



# ARAB

## BUSINESS CLUB

MAGAZINE

PROFILES ● INTERVIEWS ● BUSINESS PRACTICES ● INVESTMENT ● OPPORTUNITIES



AED 15, GCC \$5, EUROPE €3  
REST OF THE WORLD \$6

**Interview:**  
**ABC Ambassador**  
**in Romania**

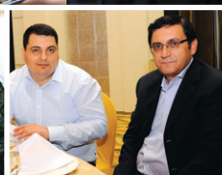
**Analysis:**  
**Regional Free**  
**Trade Zones**

**Business Practice**  
**Role of Corporate**  
**Branding During**  
**Hard Economic**  
**Times**



# Breaking Barriers To Doing Business

**The Rising Emirate**  
**A review of**  
**Ras Al Khaimah**  
**and its explosive**  
**investment and**  
**infrastructure**  
**upgrade**





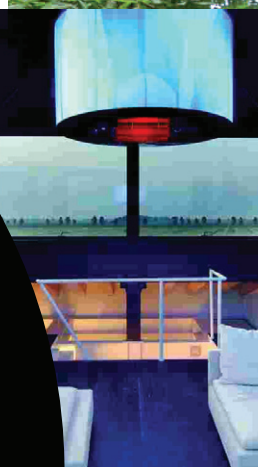


# TOP GUARD

## ITALIAN LIVING doors & windows



Special  
shapes and solutions lending a  
touch of class to both interior and exterior walls:  
sliding fittings for maximum scenic impact with huge  
window panes allowing light to illuminate interiors. Each  
door or window has a special design, super-strong, full load -  
bearing frame, tested and patented by our technical team.



[www.top-guard.me](http://www.top-guard.me)





UNITED ARAB EMIRATES  
MINISTRY OF FOREIGN TRADE

# Annual Investment Meeting 2012

(Conference, Exhibition, B2B Meeting)

1- 3 May 2012

Dubai International Convention & Exhibition Centre

## Key Guests:

## AIM 2012 Features :

### Pre-Event Activities

#### April 30<sup>th</sup>

- Grant Thornton Workshop
- Investors Site Visits at Dubai Investments Park
- Welcoming Cocktail Reception

#### May 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup>

- 3-day Thought Leadership Conference
- Ministerial Networking Roundtables
- 45 Country Presentations & Briefings
- Strategic B2B and G2B Meetings
- MOU Signing

### AIM Networking Sessions

- Welcoming Cocktail Reception - April 30<sup>th</sup>
- Gala Dinner - May 1<sup>st</sup>
- Casa Argentina Cocktail Reception - May 2<sup>nd</sup>
- Investor & IPA Luncheon - May 3<sup>rd</sup>

### International Investment Partner



## Corporate Partners







# 32



## COVER STORY

### The Rising Emirate

Ras Al Khaimah is currently implementing an explosive investment and infrastructure upgrade; which is expected to see growth and expansion of many sectors and industries like hospitality, construction, transport and real estate.



# Merging companies?



**Make sure  
your IT  
does not  
end up  
like this!**

GAB Middle East LLC  
Part of the GAB Group of Companies

info@gab-me.ae

**www.gab-me.ae**



**Microsoft** Partner

Gold Communications  
Gold Server Platform  
Gold Independent Software Vendor (ISV)  
Silver Desktop  
Silver Mobility





28

## FEATURES

### BEST BUSINESS PRACTICE

#### 28 Corporate Imaging rather than Brand Imaging

There is a new breed of consumers; the ones who deeply evaluate and analyze a product for its true value before they buy. They always come with lots of unanswered questions about a product. But the one answer to all these questions is a good corporate identity, not brand identity.

### ANALYSIS

#### 38 Competitive or Complementary?

An in-depth look into the genesis of free trade zones and their complementary role to a nation's economic development.

### FOCUS

#### 26 Pegged on Success

Ex-advertising and media specialist reveals the inseparable role of art and culture on success in contemporary business environments.

## PLUS

Investment Opportunities

Sector Analysis

ABC Updates

Events Diary

Corporate Listings



22

## INTERVIEW

#### 14 ABC Ambassador in Romania

ABC Ambassador in Romania talks about the fruitful bilateral relations between the UAE and Romania; and the untapped investment potential.



26





# Arab Business Club

empowering business leadership



Visit  
[www.arabbusinessclub.org](http://www.arabbusinessclub.org)





## Welcome to Arab Business Club Magazine

**W**elcome to the Arab Business Club Magazine, the official publication of the Arab Business Club. The Club has become a large business and investment community, with a surging membership level of more than 8,500 C-Level executives from all over the world.

The magazine is dedicated to our network of these carefully selected executives from hospitality, free zones, banking and finance, industrial and manufacturing, fashion, designs, import and export, logistic and transport, health care, oil and gas, energy - among many others. It is in line with our goal to promote and strengthen business and investment relationships among various professionals and sectors.

In each edition, we will carefully select from an array of business and investment related topics and trends ranging from sector analyses, investment opportunities, country / city reviews, member interviews and expert opinions that shed light on some of the thorniest issues of today's global business.

We have chosen an exclusive network of distribution, which will ensure that our high-end advertisers will reach their target market. Be it top of the line brands, deluxe hotels, investment agencies or authorities, financial institutions, insurance firms or premium real estate firms—all of them will be assured that their advertisements will be seen by those that matter.

Hamdan

**Hamdan Mohamed**  
President and Publisher



# About the Arab Business Club

## Who we are

The Arab Business Club is an international business platform that was formed by the Arab World's business elites; with the desire to develop trustworthy business relations across the globe. At Arab Business Club, we aim to break through cultural, social and geographical barriers to doing business.

The Arab Business Club offers a platform to start, strengthen and promote regional and international business relations between the Arab world and the rest of the world. Since our inception, we have emerged as the sought-after platform that brings business-minded individuals closer to the elite, likeminded circles.

## What we do

The Arab Business Club strives to foster national, regional and international business and investment relations among members. We offer business matchmaking, investment and business opportunities, assist in new market entries; business promotions; assist in brand launches; plus a host of other business and investment support services. Our initiatives also include the Ambassadors Program; Meet the CEO Program, and regular corporate events worldwide.

Through our ambitious strategies, our members have registered success by signing strategic partnerships, closed business deals, joined new markets and entered successful business ventures.

## Our members

Arab Business Club members are decision makers, top-management professionals and key-players with a wealth of experience in their respective industries. We have a carefully selected network of members from many sectors which include finance, real estate, aviation, media, oil and gas, construction, design, manufacturing, trade and export, and agriculture among many others.

