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BUSINESS ZONE

A QUARTERLY NEWSLETTER FROM HAMRIYAH FREE ZONE AUTHORITY



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We are almost at the end of 2019 and I can only express my happiness over the extraordinary developments taking place at Hamriyah Free Zone. This gives me hope and confidence for the future. I am sure everyone at HFZ feels the same.

There have been excellent investments in HFZ; the foremost being the opening of Texol Lubritech's \$12 million manufacturing plant, which reinforces the fact that we indeed are the most preferred industrial hub in the world. Such powerful trade alliances and lucrative partnerships are what we continuously strive for all year-round.

I am also glad to share that for the third time Hamriyah Free Zone Authority has been acknowledged at the gala Superbrands Awards ceremony. We have also received the 'Quality Choice Prize 2019' at ESQR Awards in Berlin and Best Regional Enterprise from Europe Business Assembly in Milan. These recognitions further demonstrate our great leadership in the market and our success in accomplishing sustainable growth.

We are committed to transforming the way global trade is done and we leave no stone unturned to ensure it. From attending international business symposiums to conducting one, our supremely skilled team works round the clock with numerous governmental and private organizations – visiting them in their countries and inviting their delegations to HFZ. This time, we sent our delegations to Pakistan and Russia. Both countries have shown great potential in investment. We also continue to boost our trade relations with India and China by visiting Indian states of Surat and Gujarat and welcoming a high-level delegation from China. All this to boost trade and promote healthy dialogues around it.

I am certain that if we continue to achieve our goals at this pace, HFZ will yield extraordinary results for its employees, stakeholders, investors, and customers. The day is not far when HFZA will indeed become the No. 1 Free Zone in the Emirates.

Saud Salim Al Mazrouei
Director, HFZA.



Texol Lubritech opens +\$12 million manufacturing unit in Hamriyah Free Zone

India-based Texol Lubritech has officially inaugurated its first overseas manufacturing unit in the Hamriyah Free Zone, Sharjah, making its first expansion move outside of India. The \$12 million manufacturing unit was opened by Saud Salim Al Mazrouei, Director of Hamriyah Free Zone Authority (HFZA), in the presence of Ramesh Parekh, Chairman of the group; Simon Philip, Vice Chairman and CEO of the company; and several senior officials. This 215,278 sq. ft. plant is the third facility for Gandhar Oil Refinery India to be opened with two other manufacturing plants already in operation in India.

The automated plant manufactures a complete range of white oils, LLP, HLP, transformer oils, rubber processing oils, industrial and automotive lubricants to cater to the ever-increasing demand of cosmetic, pharma, transformers, rubber, steel, automobile, and other

various types of industries. The capacity of the plant is 100,000 MT/ annum.

Al Mazrouei, the Director, said: "The

opening of Texol's first overseas unit reflects Hamriyah Free Zone's prominent position as a preferred destination for the world's leading industrial companies and would



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further enhance Sharjah's illustrious reputation as a global hub for industrial companies. This is a realistic outcome of strenuous efforts being made by Sharjah to attract quality investments and enhance the business environment, in line with the wise directives of His Highness Dr. Sheikh Sultan bin Mohammed Al Qasimi, Member of the Supreme Council and Ruler of Sharjah."

He further added: "HFZA has been handpicked by Texol Lubritech because of its miscellaneous incentives, privileges, and state-of-the-art facilities developed especially to attract investors. Besides its perfect infrastructure and logistic services, HFZA delivers competitive advantages and cost-effective solutions to go above and beyond the expectations of its customers and investors. Texol's move is yet another motivation for us to work very hard towards bolstering Sharjah's status as a regional industrial hub. We will keep on developing and upgrading our services, infrastructure, and facilities to meet the diverse needs of all customers and investors."

"We are fully confident we have made the right move when we took Sharjah as a springboard for our operations and it will definitely help us improve our competitive edge," added Samir Parekh, Executive Director of Gandhar.



Events



HFZ attended Sharjah-China 'Belt and Road' Business Roundtable

In April 2019, Hamriyah Free Zone Authority attended the prestigious "Sharjah-China 'Belt and Road' Business Roundtable" organized by Sharjah FDI Office (Invest in Sharjah) in the presence of HE Lei Jin, Economic and Commercial Counselor of Consulate-General of the People's Republic of China in Dubai; HE Marwan bin Jassim Al Sarkal, Executive Chairman of the Sharjah Investment and Development Authority (Shurooq); Mr. Shaoguo Han, Vice President, CNPC International on behalf of Chinese Business Council; and Mr. Mohamed Juma Al Musharrkh, CEO of Invest in Sharjah.

