combattante 1) fast attack craft, and Renault light armored vehicles, and are collectively worth around EUR2.5 billion (USD2.8 billion).

Stakeholders

In January 2016, Kuwait's Parliament unanimously approved a request by government for \$10 billion in additional funds for military spending during the next 10 years. Defense Minister Sheikh Khaled Jarrah Al-Sabah said the money, which is to be placed in a special fund outside the budget, would be used to purchase new fighter jets, tanks and air defense systems. He also added that it was time to modernize the army's weapons since existing ones were bought more than two decades ago.

Offset Program

In June 2014, Kuwait has suspended the offset program. Kuwait's offset obligations were applied to military contracts of a value equal to or above 3 million Kuwaiti dinars (\$10.5 million), civil/government contracts of a value equal to or above 10 million dinars, and downstream oil/gas contracts.

Defense Opportunities

Kuwait's military is looking to upgrade their fleets. They are in the process of purchasing several aircraft and are now looking at potential upgrade options for their land forces, navy, and coast guard. Missile defense, maintenance and repair and training are additional areas of opportunity. There is also interest in unmanned aerial vehicles and border security solutions

OMC-K Security Cooperation Directorate Contact Information and POC Information:

- ❖ Kuwaiti Ministry of Defense
Foreign Procurement Office
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- ❖ Mr. Jun Tejada- Navy Programs
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Web Resources

- ❖ www.export.gov
- ❖ www.dsca.mil





MARKET SNAPSHOT: QATAR AEROSPACE & DEEFENSE SECTOR

Aviation

- ❖ Projected Value: \$18 billion; accounts for nearly 11 percent of the country's GDP
- ❖ Airlines: Qatar Airways
- ❖ International Airports: 1
 - Recently opened in 2014, Hamad International Airport (HIA) is currently serving 37 million passengers a year. With total construction valued over \$14 billion, HIA is currently planning Terminal 2 expansion and Hamad Airport City, which will serve over 5,000 HIA employees (Tender dates yet to be announced)
 - In October 2016, Qatar Airways purchased an order from Boeing for 30 787-9s and 10 777-300ERs wide-body jets with an additional letter of intent for 60 aircrafts, valued at \$18.6 billion.

Aerospace Opportunities

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|-------------------------------------|--|
| ❖ Hamad International Airport | ❖ Private Jet & Services |
| ❖ Maintenance, Repair, & Overhaul | ❖ Airspace Management |
| ❖ Information & Security Technology | ❖ Digitization |
| ❖ Training & Education | ❖ Hamad Airport City |
| ❖ Ground Services | ❖ Manateq – Aviation Special Economic Zone |
| ❖ Cargo & Logistics | |

Web Resources

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| ❖ www.export.gov | ❖ www.esourcing.qatarairways.com.qa |
| ❖ www.usqbc.org | ❖ www.caa.gov.qa |

U.S. Defense Sales to Qatar

- ❖ Qatar continues to remain one of the top defense spenders in the world.
- ❖ With total defense spending reaching \$3.8 billion in 2015, Qatar's defense budget is expected to grow at an average 10% over the next 3 years, reaching \$7 billion in 2020.

Stakeholders

- ❖ In March 2014, more than \$10 billion in deals was announced during DIMDEX including Apache helicopters, Javelin missiles, and PAC 3 Patriot systems.
- ❖ In November 2016, a Foreign Military Sale to the Government of Qatar for F-15QA aircraft with weapons and related support equipment and training was approved by the United States Government. The estimated cost is \$21.1 billion for 72 multi-role fighter aircraft and associated weapons package.

- ❖ The Qatar Armed Forces include the Qatar Emiri Land Forces, Qatar Emiri Air Forces, Qatar Emiri Naval Forces, and Qatar Emiri Special Forces. Groups outside the military include the Qatar Amiri Guard, and Internal Security Forces.

Defense Opportunities

- ❖ The Qatar Armed Forces are currently to upgrade their fleets across all major branches, including land vehicles, aircraft, helicopters, attack vessel, missile defense system, and training academies.
- ❖ Qatar's procurement priorities include Air defense equipment and technologies, intelligence, surveillance and reconnaissance; command and control, expeditionary logistics; and maintenance, repair, and overhaul.

Web Resources

- ❖ www.export.gov
- ❖ www.dsca.mil





MARKET SNAPSHOT: KINGDOM OF SAUDI ARABIA (KSA) AEROSPACE & DEEFENSE SECTOR

The following is excerpted from the *2016 ITA Defense Markets Report and ITA's 2016 Top Markets Report Aircraft Parts Country Case Study*.