Membership is open to only top management business elites, C-Level Corporates and decision makers from all competitive business sectors and industries worldwide.

The Arab Business Club members enjoy free access to our regular business matchmaking events, trend setting conferences and business / investment opportunities. They also get the opportunity to meet and share ideas with business leaders, decision makers, key players and top management professionals. Over the years, our members have registered success by signing strategic partnerships, closed business deals and entered successful business ventures.

## Our ambassadors

With our ambassador program, we carefully select business representatives from different cities of the world, to coordinate and promote our activities and programs. To date, we have ambassadors in more than 17 cities in the Middle East, Asia, Europe and the Americas; in addition to 8,500 registered members.



## Welcome Aboard

Like that famous tale: Early sailors had to hug coasts to avoid getting lost while seaborne. This would help them get bearings from recognisable landmarks like mountains and islands, and get around the sea. But their navigation was always limited to just a few places. If they strayed deeper into unknown waters, they wouldn't be able to recognize any of the landmarks - even if there were some.

Besides, the risks at sea were many. Sudden storms could break their masts and shred their sails. Giant waves could wash men overboard and sink their ships. Hidden reefs could tear their hulls. And even if they were lucky enough to avoid these, sailors could still become hopelessly lost and wander until starvation, thirst or disease set in.

There was nothing they could do about the weather, but, with proper navigation, sailors could avoid hidden reefs and keep from getting lost. These sailors therefore needed more reliable methods to find their way – they needed the North Star.

Like the early sailors, today's investors and like-minded C-Level executives, who want to do business with the Arab World, need a more reliable means and platform to network, share ideas, build relationships, break barriers and open boundaries to doing business: And that is the essence of Arab Business Club Magazine.

The Arab Business Club magazine aspires to be to the global business and investment community, what the North Star was to the early sailors.

Welcome aboard....



**Muhammad Sekagya**  
Editor

### President & Publisher

Hamdan Mohamed  
hamdan@arabbusinessclub.org

### Editor

Muhammad Sekagya  
editorial@arabbusinessclub.org

### Editorial Assistant

Eman Ahamed  
editor@arabbusinessclub.org

### Art Director

Chris. J  
mag@arabbusinessclub.org

### Marketing

Joana Marie Jacinto  
marketing@arabbusinessclub.org

### Subscriptions

Annabelle Crisostomo  
sub@arabbusinessclub.org

### Printed By

Mazoon Printing, Publishing & Advertising LLC  
Sultanate of Oman



### Published For:

#### Arab Business Club

Office No. 111, Pyramid Centre  
Oud Metha, P.O. Box 30007  
Dubai - United Arab Emirates  
Tel: +971 4 3583000  
Fax: +971 4 3583003  
www.arabbusinessclub.org



@Arab\_Business



www.facebook.com/Arabbusinessclub

### Disclaimer

All rights reserved. The opinions and views expressed in this publication are not necessarily those of Arab Business Club. Readers are requested to seek specialist advice before acting on information contained in this publication, which is provided for general use and may not be appropriate for the readers' particular circumstances. While every effort is taken to ensure accuracy of the information contained in this publication, the publisher is not liable for any errors and / or omissions contained in this publication.



# COMPREST UTIL GROUP

THE HOLDING is located in Dobrogea Region (South East of Romania) and consists of SC COMPREST UTIL SRL Trading company (the parent company), Comanescu Grigore and SC SOMACO CONSTRUCT SRL, shareholder SC COMPREST UTIL SRL 99.33% and Pancencu Iurin 0.6%. These companies are active in construction materials and transport.

The company manufactures all kinds of concrete and mortars for roads, hidrotehnics, various coarse gravel for concrete. It also manufactures asphaltic sheets or crushed stones for platforms, roads, foundations, hidrotehnical works and track packing.

**SC COMPREST UTIL SRL:** Produces concrete and mortar (400sqm/hour), extraction and coarse crushing of stone, transport, washing and screening of ballast products.

**SC SOMACO CONSTRUCT SRL:** Produces concrete, concrete prefabs, extraction of stone and mineral aggregates.

**SC ASFALT DOBROGEA SRL:** Produces, sells, and lays off different types of asphalt mixtures.

**COMPREST UTIL GROUP**  
Tel: 00 40-241-693117 / 00 40-241-693727  
Romania



*Kujta & Meri*







## Arab Business Club Ambassadors



**Bahrain, Manama**  
(25 OCT 2011 – MAR 2013)

**MRS. SEEMA AHMED AL-LANGAWI**

UAE ADDRESS:

SAL Land and Property Consultants

P.O. BOX 97579

Office 809, Golden Business Centre

Port Saeed, Dubai, U.A.E

Telephone: +971 4 2501818

BAHRAIN CONTACT DETAILS:

Telephone: +973 177 42 800

WEB SITE: [www.sallpc.com](http://www.sallpc.com)

E-MAIL: [bahrain@arabbusinessclub.org](mailto:bahrain@arabbusinessclub.org)



**Italy, Venice for  
AlpeAdria Region**  
(09 JAN 2012 – MAR 2013)

**MR. PAOLO STURIALE**

Sturiale Contemporary Arts /SMP Agency

Via Fauti 47/c, Gorizia

34170 Italy

Telephone: +39 340 975 6266

WEB SITE: [www.sturiale.it](http://www.sturiale.it)

E-MAIL: [venice@arabbusinessclub.org](mailto:venice@arabbusinessclub.org)



**Krakow, Poland**  
(28 JAN 2012 – MAR 2013)

**MR. KAZIMIERZ CHOMINIEC**

Kuznica Kolatajowska LTD

31-234 Krakow, UL Kuznicy

Kollatayowskiey 13, Poland

Telephone: +48 124 150 174

WEB SITE: [www.osiedle-kuznica.pl](http://www.osiedle-kuznica.pl)

ABC E-MAIL: [krakow@arabbusinessclub.org](mailto:krakow@arabbusinessclub.org)



**Bucharest, Romania**  
(23 NOV 2011 – MAR 2013)

**MRS. DACIANA ALMEIDA NICHITA**

ALMEX Consulting / Blulife Luxury Romania

Calea Serban Voda, No. 22-24, Block D1

1st Floor, Sector 4, Bucharest, Romania

Telephone: +4 031 717 1799

WEB SITE: [www.almexconsulting.ro](http://www.almexconsulting.ro)

[www.blulife-luxury.com](http://www.blulife-luxury.com)

E-MAIL: [bucharest@arabbusinessclub.org](mailto:bucharest@arabbusinessclub.org)



**Croatia, Europe**  
(30 NOV 2011 – MAR 2013)

**MRS. HANA MEDIN**

Telluris-Medin LTD.

