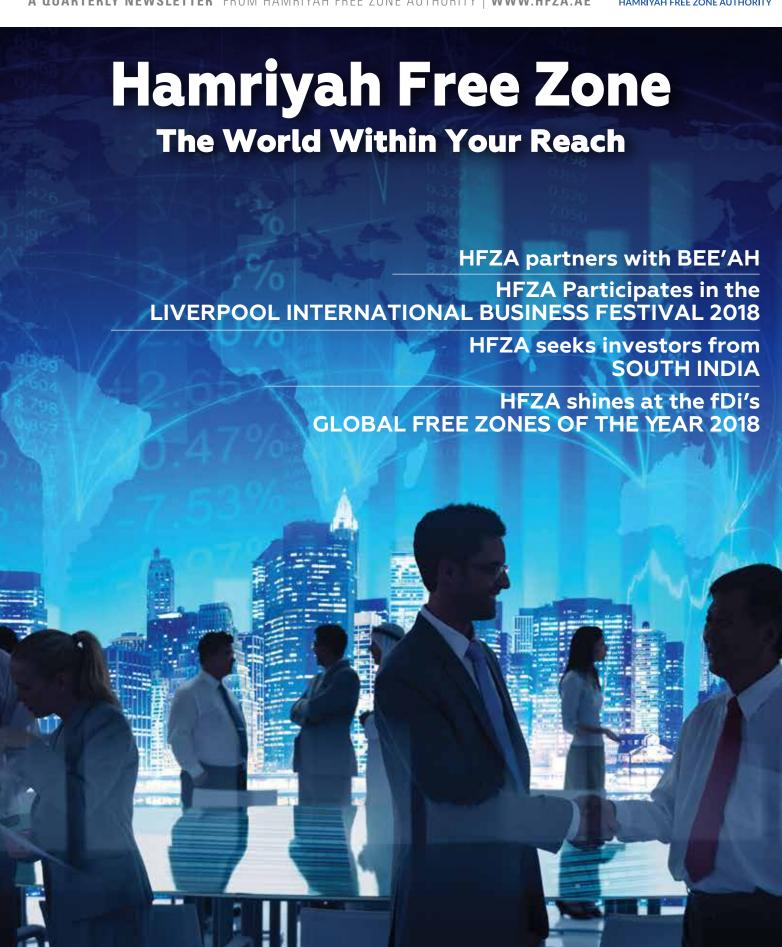
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DIRECTOR'S MESSAGE



SAUD SALIM AL MAZROUEI

Director, Hamriyah Free Zone Authority

s 2018 draws to a close, the last quarter offers us the promise of incredible opportunities and the chance to do Things even better. In this guarter, as with every other one, we will be working on further penetrating more markets and we Warm regards

look forward to channeling our resources strategically to help emerging businesses by empowering investors in their ventures.

A number of new companies have decided to set up their bases at Hamriyah Free Zone due to its strategic position, attractive offers, and first-class facilities. Whether it is multinational firms with plans to expand their operations or an aspiring entrepreneur with big dreams, HFZA today offers a range of services and facilities for every need and budget.

I am happy to inform you that our Environment and Integrated Waste Management partner Bee'ah along with HFZA is launching the New Waste Disposal Permitting System for all HFZ investors with immediate effect. This service is available online as well as through Bee'ah's office in Hamriyah Free Zone.

This year we participated in various economic and trade promotion conferences in China, UK, Korea & India. The aim is to make HFZ the world's leading investment destinations thanks to its strategic location linking the East and the West and its facilities in many areas. Its advanced infrastructure, free zones, and extensive land, sea and air links also contribute to enhancing trade and investment activity in the region.

The new start-ups and expansions make it obvious that we have the right strategy to deliver the best to our investors. To our stakeholders, we ensure a responsible regulatory environment, world-class infrastructure, innovative services and facilities, such as total ownership of businesses, repatriation of capital and profits, application of one-stop-shop concept for the guick issuance of licenses, and viable visa solutions for business owners and their employees.

Our hands-on approach towards the priorities of our stakeholders, adherence to the international standards along with customer-centric policies enables us to provide an environment suited for business.

I am proud that our workforce has been growing exponentially. HFZA has achieved strong performance in terms of the quality of investments and the number of new companies registered in 2018. The year ahead will bring its own challenges but I am confident that by working together, staying focused on our priorities, and putting our customers first, we can realize our ambitions.