Aviation

- ❖ Saudi Arabia ranks 18th on ITA's list of top markets for U.S. aircraft parts exports and is the largest market for aircraft parts in the Middle East region.
- ❖ The rapid growth of numerous Middle Eastern airlines has created a demand for parts and repair stations, which has fueled Saudi Arabia's aerospace parts import growth and will continue to do so for at least the next decade.
- ❖ Simultaneously, falling oil prices are more strongly impacting Saudi Arabia's budget than other Middle East countries, which will create uncertainty for several years.
- ❖ Saudi Arabia's large fleet of U.S. manufactured military aircraft requires parts for routine MRO activity but may also be impacted by potentially shrinking budgets.
- ❖ While the percentage growth of GDP in neighboring countries may be larger, Saudi Arabia's 5.3 percent average GDP growth from 2004 to 2014, its close ties with the United States, its ease of doing business in this sector and the growing demand for MRO services for aircraft operating in the region make the country an excellent starting place for U.S. manufacturers seeking to enter the Middle East market or for established exporters seeking new opportunities in the region.

Defense

- ❖ Saudi Arabia ended 2015 with continued high military expenditures, becoming the world's largest defense market for U.S. exporters for two consecutive years. This data coincides with the degree of involvement Saudi Arabia has had in leading the fights in Syria and Yemen and is at least partly attributable to the beginning of deliveries of 84 F-15 fighter aircraft.
- ❖ With oil prices remaining at below break-even levels and the fact that Saudi Arabian oil revenues have accounted for more than 90 percent of government income, however, this level of military spending may not be sustainable in the long-run.
- ❖ As of April 2016, Saudi Arabia's 2016 defense budget had decreased only by a relatively small amount from 2015 levels, as the government appeared determined to support the economy and focus on economic diversification.
- ❖ While education and healthcare accounted for 35 percent of total spending in 2016, military and security still comprise 25 percent of the total budget, representing a sizable opportunity for U.S. aerospace and defense companies.

Opportunities in Saudi Arabia

- ❖ In 2014, Saudi Arabia's top military import from the United States was complete military aircraft, followed by tanks and missiles then military aircraft parts ranked third, based on the United States Census Bureau data.
- ❖ Because Saudi Arabia operates a large fleet of U.S. military aircraft, the country also requires a regular supply of parts and related equipment to support frequent maintenance, repair and overhaul (MRO).
- ❖ The Royal Saudi Air Force uses a wide-range of U.S. military aircraft, including over 300 F-15 fighter aircraft, 42 C-130J transport aircraft, 61 Bell helicopters, 25 Cirrus trainers and 16 S-70 Black Hawks. Saudi Arabia provides tremendous opportunities for defense and aerospace companies that produce both aircraft and aircraft parts, as well as for those that provide MRO services.





MARKET SNAPSHOT: UNITED ARAB EMIRATES (UAE) AEROSPACE & DEEFENSE SECTOR

Aviation

- ❖ Projected Value: \$80 billion; accounts for nearly 15 percent of the country's GDP
- ❖ Airlines: Emirates, Etihad, Fly Dubai, and Air Arabia
- ❖ International Airports: 8
 - Dubai International Airport is the world's busiest based on number of international passengers
 - Al Maktoum International Airport in Dubai is expected to be the largest airport in the world when completed in 2030
 - Abu Dhabi is also expanding its airport with the Midfield Terminal which is due to open in July 2017 with an overall airport capacity 45 million passengers

Space Program

- ❖ The UAE is committed to establishing itself as a regional hub for civil and commercial space activities, creating the UAE Space Agency (UAESA) in 2014, headquartered in Abu Dhabi, and the Mohammed bin Rashid Space Centre (MBRSC) in 2015 in Dubai.
- ❖ There is currently an initiative underway by the UAESA and the MBRSC to build an unmanned probe spacecraft that will orbit Mars and study its climate and atmosphere. The intent is to launch this spacecraft in 2020, and have it arrive in Mars orbit by 2021 in time to mark the 50th anniversary of the UAE federation.

Satellites

The UAE has already launched and is controlling a number of satellites. Yahsat, a subsidiary of the UAE government-owned Mubadala Development, offers a range of communication services including voice, internet and television; the MBRSC operates several satellites including DubaiSat-1, DubaiSat-2, and KhalifaSat; and UAE's Thuraya, a private company, launched its first mobile telecommunication satellite, Thuraya-1, in 2000.