Put Dikla 46, 23 000 Zadar

Croatia, SI Europe

Telephone: +385 981329380

WEB SITE: [www.telluris-medin.hr](http://www.telluris-medin.hr)

E-MAIL: [croatia@arabbusinessclub.org](mailto:croatia@arabbusinessclub.org)



# 50% DISCOUNT

MAGAZINE SUBSCRIPTION

**ARAB BUSINESS CLUB MEMBERS FREE**  
**NON MEMBERS US \$30**  
**eMAGAZINE US \$ 12 (12 ISSUES)**



## Arab Business Club Magazine

Office No. 111, Pyramid Centre | Oud Metha  
P.O. Box 30007 Dubai - United Arab Emirates  
Tel: +971 4 3583000 Fax: +971 4 3583003  
[www.arabbusinessclub.org](http://www.arabbusinessclub.org)



@Arab\_Business



[www.facebook.com/Arabbusinessclub](https://www.facebook.com/Arabbusinessclub)



# Upclose with ABC Ambassador in Romania

**In an exclusive interview, the Arab Business Club Ambassador in Romania, Daciana Almeida Nichita, shares her opinion about the investment climate and bilateral relations between Romania and the Arab world.**

**What is your current line of business?**

I am involved in four companies: Almex Consulting concentrates on projects that are financed from European Funds while offering consultancy services for business set-up and

management in Romania.

I am also a 50% shareholding partner in Blulife Luxury Romania; a high end tours and travel and concierge services provider in Romania. The company is part of Blulife Luxury Group which is headquartered in London with branches in Milano, California and Saudi Arabia.

I also have an offshore consulting firm in Ras Al Khaimah - Almex Ltd; and I am a 50% shareholding partner in Nei Pro Business Cert, which is a worldwide placement and HR company.

**How are the economic relations between Romania and the Arab World?**

The economic relations

”  
**The most important factor in attracting investment is knowledge.**

between Romania and the Gulf, in particular, have been moving on an upward trend. Recently, there have been business visits by the Romanian business community to the UAE. This was the first step in the draft program “Partner Romania” and it played a catalyst role on a national level to attract investment from the Gulf to Romania. The visit took place shortly after the forum that was held in Bucharest on investment opportunities in Romania. The forum had provided a deeper insight into the business and investment climates and opportunities in both the Gulf and Romania. It should be noted that for foreign businessmen, the most important factor in attracting investment is knowledge. We



need business people to know each other, trust each other and prove that they can profit from their investments. In Romania there are opportunities for investment and business is far from being hostile. Romania guarantees foreign investment and has a stable banking system with a well-qualified workforce.

For us it is important to streamline the legal business framework, open new doors to all sectors and reduce any obstacles to investment.

### **Please elaborate more about these high profile visits.**

The Romanian president, H.E Traian Basescu, made a state visit to Qatar. During the visit, he made repeated calls to Arab investors to open businesses in Romania. Sheikh Hamad bin Khalifa Al Thani of Qatar has also just concluded a two-day state visit to Romania. On both occasions, the subject on the agenda touched economic bilateral relations.

The president of the Chamber of Commerce and Industry in Bucharest, Univ. Ph.D. Sorin Dimitriu, visited the United Arab Emirates, during which he signed a cooperation agreement between the Chamber of Commerce and Industry of Bucharest (CCIB) and Sharjah's Chamber of Commerce and Industry. On this occasion, as a first concrete project for implementation of the bilateral relations, the Chamber of Commerce and Industry of Bucharest announced the opening of a UAE representative office which would serve the entire Gulf region. This would be doubled by initiating a permanent exhibition of Romanian products in Sharjah - UAE.



**Strong business ties: Arab Business Club Chairman, Hamdan Mohamed, with Daciana Almeida Nichita, the Club's Ambassador in Romania**

The exhibition was inaugurated at Expo Centre Sharjah, while opening the Islamic Conference that was attended by companies from 28 countries. The exhibition of Romanian products in Sharjah enjoyed significant support from the Ministry of Economy, Trade and Business Environment (MECMA), and the Export Council of Sharjah.

### **What are the attractive sectors for foreign investment in your country?**

Trade between Romania and the Arab World has flourished in items like steel products (pipes and drill pipes for transportation of oil), tobacco, wood and wood products, automobiles and transport equipment, electrical and mechanical equipment, furniture and chemical products, live animals, carpets, shoes, clothing and glassware products.

In Romania there is potential for effective investment in any field. Some of the most attractive Romanian sectors that can attract foreign investment

”  
**The most attractive Romanian sectors that can attract foreign investment include energy, infrastructure, agriculture and tourism.**

include energy, infrastructure, agriculture and tourism. Additionally, Romania has an agricultural potential which is capable of satisfying the needs of 80 million people and can become a large exporter of food.

Romania has four million hectares of greenhouses and we are the second country with the largest ecological land area in the EU, after France. The main investment would be to tap into agricultural modernization in Romania. 40% of our food products are imported; therefore investment in agriculture can cover this deficit. The success rate of European-funded projects is 90%. There are many partnership program offers for Gulf-based investors in Romania.

Tourism is another fertile ground for investment. Investors can tap into recreation structures and tourist accommodation facilities like villas, bungalows, chalets, campsites, holiday villages, tourist stops, camping cabins, guest houses. Family restaurants that offer local cuisines are also a fertile for investment.



## Arab Business Club announces paid training to female graduates

Training scheme will be carried out twice every six months

**T**he Arab Business Club has announced its plans to offer on-the-job training opportunities to 20 female emirati graduates from the East Coast region of the UAE every year, starting from April of 2012.

According to the president of the Arab Business Club, Hamdan Mohamed, on-the-job training scheme will be carried out twice every six months and this year's placements for the paid internships will kick-off in April 2012. He said: "This program is expected to be a fast track to more

responsible roles; and will offer our female graduates opportunities to explore their interests in particular career fields; gain experience in chosen fields and develop skills to help them gain future employment. The fields of internship will vary from IT, finance, law, marketing, retail, human resources, procurement and logistics.

This will not only empower the emiratization drive, but will also foster the empowerment of the female gender in the United Arab Emirates and make them better leaders of tomorrow.