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HFZA and

Bee'ah launch a New **Waste Disposal** Permitting System

n an effort to providing cost effective and value added services to HFZ investors, Bee'ah and HFZA launches the New Waste Disposal Permitting System with immediate effect. This service is available online as well as through Bee'ah's office in Hamriyah Free Zone.

This new system will provide waste permitting at your doorstep and will reduce the cost and time significantly. This will also help avoid the time consuming and complicated process of visiting the municipality and Bee'ah office for obtaining the waste disposal

The benefits of the New Waste Disposal Permitting System are:

• HFZ investors now will apply online and deal with designated competent representatives who will ensure proper coordination with all stakeholders and agencies.

- Under this new system the permits for the general, industrial & commercial wastes will be valid for 1 year and 3 months for hazardous waste disposal.
- To stop illegal dumping, penalties and also prevent introduction of hazardous wastes to our environment, the industries in HFZ are facilitated with reduced costs

and simplified procedures for proper waste management & disposal at

This will in-turn help improve environmental conditions around Emirates and ensure all government regulations are being met smoothly and efficiently.







HFZA Participates in the

Liverpool International Business Festival 2018



abishmon Khalidkutty (Business Development Executive) and Manju Mehla (Marketing Executive) from HFZ participated in the Liverpool International Business Festival 2018, the biggest business event of the year that was attended by thousands of industry professionals and 200+world-class speakers from around the globe. This event also received a great patronage from Prince William, the Duke of Cambridge.

The objective was to reach those global investors who can benefit from choosing HFZA as their company base owing to its strategic location that serves as a vital link to the major trade routes intersecting Asia, Europe, and Africa with direct access to a growing market of 2+ billion people.



HFZA goes to London

aud Salim Al Mazrouei (Director), Omar Rashid Al-leem (Head of Sales), and Manju Mehla (Marketing Executive) went on a business trip to London last June to meet senior officials of the Department of International Trade UK, Asian Media Group, and London Chamber of Commerce and Industry.



This trip was organized to promote the umpteen investment opportunities blooming in one of the largest and fastest growing free zones in the Middle East and hailed as the cornerstones of the UAE's industrial development, the Hamriyah Free Zone.



HFZA seeks investors from South India



seminar to solicit the goodwill of prospective investors from Southern India to the Hamriyah Free Zone (HFZ), Sharjah, was organized in collaboration with Federation of Indian Export Organizations (FIEO) at the Le Royal Meridien, Chennai and Vivanta



Surya, Coimbatore on 17th and 19th July respectively.

Deputy Commercial Director Ali Al Jarwan, Head of Overseas Promotion Muhamed Basheer, and Asst. Head for Business Development Geomon George made a detailed presentation about the advantages, incentives, and world-class infrastructure available to the investors at HFZ.

At present, there are 6,500 investors representing more than 163 countries in HFZ. There is a sizeable representation from Indian companies with their shares crossing over 30 percent.



EVENTS



HFZA takes part in the

Jilin Economic & Trade **Promotion Conference**

he Government of Jilin and the Federal of Chinese Union invited different Chinese Chamber of Commerce based in the UAE and other parts of the world in a 5-day conference held from 17-21 September in the Province of Jilin, China. Approx. 180 people delegation represented the UAE in the various B2B meetings that focused on free trade zone, medical services, organic food, manufacturing & new technologies, etc.

HFZ's Marketing Executive Zhen Li efficiently tapped into this opportunity to attract various investors looking to expand and invest outside China.



HFZA joins the

International Exhibition on Logistics in Mumbai



ead of Sales Omar Rashid Al-leem and Senior Sales Executive Ashik KP partook in the 'International Exhibition on Logistics, Transportation & Warehousing for the Food and Drink Industry' organized by the Food Logistics India from September 26-30.

Hamriyah Free Zone Authority presented its world-class prebuilt warehouses for high-quality storage facilities. Various discounts on warehouse rent and waiver on incorporation fee were also offered.

This 2nd edition, which was supported by Government of India saw exhibitors from around the world various sectors such as cold chain service providers, refrigeration technology, reefer transportation and logistics, cargo Services and freight forwarders, cooling towers and systems, testing and quality measuring equipment, automation and robotics, material handling, storage solution, pre-fab and warehousing services, cold rooms and storages, etc.