Aerospace Opportunities

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| ❖ Al Maktoum International | ❖ Private Jet & Charter Services |
| ❖ Airport | ❖ Airspace Management |
| ❖ Maintenance, Repair, & Overhaul | ❖ Digitization |
| ❖ Training & Education | ❖ Business Aviation |
| ❖ Ground Services | ❖ Dubai World Central Aerotropolis |
| ❖ Cargo & Logistics | |
| ❖ Aircraft Decommissioning & Recycling | |

Web Resources

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|--|--|
| ❖ www.export.gov | ❖ www.gcaa.ae |
| ❖ www.usuaebusiness.org | ❖ www.dwc.ae |
| ❖ www.mubadala.com | ❖ www.space.gov.ae |

U.S. Defense Sales to the UAE

- ❖ The UAE ranks among the top 15 defense spenders in the world
- ❖ According to *Business Monitor International*, the country's 2016 defense expenditures were expected to increase by over 7 percent, from \$21.8 billion in 2015 to \$23.4 in 2016.
- ❖ The UAE is America's second largest customer under the FMS program; in 2015, the U.S. had over 80 FMS cases with the UAE valued at over \$20 billion, making the UAE FMS program one of the largest in the Middle East and globally.

Stakeholders

- ❖ In December of 2014, the UAE government combined several defense and aerospace companies owned by Mubadala Development, Tawazun Holding, and Emirates Advanced Investment Group into a single entity, Emirates Defense Industries Company (EDIC).
- ❖ EDIC's role is to drive the UAE's defense industry by providing manufacturing, training, mapping, logistics, technology development and communications as well as maintenance, repair and operations services for air, land and sea platforms.

Offset Program

- ❖ Foreign defense suppliers to the UAE with over \$10 million in contract value over a five year period must participate in this program.
- ❖ The foreign contractor generates obligations as a result of sale of goods and services to UAE.
- ❖ The program has established formal guidelines that outline the focus areas, mechanics, and process to fulfil these obligations. Learn more at: <https://tec.tawazun.ae/the-program/>.

Defense Opportunities

- ❖ The UAE Air Force and Air Defense traditionally receive the lion's share of the UAE's total defense procurement dollars, followed by the Joint Aviation Command, Land Forces, the Presidential Guard, and the Navy.
- ❖ The UAE's procurement priorities include missile defense; precision fires; intelligence, surveillance and reconnaissance; command and control, expeditionary logistics; and maintenance, repair, and overhaul.
- ❖ The UAE Armed Forces currently outsources a number of non-core military service activities, such as aircraft and equipment maintenance and military training to UAE and non-UAE-based private and government contractors.

Web Resources

- ❖ www.export.gov
- ❖ www.edic.ae
- ❖ www.tawazun.ae
- ❖ www.ammroc.ae
- ❖ <http://www.cicpa.ae/en/Default.aspx>



The Basics:

Language, Currency & Etiquette

- ❖ **Language:** English, Standard Arabic
- ❖ **Currency:** The dirham, frequently denoted as AED; US\$ 1: AED 3.6725. ATMs are plentiful, e.g., airport, hotels, convention center
- ❖ **Attire:** Visitors of either gender should dress modestly with arms and legs covered. It is not necessary to wear a headscarf (hijab) in the UAE, unless one receives a formal invitation to visit the Grand Mosque in Dubai or the Zayed Mosque in Abu Dhabi (then the woman's head, legs and arms must be covered).
- ❖ **Greetings:** Men should not automatically expect women to shake hands. General rule: only extend your hand if she extends hers.
- ❖ **Photography:** Pay attention to signage regarding photography; many places such as government buildings and the beaches are off limits vis-à-vis photography, and you can be arrested for taking pictures in the wrong place. Do not take pictures of women unless they give you their permission.
- ❖ **Sitting in Public:** Never point the soles of one's shoes at another person when sitting crossed legs, as this is an insult....best to keep both feet on the ground.
- ❖ **Elevators:** It is considered culturally sensitive for a man to refrain from entering an elevator with a single woman (or one with children) if she is fully or partially veiled.



The Basics: Transportation

- ❖ **Airport Taxis :** The journey into town from the airport costs AED 70-80 (about US\$30)
- ❖ **Taxis In-and-Around Town:** Getting around Abu Dhabi is easy and taxis are reasonably priced and plentiful. They can be flagged down at the roadside or booked by phone through the TransAD hotline +971 600 535353. (Note: many taxi drivers speak fluent English, but are not always familiar with street names, so it helps to know exactly where you are going.)

- ❖ **Taxi Fares:**

Day Time - 6:00 am to 10:00 pm	AED	US\$
Flagfall (starting fee)	3.50	0.95
Every 1km up to 50km	1.60	0.43
Over 50km	1.69	0.64
Every 1 minute of waiting time (First 5 minutes free)	0.50	0.13
Booking through Call Centre	8.00	0.80
Night Time - 10:00 PM to 6:00 AM		
Flagfall (starting fee)	4.00	1.09
Every 1km up to 50km	1.69	0.46
Over 50km	1.69	0.46
Every 1 minute of waiting time (First 5 minutes free)	0.50	0.13
Booking through Call Centre	8.00	1.09

- ❖ **Uber:** www.uber.com

- ❖ **Careem:** www.careem.com

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The Basics: Emergency Contacts

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- ❖ **For medical emergencies**, call the local emergency number immediately - 999.