*Kujta & Meri*



# Arab Business Club sponsors CEO Arab 100 Most Powerful Women

H.E. Sheikha Lubna bint Khalid bin Sultan Al Qasimi, topped list for the second time in a row

**THE ARAB BUSINESS CLUB** has honoured the influence of Arab women in shaping the world's economy, culture, lifestyle and social life; by sponsoring the recent 'CEO Arab 100 Most Powerful Women' event.

Held in Dubai on 7th March 2012, this inaugural event was aimed at supporting and encouraging the empowerment of women in the Arab World – strategies with which the Arab Business Club is fully in alignment with.

For the second time in a row, UAE's first female Minister of Trade, H.E. Sheikha Lubna bint Khalid bin Sultan Al Qasimi, topped the list and was coveted as the world's most powerful female Arab.

Saudi Arabia's Lubna Olayan, from Olayan Financing, scooped the second place while another Emirati, CEO of JAFZA, was ranked in third place.



## ABC becomes international investment partner for AIM

**THE ARAB BUSINESS CLUB** (ABC) has announced its partnership with the Annual Investment Meeting Conference (AIM) as the event's official international investment partner.

This partnership, according to Hamdan Mohamed, the Arab Business Club chairman, is testament to the club's unprecedented surging membership and acclaim from the international business community. Hamdan noted that the partnership with AIM will bring many unending benefits to members of the Arab Business Club, who will choose to attend the event. "Arab Business Club members will enjoy a 40% discount on

registration charges to the AIM event," he said.

Hosted by the UAE Ministry of Foreign Trade, AIM is a thought leadership gathering for C-Level executives and world-class decision makers. It was introduced to bring together world leading institutional investors, private financiers, government officials and asset owners to discuss the key requirements and trends for today's foreign direct investments.

### Benefits

Attendees at the AIM will gain invaluable insights into international

investment practices and opportunities which will include:

- Building reliable investment portfolios while changing primary investment locations;
- Identifying investment options in a transitioning economy;
- Determining country-specific FDI dynamics;
- Reviewing investment performances and ROI opportunities;
- Best practices from top business gurus and investors'
- Diagnosing the high performance potentials in overseas investment opportunities.





Hamdan Mohamed, Chairman of ABC and Cahyo Purnomo, head of IIPC in the UAE

## Indonesia's IIPC meets ABC

Discussions centred on investment and bilateral relations between Indonesia and Arab World

**JUST** months after Fitch Ratings raised Indonesia's long-term and local debt rating to EBBB; the Indonesian Investment Promotion Council (IIPC) recently met with the Arab Business Club (ABC) and discussed investment and trade relations and opportunities between Indonesia and the Arab World.

The topics of discussion, during the meeting, centred on enhancing trade and investments. IIPC also revealed its plans to organize and host business meetings, investment conferences and many other trade promotion campaigns in the region. It also confirmed its participation in the soon-to-be-held Annual Investment Meeting (AIM). The event, scheduled to take place in Dubai, will be an investment gathering which will attract world leading investment experts, business diehards and decision makers from different parts of the world. It should be noted that ABC has already signed up as the international investment partner for this event.

Before this highly anticipated conference, the IIPC is also set to host a number of business-related meetings in Indonesia's capital – Jakarta. Commenting on the fruitful discussion between the Arab Business Club and the Indonesian Investment Centre, Cahyo Purnomo, head

of IIPC in the UAE, said: "We need to co-operate with the Arab Business Club in order to exploit all the possible untapped opportunities, by forging a fruitful cooperation with the Arab World. We believe that the Arab Business Club has the perfect road map to take us there." Cahyo also noted that Indonesia has a host of fertile investment opportunities which Arab investors could benefit from; like transport, storage and communication which is currently worth US\$ 1.1 billion; mining (US\$ 0.9bn); metals, machinery and electronics (US\$ 0.6bn); electricity, gas, and water supply (US\$ 0.5bn); chemicals and pharmaceuticals (US\$ 0.3bn). According to the Investment Coordinating Board of Indonesia, the country's investment realization in the third quarter of last year was 65.4 trillion; dictating an increase of 15.3% compared to the same period in 2010.

2011 Q3 also witnessed an increase of 15.7% in Foreign Direct Investment realization (PMA), from Rp 40.1 trillion to Rp 46.4 trillion. The the five biggest territories that attracted this realization included the Special Territory of Jakarta (US\$ 1.4bn); West Java (US\$ 0.9bn); Banten (US\$ 0.8bn); Papua (US\$ 0.4bn); and Bali (US\$ 0.3bn).

## Romania Ambassador appointed

**IN** its quest to broaden its reach and expand its presence in the world of business, the Arab Business Club has announced the appointment of its ambassador in Bucharest, Romania.

The newly appointed ambassador, Daciana Almeida Nichita, comes with a wealth of business insight, exposure and intelligence; qualities which are expected to propel the Arab Business Club's vision in Romania to greater heights.

This appointment brings the number of the club's ambassadors to 17.

## RBC honours ABC for Business and investment support

**THE RUSSIAN BUSINESS COUNCIL** (RBC) in the UAE has honoured the Arab Business Club for its never-ending support to the development and improvement of the business relations between the Arab World and the Russian Federation.

The Arab Business Club has always hosted, sponsored and supported many business and investment related activities like trade shows and conferences, match-making events, networking sessions, awards and foreign business delegations between the two countries. On the other hand, RBC is an organization that develops trade and economic relations between Russia and the Arab countries and provides assistance in establishing business contacts between businessmen. RBC has a number of activities which are all geared to improving trade and bilateral relations between the two countries; like establishing direct contacts between Russian and Arab business structures.

# Italian Sturiale in JV with UAE's Al Qubaisi

Venture to pave way for planned art and cultural hub in Abu Dhabi

**ITALIAN-BASED** art gallery, Sturiale Contemporary Arts, and UAE's leading jewelry maker, Azza Al Qubaisi, have announced a joint venture partnership which will pave way in establishing a cultural hub in Abu Dhabi.

The hub, which will be named Al Qubaisi Sturiale Projects, is expected to commence operations in April of 2012, according to Paolo Sturiale, the CEO of Sturiale Contemporary Arts. The launch will be graced with an opening exhibition by British-born artist, Galvin Harrison. It will be titled 'Stack', and it will involve original art works on paper.

"The hub is aimed at establishing and providing a fresh perspective into the artistic creative process and a further insight into the possibilities that will arise shortly after the merger," said Sturiale.