HFZA participates in the **China Trade** Development Week





■ eld in Shanghai from July 2-4, China Trade Development Week is a leading international event program focused on e-trade, digitization of global trade, trade facilitation & illicit trade. Asst. Head for Business Development Geomon George and Marketing Executive Zhen Li utilized this platform to promote HFZ's inclusive international trade policies, advantages to the investors, and the environment that enables all

The UAE and China is already a \$35+ billion two-way industry. The unique position of HFZ makes it an ideal destination for attracting Chinese investment. In the year 2016 alone, the value of Sharjah exports to China exceeded AED 44 million, while Sharjah re-exports to China had reached AED 261 million.

HFZA exhibits at the

Halal Trade Expo 2018 in Seoul

t the Halal Trade Expo 2018 held in Seoul, South Korea from 16-18 August, Director Saud Salim Al Mazrouei, Asst. Head for Business Development Geomon George, and Head of Local Promotion Hamad Al Shamsi did not leave a stone unturned to promote the many benefits of investing in one of the cornerstones of the UAE's industrial development, HFZ. Their presentation focused on the Halal certified food companies looking forward to expanding their base in the UAE. Saud Salim Al Mazrouei (Director, HFZA) said that "We are happy and pleased to participate in this event as we see a lot of potential".

The Korean government has established the Memorandum of Understanding (MOU) with the UAE on the cooperation of agriculture and Halal Food. The Korean exports are anticipated to grow substantially in the Islamic countries, especially after the second boom in the Middle East. Halal markets will give potentially important opportunities to companies with agro-fishery food, raw material medicines,

cosmetics, Muslim tourism, investment & finance, medical service, and to young job seekers as well.





EVENTS

HFZA at the

Nanjing-UAE Economic & Trade Seminar

he Nanjing-UAE Economic and Trade Fair, jointly organized by Nanjing Commercial Bureau and the Middle East International Exhibition Group, was successfully held at JW Marriott Marquis, Dubai on 28 August 2018. Head of Sales Omar Rashid Al-leem, Business Development Executive Geomon George, and Marketing Executive Cristina dela Cueva of Hamriyah Free Zone Authority attended this

The delegation from the Middle East International Exhibition Group put forward suggestions and ideas for further strengthening the economic and trade exchanges between the two sides. This seminar provided a platform and broadened the scope of cooperation, and promoted common development for both the countries.



HFZA attends the 'Superbrands' **Tribute Event**



or the second year in a row, the Hamriyah Free Zone Authority (HFZA) has bagged the 'Superbrand' status for 2018. A tribute event for the same was held at the Intercontinental Hotel, DFC. The HFZA staff who attended this event are: Rakesh Ranjan (Chief Development Officer), Habishmon Khalidkutty (Sales Executive), Cristina dela Cueva (Marketing Executive), Ashik KP (Senior Sales Executive), and Jocelyn David

Commenting on the achievement, Director of HFZA Saud Salim Al Mazrouei said, "We are extremely delighted to achieve the 'Superbrand' status as it reaffirms the strength of our brand second year in a row, supported by our excellence in management, strategy, marketing & customer services, and highlights the solid relationship we have built with our customers, clients, and our own employees over the past 21 years."

Superbrands Council consists of eminent industry figures who are invited to vote online from a shortlist compiled with meticulous research, surveys, and a strict selection process. To be voted as a Superbrand by this independent council is a powerful endorsement that can influence existing customers, potential customers, the media, suppliers, investors, and employees of each brand. Al Mazrouie added, "I am happy to note that 23 companies from HFZ also received Superbrands status this year".



HFZA shines again at the

AWARDS

fDi's Global Free Zones of the Year 2018

For second time in a row at the FDI Global Free Zone of the Year Awards 2018, HFZ is ranked 5th as a Global Free Zone. HFZ particularly shined in the categories of Large Tenants, Facilities Upgrades, and Connectivity.

OVERALL RANKING

Highly commended for Middle East region

Hamriyah Free Zone, an industrial free-trade zone near Sharjah in UAE, experienced a 13.2% increase in tenancy between 2016 and 2017. The zone boasts a deep-water port and inner harbor for industrial investors importing and exporting goods. Plans are in place to expand the port, container terminal and container depot areas of the zone to improve the logistics offering for companies. Hamriyah Free Zone introduced the Middle East and Africa's first Food Park in2017, a 1 millionsquare-metre area with full world-class infrastructure provided. A food control division was added to provide value-added services to Hamriyah Free Zone, including training, certification and product testing facilities.

LARGE TENANTS

Highly commended for Global Winner for Middle East Region

Billed as the second largest industrial estate in the Middle East, Hamriyah Free Zone boasts almost 1700 large tenants. The zone hosts a 14-metre deepwater port and seven-meter deep inner harbor, catering to investors from heavy industries including petrochemical, oil and gas and marine industries. A new warehousing and logistics village will connect to the country's major highways, offering export opportunities through the country.