The event also saw the participation of HE Khaled Al Huraimel, Group

Chief Executive Officer, Bee'ah-Sharjah Environment Company; Mr. Ahmed Al Halyan, Director of Business Development at Sharjah Research Technology and Innovation Park (SRTIP); Mr. Shihab Al Hammadi, Authority Director, Sharjah Media City (Shams); Mr. Jassem Al Hammadi Director of New Business Ventures, Sharjah Asset Management Holding; Mr. Emerson N. Buarque, General Manager – Business Development, GulfTainer; and Mr. Liu Lin, GM of CATIC Dubai and Northern Emirates Branch. Hamriyah Free Zone Authority presented the current business landscape emerging prospects in HFZ to the delegation of over 140 businesspersons.



Events



HFZ visited Pakistan to discuss business opportunities

Huma Javaid, Managing Director of CBS Consultants, the official consultant of Hamriyah Free Zone Authority, visited Pakistan on April and met with different chambers of commerce and key business corporations to discuss investment opportunities in Hamriyah Free Zone.

The visit was productive, paving the way for advanced trade between the two countries. The strategic location of HFZ, which serves as a vital link to the major trade routes intersecting Asia, Europe and Africa, could give Pakistan direct access to a growing market of 2+ billion people.



Events



HFZ visited Indian State of Gujarat to explore new possibilities

HFZ traveled to the Indian State of Gujarat in the month of May and visited key investors and associations, such as the Vadodra Chamber of Commerce and Industry. The visit was a milestone in the trade relations shared by the two countries.

Charleson Daniel, Commercial Manager, and Geomon George, Asst. Head for Business Development, represented HFZA in all the business meetings held at Gujarat.



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Events



HFZ participated in the Conference on International Taxation held in Surat, India

HFZA participated in the 13th Residential Conference on International Taxation held at The Grand Bhagwati in Surat, India, from 20th to 23rd June 2019. Charleson Daniel, Commercial Manager, Omar Rashid Al-leem, Head of Sales, and Ashik KP, Senior Sales Executive, met the officials of different companies to raise awareness on the advantages of establishing businesses in Hamriyah Free Zone.

Apart from providing global exposure, the 13th RRC focused on how BEPS and evolving laws on international taxation impact traditional ways of structuring transactions and ways of doing business. The conference thus offered an exciting opportunity for a thorough exchange of knowledge and ideas in this important field.



Events



HFZ conducted Business Symposium in Moscow, Russia

On a 5-day business trip in Moscow, Russia, the top officials of HFZ conducted a business symposium on 'Setting Up Business in the UAE'. The seminar was held at Radisson Slavyanskaya Hotel and Business Centre, Moscow, Russia from 9th to 12th July 2019.

Charleson Daniel, Commercial Manager, Habish Khalid, Senior Sales Executive, and Yuliya Dubina, Sales Executive, discussed with potential investors about the advantages, challenges, and opportunities for investing in the UAE – the hub of innovative global business right now.



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Delegation



Chinese delegation from Dalian in China visited HFZ in April

In the month of April, Omar Rashid Al-leem, Head of Sales, and Zhen Li, Business Development Executive, received a delegation from Dalian, a major city and seaport in the south of Liaoning Province, China.

China is a top trading partner of the

UAE and the two countries enjoy distinguished trade relations. This delegation aimed to strengthen the existing ties and expand the business between the two trade giants.



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Delegation



Communist Party Secretary and the Governor of Liaoning province visited HFZ along with his delegation

While on his UAE tour from 28th to 29th April, Secretary Chen Qiu Fa, Communist Party Secretary and the Governor of Liaoning province, and his delegation visited Hamriyah Free Zone to learn more about various investment opportunities in the UAE market and explore avenues of trade and economic cooperation between the UAE and China (in particular

Liaoning province). Chen Qiu Fa also visited Al Islami, producer of premium Halal foods at HFZ. HFZA welcomed this delegation with open arms to further the ties with the country. The delegation discussed with the HFZA officials the various investment opportunities, policies, and the significance of this free zone to the Chinese economy.