A.QUBAISI  
STURIALE  
PROJECTS

## Sculptures to Wear

The Al Qubaisi Sturiale Projects hub is also expected to be the launch-pad for a unique jewelry concept dubbed 'Sculptures to Wear', in December of 2012. "This will be an innovative form of jewelry that utilizes both of our respective unique talents," said Sturiale.

"There have been lengthy discussions as to how the talents of Azza Al-Qubaisi and her thriving business could merge with the ambitions of Sturiale Contemporary Arts to establish this joint concept. The discussions have come to fruition," he noted.

# Teamspace announces exclusive discount to ABC members

**THE UNITED GROUP** (UniG), a leading business process automation provider in the Middle East, has announced an exclusive offer of 25% discount on its Teamspace software, to all members of the Arab Business Club.

Teamspace is a virtual office software that allows creative and simplified teamwork over the internet at anytime, throughout the world. By providing a trusted and user-friendly solution, the

software is very versatile and enables companies and working groups all over the world to coordinate, co-operate and communicate with colleagues all over the world without any restriction.

This software allows, geographically and structurally separated teams to have the opportunity of collaborating professionally and efficiently. It also drastically lowers the overhead operating costs of companies with cross-border operations,

since it does not require any special infrastructure; or investment in any dedicated information technology staff.

This software is user friendly – since it can easily be managed and directed by business managers; confidential – because it offers multi-level security; cost effective – it has no hidden costs like special infrastructure or manpower; and above all, it provides for a swift decision-making system.





## Air Astana in largest commercial aircraft order

**AIR ASTANA** has made history in Kazakhstan's aviation industry, after it announced the largest order for commercial planes from Boeing. The order, valued at \$1.3 billion, includes four 767-300ER (Extended Range) and three 787-8 Dreamline aircraft.

This is part of Air Astana's long-term growth strategy to expand and modernize its fleet with newer, more fuel-efficient airplanes to serve domestic, regional and international routes, according to the

airline's president, Peter Foster. The mid-size, long-range 787 is designed to provide airlines with fuel efficiency, using 20 percent less fuel than similarly sized airplanes, and to deliver market versatility in the 200-300 seat market. Boeing Commercial Airplanes vice president of sales for Middle East, Russia and Central Asia; Marty Bentrott, expressed confidence that both the 767-300ER and the 787 Dreamliner will play an important role in Air Astana's expansion plans.

## Mendor partners with Merck Serono

**MENDOR**, the Finnish diabetes technology company, has signed a distribution partnership agreement with Merck Serono, a leading pharmaceutical company in the field of diabetes. The agreement is aimed at opening up Mendor's products to the diabetes market in the United Kingdom.

This new partnership adds to the list of recently announced distribution agreements with Mendor, including partnerships with EBN Sina in Qatar and MediQ in the Baltics. With continued expansion on its agenda, Mendor is continuing ne-

gotiations with several international players in the global diabetes market and is looking forward to launching in several new markets during 2012.

Mendor develops, manufactures and markets innovative diabetes management products. Mendor's first product, a blood glucose meter the Mendor Discreet™, is a unique device that contains all the necessary components for daily blood glucose measurements: the meter comes with 25 strips and a lancing device in an integrated, stylish device the size of a mobile phone.

## Royal Investment Bank and Bridgehead Administration to raise fund capital in ME

**ROYAL INVESTMENT BANK** Limited has signed a collaborative agreement with Bridgehead Administration Limited to provide fund raising assistance and investment marketing services to international fund managers who are looking to access the investor market in the Middle East.

Both firms are based in Dubai International Financial Centre. This partnership will market alternative investment funds in the region and provide a full bouquet of capital raising capabilities to fund managers. This will save them the time and effort associated with finding Middle Eastern investors for individual funds.

Improving market visibility and raising capital in the Middle East has always been difficult, even for large 'best of breed' funds. Most allocations have gone to funds that have been able to leverage their size as part of their overall investment marketing mix.

## Consilia Partners & Turn Around Asia in JV

**CONSILIA PARTNERS**, the European and Middle East based investment and turnaround firm, and Chinese-based Turnaround Asia (TAA), have signed a strategic joint venture agreement. The agreement is poised to meet the need for a global transformation and turnaround management solution across Europe, Middle East and Asia.

David Axon, CEO of Consilia Partners said this agreement will expand both parties' ability to work at a global level. With a pool of talented resources available throughout EMEA, the companies will develop more rapidly on behalf of its clients throughout the world.

# RAKIA promotes UAE-Swiss trade relations by sponsoring investment forum

**RAS AL-KHAIMAH** Investment Authority (RAKIA), the government entity responsible for attracting investments to its free and industrial zones through a complete range of solutions to local and foreign investors, recently co-sponsored the 'Forum for Swiss Foreign Trade and Investment 2012'. Held in Switzerland on 29 March 2012, the forum was organised by the Swiss government-commissioned OSEC in Zürich Exhibition Centre.

At the forum, RAKIA highlighted

the enormous business opportunities for Swiss-based businesses, in its industrial parks and free zones.

"The boundless ease of business formation, coupled with business friendly policies and a distinct cost advantage expressly the lower cost of business operations, making the emirate one of the most lucrative options available," said RAKIA CEO, Dr. Khater Massaad.

"Our relationship with Switzerland has been a fruitful one, as can be seen with the Swiss companies that have

already made Ras Al-Khaimah their home," he added.

OSEC informs, advises and guides SMEs from Switzerland and Liechtenstein in their international business ventures; by linking companies, experts, and private and public organisations from around the world to promote foreign trade. In order to further facilitate Swiss investments in the emirate, RAKIA also announced the establishment of offices in Geneva for assistance and information.

## Eike Batista agrees \$2bn Abu Dhabi investment fund

**BRAZILIAN** billionaire Eike Batista, the world's seventh richest man, has agreed to a \$2 billion investment from Abu Dhabi-based investment fund, in exchange for a 5.63% stake in Batista's EBX Group.

This is aimed at getting a preferred equity stake in Centennial Asset Brazilian Equity Fund LLC, which is an off-shore holding company owned by Batista. The announcement from EBX said that Mubadala would also get stakes in other offshore holding companies owned by Batista.

Batista has a 61% stake in listed oil and gas driller OGX Petroleo e Gas Participacoes; and owns stakes in four other publicly traded companies, including coal and natural gas company MPX Energia and offshore oil and gas equipment and services company OSX. He also owns a gold mine in Colombia and a property in Chile where he plans to develop a port.