OTHER CATEGORIES

Facilities upgrades

Construction has completed on 136 new state-ofthe-art warehouses at the Hamriyah Free Zone food For this year's awards, fDi invited free zones, government entities and investment promotion bodies to complete a short survey detailing their zone's attractiveness, facilities and incentives offered to investors. In total, 79 entries were received from free zones across the world. A panel of judges from fDi was appointed and studied each location. This year, for the first time, we have compiled a top ten ranking of zones, based on the weighting model as follows:

	Weighting	9
% Increase in occupied space 2016-2017	10	
Number of SMEs 2017	1.25	
% Increase in SMEs 2016-2017	2.5	
Nominal increase in SMEs 2016-2017	2.5	
Number of large tenants 2017	1.25	
% Increase in large tenants 2016-2017	2.5	
Nominal increase in large tenants 2016-2017	2.5	
Total number of employees 2017	2.5	
% Increase in number of employees 2016-2017	5	
Nominal increase in employees 2016-2017	5	
Total scores of judges' results	65	

park and new warehouses are currently under construction. A new Accommodation City was established to house 6000 additional workers. Plans are under way for the third phase of the zone's expansion, which will increase the zone's area to 30 square kilometers.

Connectivity

Hamriyah Free Zone enjoys access to a 14-metre deep-water port and a seven-metre deep inner harbour, allowing access from large vessels. A new double carriage highway has been constructed to improve the zone's connectivity with other major highways in the country including with the important Sheikh Mohammed Bin Zayed Road (E311).

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DELEGATION

■ ead of Overseas Promotion Muhamed Basheer, Head of Sales Omar Rashid Alleem, Asst. Head for Business Development Geomon George, and the entire HFZA team received a delegation from Nanjing in China on August 26 to discuss areas of mutual cooperation, investment opportunities, and to facilitate expansion and trade between the two entities.

After the brief presentation and tour on key HFZ industries, this government delegation showed great interest in investing in Sharjah and praised the facilities at the Free Zone that could be utilized as a gateway for their business and expansion plans in the wider Middle Eastern, African, and Asian regions



Delegation from Nanjing, China



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Delegation from Shenzhen, China

arrives at HFZ

ead of Overseas Promotion Muhamed Basheer, Head of Sales Omar Rashid Al-leem, Asst. Head for Business Development Geomon George, and the entire HFZA team received another Chinese delegation from Shenzhen on September 11.

This Chinese team wants to explore the investment and business opportunities in Sharjah and also visited one of the investors, Crispo.

China is a top trading partner of the UAE and the two countries enjoy distinguished trade relations. The number of Chinese companies in the UAE is also increasing consistently.



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The trade mission was headed by HE Hameed Mohammed bin Salem, Secretary-General of the Federation of UAE Chambers of Commerce and Industry. The mission also included



Al Shattaf also reviewed the efforts of the chamber, which are part of its strategic plan to improve and develop the emirate's products that are meant for export and to expand the reach of these products to different global markets, which can be achieved by developing trade relations between Sharjah and other foreign countries, as well as empowering the local business community to build partnerships with their counterparts around the world.

Sharjah Chamber concludes its trade mission to the WorldFood **Exhibition in Moscow**

the participation of Abdulaziz Shattaf, Assistant Director-General for Members Services at the SCCI; Lamya Al Jasmi, Executive Director of National Industries Development at the SCCI: and Mohammed Al Khayal, Executive Director of Public Relations at the SCCI; in addition to representatives of more than 20 companies from the country's food sector.

The chamber's delegation participated in an awareness seminar that was part of the activities of the exhibition. During the seminar, Abdulaziz Shattaf reviewed the investment opportunities that are available in the food industry sector in Sharjah and the UAE. He also gave an overview of the competitive advantages and incentives that the UAE offers to foreign investors, which enables them to establish and run their businesses with ease in a safe and stable economic environment that allows them to succeed and expand in the region's markets.

Dubai Consultancy, the company chosen by the SCCI to coordinate the participation of the trade mission in the exhibition, organized a number of meetings between the representatives of the exporting companies in Sharjah and potential importers in Russia, where the representatives demonstrated samples of their products, in hope of building new investment partnerships and form new trade deals.