A day prior to this visit, Chen Qiu Fa attended the China Liaoning-UAE Economic and Trade Exchange Seminar held at Hilton Dubai, Al Habtoor City, where Hamad Al Shamsi, Head of Local Promotions, spoke at length about HFZ in the presence of dignitaries from the Chambers of Commerce and Enterprises of China and UAE



Awards



HFZ received the 'Quality Choice Prize 2019' at ESQR Awards in Berlin

Sharjah Free Zone is gaining ground after the Hamriyah Free Zone Authority has won an international award in Berlin, reflecting the emirate's advanced position on the global economic scene. HFZA has achieved the 'Quality Choice Prize 2019' in the ESQR's Quality Choice Prize 2019 in the Gold Category 2019 (Berlin).

The award ceremony was organized by the European Society for Quality Research (ESQR) in Berlin (Germany). "Saud Salim Al Mazrouei, the Director, was honored to receive the award", said Al Jarwan, Deputy Executive Commercial Director, who was also present at the event.



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HFZ & its Director won Top awards at EBA in Milan



Hamriyah Free Zone Authority & its Director, Saud Salim Al Mazrouei, won the "Best Regional Enterprise & Manager of the Year" Award in the recent Achievements Forum - 2019. The Achievements Awards is the economy and business category organized by the Europe Business Assembly (EBA) in Milan last July.

"This precious recognition has boosted our morale to keep working towards our commitment to strengthen our initiatives for a thriving HFZA", the Director, stated.

HFZ received its 3rd Superbrands Award in a Gala Event

For the third time, HFZA won accolades at the gala Superbrands Awards ceremony held at Intercontinental, Dubai Festival City, in the month of June this year. The award is given based on the votes of Brand Council and more than 2,500 senior managers and marketing professionals following a rigorous selection process.

Charleson Daniel, Commercial Manager, Geomon George, Asst. Head for Business Development, Habishmon Khalidkuty, Senior Sales Executive, Yuliya Dubina, Sales Executive, and Cristina dela Cueva, Marketing Executive, attended the ceremony and were delighted by this recognition as it reaffirms the strength and success of HFZ.



Celebrations



Entire HFZ team commemorated Mid-Sha'ban

On April 20th, HFZA employees celebrated Mid-Sha'ban, which is regarded as a night when the fortunes for the coming year are decided.



Celebrations



Annual Iftar Gathering held at HFZ

The employees of HFZA celebrated the spirit of Ramadan in their traditional Annual Iftar Gathering at the Al Jawaher Reception and Convention Centre.



Miscellaneous

News : HFZA

On 20th October, a handover ceremony was held at Albwardy Damen, at the Hamriyah Free Zone in Sharjah, marking Damen's delivery of thirteen tugs to Jawar Al Khaleej Shipping. The tugs will be operated at various terminals in Iraq, in a joint cooperation between Jawar Al Khaleej Shipping and General Company for Ports of Iraq (GCPI). The contract for the order was signed end



of March 2019. Damen has delivered all the vessels within a 7 months period.

Damen was able to deliver the thirteen vessels quickly, modified to the requirements of its client, thanks to its philosophy of standardised shipbuilding, which ensures the fast delivery of proven vessels. The thirteen vessel order consisted of four ASD Tugs 2813, two ASD Tugs 3212, three RSD Tugs 2513 – all state-of-the-art vessels from Damen's Next Generation Tugs series – three Stan Tugs 2208 and a Shoalbuster 2609. The ASD tugs are fully equipped, including Fire Fighting 1

and an escort towing notation.

During the ceremony 7 out of the 13 tugs were lined up at the Albwardy Damen yard, three tugs are already in operation and the remaining 3 boats are currently on voyage from the yard to the client. Albwardy Damen has played a crucial role in the final outfitting the tugs as per the client's requirements.

Furthermore, the contract includes spare part packages, training, a computerized planned maintenance system and a remote monitoring system on board of all tugs.

Alliance Weekday Cricket tournament at HFZ



The Alliance Weekday Cricket tournament was held in the month of August at Hamriyah Ground #30. 4 teams, including the HFZ team, participated in the tournament. HFZ team won all the group matches but lost in the final match.