## UAE signs conventions with Montenegro

**UAE'S** Ministry of Finance (MoF) has signed two trade agreements with the Republic of Montenegro. These agreements are projected to strengthen bilateral partnerships, promote investments and provide protection to the two countries from all non-commercial risks.

The initiative also aims to provide tax and financial benefits to the states' investments in both public and private sectors.

Both agreements were signed by HE Younis Haji Khouri, the undersecretary of the MoF, on behalf of the UAE; and Montenegro's deputy Minister of Finance, Biljana Scekic and Montenegro's deputy Minister of economy, Goran Scepanovic. Biljana Scekic signed on the double taxation avoidance agreement, while Goran Scepanovic signed the convention for the protection and promotion of investments between the two countries.

## Dubai to issue investors with instant trade licenses

**THE DUBAI** Department of Economic Development (DED) is planning to issue instant trade licences to investors under a new '120 days hassle free licence' initiative that will be launched this year.

The move, according to local media, is expected to drastically simplify the investment and business registration processes within the country. In 2012, the UAE has improved its 'Ease of Doing Business' ranking from 35 to 33, under the World Bank's annual 'Doing Business' report. DED said the scheme is aimed to give businesses in Dubai a head start and promote the emirate's competitiveness.

The 120-day license will allow for immediate commencement of businesses and complete the rest of the licensing requirements within the subsequent 120 days.



# ADPC's Khalifa Port to open this year



Khalifa Port  
Abu Dhabi

**ABU DHABI** Ports Company (ADPC) has announced the arrival of the first batch of Super Post Panamax 'Ship to Shore' (STS) container cranes at Khalifa Port. This marks a significant milestone for Khalifa Port as it readies for Phase 1 completion at the same time as the opening of Khalifa Industrial Zone in Abu Dhabi (Kizad) in the 4th quarter of this year.

The flagship Khalifa Port will be the first semi-automated port in the region, equipped to handle two million TEU container traffic and 12 million tons of general cargo annually. The port's strate-

gic location is said to serve as an enabler for KIZAD, offering the industrial zone's tenants unprecedented access to global markets.

The arrival of the three STS cranes, which, at 44 metres high under the spreader and a lifting capacity of 110 tons, signify that completion of the port island is well on schedule. The Chinese company Shanghai Zhenhua Heavy Industries Co. Ltd (ZPMC), which designed and constructed the cranes, is due to deliver a second batch of three cranes in Q2.

According to Captain Mohamed Al Shamisi, ADPC's vice president, said: "Khalifa Port will be the region's first semi-automated port, the first to factor in rail freight, and it will be able to accommodate the largest container ships at sea. Phase 1 of the port is 95% complete, and once complete, the port will continually review and upgrade its services with the latest in the industry's technology, and more facilities will be added, such as bunkering, break bulking and the handling of general cargo.

## Dubai in strategy for energy investments in 2012

**DUBAI** is likely to decide on its multi-billion dollar energy investment strategy, including possible investments abroad, by the end of 2012, according to reports.

Dubai is said to be trailing Abu Dhabi in hydrocarbon resources, and therefore has to import gas to satisfy the growing energy consumption. The emirate plans, by the end of this year, to come up with an integrated strategy to secure new supplies and reduce demand over the next two decades - and work out how to pay the multi-billion dollar bill.

Nejib Zaafrani, secretary general of Dubai's Supreme Council of Energy said that the emirate is now looking into financial mechanisms on how to structure it to deploy that strategy in the coming years for major projects both on the supply and demand side.

Nevertheless, the Dubai government could be interested in some of the \$3 billion worth of power assets put on sale by Malaysia's tycoon Ananda Krishnan - which stretch from Malaysia to Egypt and include the UAE.

## Dubai Investments planning to sell stakes

**DUBAI** Investments, the owner of stakes in more than 40 companies, plans to exit some of its businesses as Dubai's economy shows signs of recovery.

"We have three companies under evaluation for private placements and by summer we can decide on exits," local media quoted the investment firm's CEO, Khalid Bin Kalban.

"The economy is improving (and) it's a good opportunity to look again at divesting some of the assets," he added.

Dubai Investments, whose line of business spans from real estate, financial services to investments; slowed its divestment plan after the financial crisis that hit in late 2008. The company sold 40% of its private equity unit Masharie LLC for Dh400 million. One of the companies it will seek to divest this year is part of Masharie, according to Bin Kalban.

## ME petrochemical production most economical

**THE MIDDLE EAST** has emerged as the most economical region for petrochemicals production due to the advantage of cheaper feedstock, according to the latest industry report from GlobalData. The report is based on the fact that the region has witnessed a significant increase in joint venture activity during the last five years; due to its abundant and cheaper natural gas reserves, sending the region into the limelight as an important destination for petrochemicals.

The Middle East has seen a total of 10 joint venture deals being made in 2010, representing 22% of all the joint ventures that were agreed globally during that year. Co-operative projects between European and Middle Eastern companies account for 27.7% of all joint ventures set up for planned projects in the Middle East.

# Paolo Sturiale



**The Merchant of Venice:** Paolo Sturiale is Arab Business Club's Ambassador in Italy

**P**aolo Sturiale is the owner and director of Italian-based Sturiale Contemporary Arts gallery. In this capacity he has been a dealer, curator and consultant representing a small exclusive group of important mid-career artists.

Prior to working with the group of artists now connected to SCA, Paolo had been a great traveller; a professional musician and played all over the world. It was from here that he settled for a Director's role in an advertisement agency that specialized in creative projects. During this role, Paolo realized that he had a passion for art - he loved seeing and analyzing all works of art. So progressing to working with it on a full time basis was no surprise - it was a natural trend.

Paolo's travels to the Middle East were a profound eye opener. "Once you get past the enormity of the new con-

structions which up to a point are very impressive, you really get to appreciate the fact that you are in the cradle of civilization, a sort of historically vibrant middle ground between the North and Southern hemispheres," he notes.

He has made many good friends and contacts in this part of the world. Out of this, he has many projects in the pipeline, geared at facilitating exchange of various art exhibitions in Europe and in the Middle East.

## Art and culture

Paolo is an ardent lover of cultural exchanges. He believes that they offer the opportunity to tap into different cultures and to better understand the world we live in. "I have worked with the Government of Abu Dhabi (ADACH) to promote Emirati Culture in Europe, a very challenging and successful project," he illustrates.