HE Hameed Mohammed bin Salem, Secretary-General of the Federation of UAE Chambers of Commerce and Industry, stated that participating in the activities of this global event represents an opportunity to promote the national products of the UAE, as well as a unique chance to exchange skills and expertise, review the best practices in managing industrial enterprises, and open the doors to new markets that contribute in developing trade between the UAE and other countries around the world.

Abdulaziz Shattaf, Assistant Director-General for Members Services at the SCCI, praised the results of the participation of the chamber's trade mission in the activities of the Russian WorldFood Exhibition. He stated that this participation is part of the chamber's continuous efforts to promote the local industrial sector, and to reach new importers and investors and partners in order to benefit the private sector in the UAE and Sharjah. He added that the trade mission has provided various promising opportunities to the participating companies and has paved the way for them to form future rewarding partnerships.

A representative of one of the participating Emirati enterprises stressed the importance of this mission and its fruitful results. He expressed his appreciation to the SCCI's efforts in supporting the interests of the local business community, and in opening the doors to new markets for exporting national products. He stated that his company is keen to participate in the missions organized by the Sharjah Exports Development Center, since they are an opportunity to increase the company's investments and enhance its presence in foreign markets.

The trade mission to Russia was organized as part of the initiatives of the Sharjah Exports Development Center that aim to provide various services in order to encourage industrial enterprises to raise their competitiveness in foreign markets and to take advantage of regional and international marketing opportunities. in addition to highlighting the capabilities of the UAE business sector, which is characterized by an environment that encourages investment.

These initiatives contribute to increasing the volume of trade between the UAE and Russia, which has reached 2.5 billion dollars in recent

Sharjah's NAMA launches MOOC to **Support Women's** Learning

Badiri E-Academy offering free online courses in business and professional development

NAMA hariah's Women Advancement Establishment (NAMA), has launched a new series of MOOCs which are aimed at empowering women and creating lifelong learning.

The Badiri E-Academy learning platform, launched under NAMA's learning arm the Badiri Education and Development Academy, will professional education courses in Arabic and English, with a focus on supporting the professional development of women. In its initial phase, the E-Academy will offer professional training courses in Business, Entrepreneurship, Culture, Theories, and Science in Arabic and English. This list will gradually expand to include additional courses and languages.

NAMA said that the courses have been selected to respond to the needs of women in the learning and professional development process. The courses are aimed at women, but are open to all. In its initial phase, the E-Academy will offer professional training courses in Business, Entrepreneurship, Culture, Theories, and Science in Arabic and English. This list will gradually expand to include additional courses and languages.

The platform was launched in New York, and has been created in collaboration with Brazil-based company FazINOVA. Badiri E-Academy is built on the Massive Online Open Courses (MOOCs) model and offers free access to quality content, including professional courses and educational resources, through its website and mobile application.

The move reinforces the United Arab Emirates' dedication to supporting women and developing practical solutions to overcome the obstacles that hinder their access to knowledge and quality learning.



Reem BinKaram, Director of NAMA at the launch of the platform.

The content is contributed by international educational and training entities, and individuals worldwide, to meet the needs of women and men, university students, aspiring and established entrepreneurs, working professionals, job seekers, and all who seek to develop their professional and life skills.

Reem BinKaram, Director of NAMA stated at the launch: "Enabling fair, equal and unlimited access to quality scientific, cultural and educational resources has been a central focus of UAE's national and global development agenda."

She added: "Recent statistics indicate that over 54% of the world's population has access to the Internet, and this open source online learning platform has been built with the aim of enabling users to make the most of the quality

programmes and courses it offers free of charge."

"This furthers our efforts to help men and women who encounter difficulties in gaining access to quality sources of knowledge and training, which are the building blocks of personal and professional development," BinKaram

The Badiri E-Academy is being launched with a supporting campaign, under the theme of '#IWishILearned', created to emphasise the importance of life-long learning, and to highlight the skills or knowledge that if made available can help people advance in their personal and professional lives. People are encouraged to share their videos of what they wish they learned on social media using the #IWishILearned hashtag.

SHARJAH BEAT



H.E Khalid Jasim Al Midfa, Chairman, Sharjah Commerce and Tourism Development Authority

Sharjah Commerce & Tourism Development Authority Embarks on a Roadshow to **Far East Asia**

In line with its strategy to explore new horizons and reach out to new markets, the Sharjah Commerce and Tourism Development Authority (SCTDA) has begun its roadshow today (Monday, September 24) to Far East Asian markets in collaboration with Emirates Airline. These events, which will run until the 28th of September 2018, mark the Authority's entry into the Indonesian, Malaysian and Singaporean markets for the first time.