HFZ Cricket Team lost in the semifinals to Strikers XI and thus secured the runner-up position in the tournament. Waqar Hussain from the IT & MIS Department was hailed as the best bowler of the tournament.



A discourse on Traffic Safety was organized at HFZ

To promote traffic safety and defensive driving among HFZA employees, a traffic police visit was organized in the month of March. The visit helped employees understand road traffic systems and how crucial it is to follow the rules if we are to minimize the risk of accidents.

Saud Salim Al Mazrouei, the Director, said, "It is our commitment to save lives,

reduce serious injuries on the road, and thereby improve the quality of people's lives. This initiative is another step in this regard. We will continue to host such programs to ensure the safety of our employees at all costs."



Sharjah Beat

Sharjah issues 18% more trade licences in Q1

The Sharjah Economic Development Department (SEDD) on Saturday announced that it issued 1,464 licences in first quarter of 2019 compared to 1,240 in the same quarter last year, reflecting an increase of 18 per cent.

In a statement, the department said the number of renewals increased from 13,514 in 2018 to 14,425 in the first quarter of 2019, at an increment rate of seven per cent to reach a total of 15,889 licences in 2019 compared to 14,754 in 2018 with a total growth of eight per cent. This shows the interest of the investors in the emirate and highlights the growth of the economy in various sectors.

The data released by the department for the first quarter of this year showed that the "Eitimid" licence has surpassed the issued and renewed licences at a growth rate of 41 per cent compared to the same period last year 2018, followed by professional licences at a growth rate of nine per cent.

In terms of industrial licences, the growth rates were eight per cent, while commercial licences reached an increase of about six per cent in the first quarter of 2019.

Sultan Abdullah Al Suwaidi, Chairman, SEDD, said that the department relies on this information to study the economic situation in Sharjah.

He stated that the data indicated that there was a significant increase in investments in the existing projects, which indicated a sustainable growth of Sharjah's economy. These figures also reflected the confidence of the business sectors in the investment opportunities available in the emirate, he added.

In addition, he stressed that the e-services provided by SEDD are within its initiatives to simplify procedures and reduce the time and to provide services to meet the expectations of dealers and opportunities as well as widen the options for the completion of transactions.



Sharjah rolls out new survey to measure economic factors

The Sharjah Department of Statistics and Community Development, DSCD, has rolled out the implementation phase of its latest economic survey project, which will encompass all administrative communities and free zones in the emirate.

The project was launched in January this year. More than 5,800 organisations from all areas and cities of Sharjah including 860 major companies have been notified by the Department about the survey.

The survey's objective to collect performance data of public- and

private-sector companies, as well as non-profits. The final report will be a comprehensive analysis of sector-by-sector growth of Sharjah, its current economic realities, and will accurately identify each sector's contributions to the emirate's economic diversification process.

The report will offer local and global investors fresh insight into the opportunities and challenges unique to each sector in the emirate of Sharjah, and allow them to better determine their areas of interest.

This new survey follows the one that

the Department carried out in 2018, with 12 specific goals laid out including touchpoints like GDP, salaries of male and female workers, and income of numerous markets classified under sectors, areas and regions in Sharjah.

Sheikh Mohammed bin Humaid Al Qasimi, Chairman of DSCD, said, "Through these annual surveys, DSCD furthers its mission to offer governments and investors a clear understanding of Sharjah's year-on-year growth comparison, and an insight into key variables driving the emirate's diversification process, in view of more recent market variables that come into play owing to changing business trends and global annual business performance."

The project, he said, is equally relevant to the UAE and the region, as Sharjah is one of the main drivers of the local economy. The comprehensive nature of the survey – covering all major sectors of our economy – will lead to findings, which will be key to assessing future investment prospects.

The survey and data collection process will be implemented using a printed questionnaire delivered by researchers to the respondents or through the online questionnaire link. A team of experts from DSCD will follow up and review the inputs.



1.7m tourists visited Sharjah in 2018, spending \$172m

The total number of hotel guests in Sharjah in 2018 reached 1,738,543, with their combined revenue totaling AED633 million (\$172.3 million), according to the Sharjah Commerce and Tourism Development Authority (SCTDA).