## Milestones

Paolo has recorded success on the establishment of a partnership venture with Azza Al-Qubaisi, a leading jewelry designer in the UAE - and founder of a brand called Arjms. Dubbed, A.Qubaisi/Sturiale Projects, the project will be based in Abu Dhabi.

"Teaming up with Azza Al-Qubaisi is an act of mutual interest in original art works and three dimensional design (3D)," according to Paolo.

The official launch of A.Qubaisi/Sturiale Projects will take place in April with an exhibition of original works on paper by the English artist Galvin Harrison. This show will be forerunner to an ongoing collaborative project; Sculpture to Wear which has an official launch plan slated for December of 2012.

## Glimpse into 2012

Despite the fact that the world outlook looks a little bleak, 2012 is guaranteed to be a busy and exciting one for Sturiale Contemporary Arts. There are a couple of shows planned in Italy and Slovenia, as well as other projects in the UAE. "2012 is also the year where I plan to publish several art books," adds Paolo.

For more info please visit: [www.sturiale.it](http://www.sturiale.it)

## Italy - UAE trade relations

Trade between the UAE and Italy during the first nine months of 2011 reached USD 4.3 billion, registering a 35 percent growth from the same period in 2010.

UAE exports to Italy during the first nine months of 2011 were USD 221 million, registering a 66 percent growth from the same period in the previous year. Its re-exports worth USD 153 million, registered a 41 percent growth, and its imports worth USD 3955 million, registering a 33 percent growth during the same period.

Today, there are over 2255 Italian registered trademarks, 75 companies and 403 business dealerships in the UAE.





*Kujita & Meri*



## The Role of Art & Culture IN CONTEMPORARY BUSINESS

Paolo Sturiale is a former advertising and media relations specialist, who swapped his profit and result-oriented trade; for the sentimental and heartfelt specialization in art and culture. Today, the owner and director of Italian-based Sturiale Contemporary Arts Gallery, shares his opinion about the role of art and culture in the world of today's business.



**T**he first concept that we have to rid ourselves of is that art and culture is merely a pass time. That it's an activity that one indulges in between bouts of 'real' business.

What should be put in mind, however, is: how many people are employed in the real business of art and culture. The list would be endless. Museum staff, shippers, packers, framers, insurance agents, curators, art critics, gallery staff, buyers, sellers - as I said the list is endless. I suppose that the fundamental question is: Why this is so? Why such an industry and more importantly what is the point of it? Just what purpose does it serve?

If the human race wished to define itself and its achievements, then we would have to take a trip to the museums of the world in order to view and evaluate the creativity that has been utilized in the forming and moulding of our civiliza-

tion. This spans from the seeds of the genesis of the human race to the present day. We would witness an abundance of evidence that pre-dates the invention of the camera and the facility of film. Plain for all to witness would be the evidence that has been sculpted, drawn or painted in a manner that answers questions regarding the development of our civilization. In this perspective, it's safe to say that this preserved matter from pre-history can be judged as the best of its kind. We have taken time and effort to house wonderful archives of invaluable reference material that provides us with answers to where we came from, where we are now and the possibilities to where we might be heading.

### Dealers and agents

Many people refer to me and my occupation as an art dealer, but I look at myself as more of an agent of art than a dealer.

Art dealers are mainly concerned with buying and selling of art, but I spend most of my time as an agent of art. I am an art gallery owner and I represent artists, whose careers I'm trying to further by promoting their work. An art agent is a diplomat, a curator, a sales person, a critic, a marketing guru, a proof reader, a copywriter, a good friend and supporter of the artists that one represents. Art agents are people of faith, vision and an eternal optimist.

### The role of art

Today, we are surrounded by innovative designs. It's as if we are addicted to the concept of the 'new'. The one major stumbling block to satisfying our desire for all this newness is the advent of a quantity - quality conflict. The agenda in art is not about quantity and neither should it be. The quantity equation can only be taken into account when consid-





ering art as a commodity with a financial value – which it certainly is not. I would never use the term ‘investment’ when selling a work of art, for it denotes quantity or qualitative thinking and that is not how people should approach works of art. People should approach the subject of art from the viewpoint of its inherent quality, its demonstrative competence and its passion. Also, art should not be viewed as merely a product that can be filed under ‘leisure activities.’ But if people got involved in art, emotionally and sentimentally, their personal lives and business performance would improve. It is a sweeping statement but nevertheless a true one.

So, what really is the role of art in the contemporary business?

For long, businesses in Europe have had an inseparable relationship with contemporary art. All sizes of corporations, particularly the financial insti-

**But if people got involved in art - emotionally and sentimentally; their personal lives and business performance would improve.**

tutions, are recognized as significant collectors of contemporary artworks. Original contemporary art represents company values and attitudes; and make a great first impression for clients and visiting colleagues.

For instance, let’s try to define what qualities are required for companies to achieve a ‘blue chip’ branding on the basis of design, innovation, vision and reliability. A case in point could be BMW or Apple Macintosh. We cannot deny the role that art plays prior to these products

leaving their drawing boards. In short, innovative designs do not simply arrive. They are influenced by radical innovative thinking and exceptional vision.

A clearer example would be the French painter Paul Cezanne, 1839-1906. In his lifetime he was influenced by the paintings of Diego Velazquez and Gustave Courbet. Pablo Picasso painted a revolutionary painting in 1907 titled *Les Femmes d’Alger*, which was greatly inspired by African art and the paintings of Paul Cezanne. As a result we now have what is termed cubist painting or cubism. Today, if you ask the architects Sir Norman Foster or Zaha Hadid as to whether or not cubism has played an important role in the development and understanding of architecture; I have no doubt they would say: “Yes it has, and it will continue to play a major role for a long time to come.” <sup>ABC</sup> [www.sturiale.it](http://www.sturiale.it)



# CORPORATE IMAGING VS PRODUCT IDENTITY



**The recession bred a new brand of consumers: the ones who deeply evaluate, examine and analyze a product for its true value before they buy. This new breed of consumers always come with lots of unanswered questions about a product: but the one answer to all these questions - no matter the prevailing economic conditions - is a good corporate identity.**

**F**ew months back, analysts had predicted Europe to swing into a double-dip recession; and chances of such an economic catastrophe translating into financial constraints to business and investments, on a global scale, were (and perhaps are still) high. Such constraints have far-reaching implications, which can easily swirl beyond borders to the rest of the world. The Middle East is no exception. The 2008 recession which started off in Europe before escalating to the Middle East is testament to this; and the effects are well documented.