The Authority is keen to win new markets in the Far East region in line with its strategic efforts to attract more visitors by showcasing exceptional tourism offers during the roadshow, including key benefits and a wide array of tourism products

Tourism is a key pillar in Sharjah's economic diversification efforts, driving economic growth and boosting the emirate's gross domestic product (GDP). The sector has contributed more than AED 9 billion to the emirate's total GDP of AED 102.5 billion, accounting for 8.8 per cent of the travel and tourism sector's contribution to GDP. These achievements reflect the Authority's intensive efforts to promote and improve the sustainability of the sector. The roadshow

> is one among the series of events it plans to be held in the coming period to sustain the sector's growth in the

> H.E Khalid Jasim Al Midfa, Chairman, Sharjah Commerce and Tourism Development Authority, said: "We are working on a clear plan and strategy in line with the directives of His Highness Sheikh Dr. Sultan bin Mohammad Al Qasimi, Member of the Supreme Council and Ruler of Sharjah, to promote the tourism sector and make Sharjah a leading family destination in the world. Considering all the stakeholders in the public and private sectors and following the framework set forth in Sharjah Tourism Vision 2021, the tourism sector in the Emirate of Sharjah has been able to hold a distinguished position on the global tourism map and has become a major engine of comprehensive development today, paving the way to new touristic key markets".

Badr Abbas, Senior Vice President - Commercial Operations Far East, Emirates commented: "Our partnership with SCTDA is aimed at exploring the tourism potential from the Far East Asian markets and to drive more visitors to the UAE. The services that we operate to these markets, with flight frequencies up to five times daily to select destinations, offer choice and convenience to travellers. Coupled with our award-winning Emirates experience which reflects the high hospitality and service standards that the UAE is known for, we can make a positive contribution to the achievement of the goals pursued by the Authority. This collaboration is also aligned with Emirates' strategic objectives to be the airline of choice for passengers from the Far East and supports the collective efforts to raise the country's profile in the global tourism landscape".



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RADA has announced that Sharjah is set to welcome its first smart homes, as the UAE developer prepares to roll out next-generation technology at its AED 24 billion landmark megaproject, Aljada. Branded ARADA Smart Home, the technology will be introduced into every unit in the luxury Misk Apartments buildings in the 24 million square foot city, providing unrivalled benefits and energy cost savings to homeowners. In the process, ARADA has also become the first developer in the UAE to launch smart home

ARADA takes leap into future by launching Sharjah's First Smart Homes

technology as standard throughout a single project.

In line with ARADA's commitment to creating value for end users, the new technology will be added to each unit free of charge. It will be operated by a centrally managed and ultra-secure building monitoring system.

HRH Prince Khaled bin Alwaleed bin Talal, Vice Chairman of ARADA said: "One of ARADA's core aims is to be a leader in the field of forward-thinking and sustainable development. Not only will the ARADA Smart Home system allow residents greater peace of mind due to round-the-clock visibility of their homes, it will also allow them to save money by monitoring their electricity usage more closely, which in turn results in a reduced impact on the environment. This is yet another sign that ARADA is determined to break new boundaries when it comes

to delivering security, efficiency and convenience for our customers."

Launched in September 2017 by His Highness Sheikh Dr Sultan bin Muhammad Al Qasimi, Supreme Council Member and Ruler of Sharjah, Aljada has swiftly become Sharjah's fastest-selling residential community. Delivered in phases starting in 2019, the entire project is expected to be completed by 2025.



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ISO 45001:2018

he burden of occupational injuries is significant, both for employers and the employee, resulting in losses from early retirements, staff absence and rising insurance premiums.

To combat the problem, ISO has developed a new standard, ISO 45001:2018, Occupational health and safety management system, that will help organizations reduce this burden by providing a framework to improve employee safety, reduce workplace risks and create better, safer working conditions, all over the world.

Inauguration Seminar & Awareness Training Course



Intertek Global conducted a seminar and awareness training on Occupational Health and Safety at HFZ. The objective of this exercise was to provide proper understanding of the health and safety risks at the workplace. The attendees had a hands-on-experience in identifying of various hazards at the organization level and how the standards set under ISO 45001 served to reduce the health and safety risks.

Mr. Samir Ahmed on behalf of Intertek Global conducted this seminar in August 2018. This training was organized by Hamriyah Free Zone Authority EHS Dept and was attended by

- Hamriyah Free Zone Authority Staff
- Hamriyah Free Zone Investors
- Hamriyah Municipality Staff