Hotels and hotel apartments witnessed 65 percent and 60 percent occupancy rate respectively during the year, it said in a statement. The authority said that guests from Russia, the Commonwealth and the Baltics region posted a 41 percent growth compared to the previous year, while tourists from Africa increased by 4 percent.

Russian visitors continued to increase market share which achieved 23 percent in 2018 from 15 percent in 2017, it added. The top five nationalities who travelled to the emirate in 2018 also included Omanis, Chinese, Saudis and Indians.

SCTDA said it also targeted the Indonesian, Malaysian, German, and Singaporean markets for the first time in 2018 through road shows to promote the emirate's tourism offerings. As well as debuting Sharjah Summer Festival, new hotels were also unveiled during the previous year to accommodate the growing number of tourists visiting the emirate. Khalid Jasim Al Midfa, chairman, SCTDA, said: "The Sharjah Government's vision is to attract 10 million visitors by 2021, in time for the UAE's 50th founding anniversary.



"Thanks to the unlimited efforts and the cooperation of all partners with us, we have already achieved at least

70 per cent of this vision, which is the equivalent of 7 million visitors who have come to Sharjah."



Sharjah's investment arm launches 'Industrial Village' project

The government of Sharjah's investment arm, Sharjah Asset Management, has launched the Al Saja'a Industrial Village project, which includes 100 units of showrooms, warehouses and open spaces for industrial and commercial investors.

Located on Emirates Bypass Road, the Industrial Village caters to individuals and corporate investors who wish to rent ready-to-use units for their business in various sectors, including logistics, technology, industry, transportation, oil and gas, as well as other industries that require a designated location and large areas.

"We are delighted to launch this new project which highlights the Sharjah Government's development plans for the growth of various sectors," said Mohammed Bin Essa, chief

asset management officer of Sharjah Asset Management. "The plan also aims to attract investors to the emirate, by providing ready units, connected to world-class infrastructure."

"All the logistics required by the projects to start work in Al Saja'a Industrial Village will be available," he added.

Al Saja'a Industrial Village also includes 20 showrooms or restore stores ranging in size from 2,500 to 4,200 square feet which can be used for supermarkets, restaurants or to display products.

The site also includes 30 leasing warehouses 5,000 square feet in size. There will also be 50 open yards for sale, which can be used to store building materials and for other commercial activities. Each yard ranges from 11,000 to 20,000 square feet in size.

Training



Emergency First Aid Training was conducted at HFZ

SOL Occupational Safety Training conducted an Emergency First Aid Training for HFZA staff on 28th July 2019. Trainer, Dr. Anil Kumar R discoursed on the importance of first aid in dealing with emergency situations to prevent further injuries or loss of life. The participants were also involved in the hands-on practice session to boost their confidence.

First Aid is the immediate assistance given to a sick person until full medical treatment is available. When done quickly and properly, it can help save the life of a patient and promoterecovery, or at least prevent the medical condition from getting worse. Basic medical training provided to the staff of any organization is an excellent initiative towards creating safer and healthier workplaces.



HFZA Food Section organized ZAD Training



HFZA Food Section organized training on ZAD system by Sharjah Municipality on 26th June 2019. ZAD system is a Federal smart Portal system developed jointly by the Ministry of Climate Change and Environment and Dubai Municipality to facilitate food trade in the UAE. The training was attended by the Food Quality department personnel and investors of HFZA.

ZAD smart portal serves as the official online database platform for all Emirates to approve and register food products. Using this system, customers can register their imported or exported food products in addition to those manufactured locally. It enables food business operators to obtain 'No objection certificate' for transfer of any food consignments from one emirate to another and information about approved Islamic entities and slaughterhouses worldwide that are approved by the Ministry of Environment.

Halal Workshop was conducted at HFZ



Halal Workshop was conducted at the HFZA Auditorium in April. The workshop was jointly hosted by HFZA Food section and GulfTIC, an ESMA (Emirates Authority for Standardization and Metrology) and SASO (Saudi Standards, Metrology and Quality Organization) authorized confirmatory assessment service provider and an official certification body of the UAE.

Among the lessons provided in the training were 'Requirements of Halal Certification and how to obtain it by Mr. Abdul Hannan – GulfTIC Certification' and 'Requirements of EQM Certification and how to obtain it by Ms. Arlene – GulfTIC Certification'. These certifications are necessary for companies looking to establish their firm foothold in the UAE.



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