Many suffered but not all did. For instance, Gulf Craft, a UAE-based luxury boats manufacturer, stood still when the recession raged in 2008. The company's chief operating officer, Erwin Bamps, shares his views about the best business practices and marketing models for investors and decision makers – during hard economic times.

### **New brand of consumers**

Looking back at the eve of the 2008 recession, he recollects: “We had evaluated what the effects of the recession would be, before it actually hit the UAE. We had to think ahead, so we went on



**Gulf Craft COO, Erwin Bamps , believes that a strong corporate identity will come out strong during hard economic times**

**Before the recession, people usually bought brands for what they were told they were, not what the consumers assumed.**

the contrary to what other companies did or would do: We upped investment and doubled our technical workforce.” Gulf Craft ascertained that the recession would breed a new brand of consumers, and so it did. The offsprings are the consumer types who spend only after

careful consideration, evaluation and examination of brands for their true value. He analyses that before the recession, people usually bought brands for what they were told they (brands) were, not what the consumers assumed. Consumers bought products almost inside of the box, rather than after careful consideration.

“When we go to events, we see people carrying bags with lots of brochures. This means that they are not in a hurry to buy, because they need time to make careful consideration and selection of brands that they need. They want to know what is in the details and the underlying value of what they are buying.



**Gulf Craft invested in both product development and what surrounded that product - the service**

“Previously clients used to come and say: I want to buy a Ferrari. Where would you stand without a Ferrari?! But things have changed. Today’s client comes and says: I have 200,000 dirham to spend, so they go around the market looking for the best deals and value for money.”

### **Confidence and trust**

What has changed most, according to Bamps, is that the company behind a brand is more important than the brand itself. “It is not the brand image, but the corporate image,” he says.

“For instance, today’s leading automobile brands have never been as good as before. But they could not sale their cars as before or get a good resale

**During the hard economic times, Gulf Craft had to deliver and listen more to its clients. The company invested in both product development and what surrounded that product - the service.**

value for their cars during the recession, because consumers were worried about what was happening within these companies. However, the resale value

is not a brand image. It is the corporate image behind the brand that dictates the resale value.

“If a client feels that the company is going to be stronger and he sees it in the company’s future plans; that means they are investing in a good brand.” This translates into confidence and trust. Therefore, companies should concentrate on building a corporate image, rather than brand image. During the recession, therefore, Gulf Craft went on a spending spree by recruiting more competent, technical staff; and tripled the number of their after-sales service centres around the world. During the hard economic times, Gulf Craft had to deliver and listen more to its clients. The company invested in both product development and what





The re-sale value of a brand is always determined by the corporate image behind the brand

surrounded that product - the service.

Since its inception in 1982, Gulf Craft has been heavily investing in expansion. It embarked on construction of its site in 2001, and is still going on with this plan up to the size of 25 billion dollars. It is also penetrating new and niche markets. Recently, it has expanded its reach by entering Venezuela, Italy, South Africa and more new markets are on the radar.

The company's marketing strategy is investing in technology, resources and in products, which can be summed up as styling, marketing, investigation and research. Today, according to Bamps, companies should sell strong brands and and images that are expected to last for the next many more years.

"During the recession, we made ourselves available as a business and branded our company as a strong entity which makes money while investing in the future. That's all that the client needed to know."

**During the recession, we made ourselves available as a business and branded our company as a strong entity, which makes money while investing in the future. That's all that the client needed to know.**

### **A good corporate brand**

Crisis, according to Bamps, is an opportunity to increase market share. Gulf Craft boats have an average lifetime of 50 to 60 years; implying that if their corporate image is still strong in the market, then the boats that they

make and sell will remain an investment to the clients for as long as the corporate image is still strong.

Despite the fact that there was no buyer upfront, Gulf Craft commissioned one of its latest super yachts at the height of the downturn. They are such corporate strategies that are attributed to the Gulf Craft's phenomenal growth. Even in 2009, when the economies were still relatively down, the company witnessed an increase in its super yachts sales to 150, up from 143 in 2008.

"We've never sold as many super yachts as we did in the last three years," comments Bamps.

Gulf Craft's production facility has more than 92,903sq of production space, the company employs more than 1,400 people; and ranks as one of the world's leading manufacturers and exporters of fiberglass leisure boats. It produces about 400 boats annually, with turnover of about US\$100 million. ABC



## COVER STORY

RAS AL KHAIMAH



# RAK: The Rising EMIRATE





With its advantage of being the first emirate at the entrance to the Arabian Gulf, the emirate of Ras Al Khaimah is currently implementing an explosive investment and infrastructure upgrade that will see growth and expansion of many sectors and industries like, hospitality, construction, transport and real estate.

For instance, HH Sheikh Saud bin Saqr Al Qasimi, Supreme Council Member and Ruler of Ras Al Khaimah, recently ordered a US\$900 million 2nd phase expansion for Saqr Port. This expansion will create a total of 13 new berths with a draft of 15.5 metres. The emirate is also en-route to

The RAK government has set aside about US\$217.8m for development of its tourism projects; which are expected to double the inventory levels of the emirate's total hotel rooms before the end of 2012. Other related projects that are course include the Financial City project which has an estimated investment of AED 3 billion. The Al Marjan Island project will be a cluster of coral shaped islands extending to over 2.7 million square metres and is expected to be worth over USD 1.8 billion. The emirate is also in a US\$ 1 billion partnership with Spanish top flight team, Real Madrid, to build an island resort which will be full of opulent amenities.





An artistic impression of Real Madrid's resort island which is on track to be built in Ras Al Khaimah

### Unveiling into a regional tourist destination

As part of a long-term strategy to diversify the economy by capitalising on the emirate's natural beauty, Ras Al Khaimah is moving forward with ambitious plans to rebrand itself as a tourism destination. By 2021, RAK expects that around 20% of its GDP will be generated by tourism-related activities. This, going by the 2011 figures, means that the industry is poised to generate in excess of \$1bn per year, an excellent return on investments currently under way.

To achieve this, RAK is aiming to increase arrival numbers to 1.2 million by 2013, while boosting accommodation availability from the current 2700 rooms offered by the emirate's 14 four- and five-star facilities to around 10,000 rooms by 2016.

The emirate is en-route doubling the inventory levels of the total hotel rooms before the end of 2012, to which the government has set aside about US\$217.8m for the development of

**The emirate is on course to invest \$100m into hotel and tourism projects over four years, eyeing several new hotels as well as residential developments.**

tourism projects.

Some 835,200 holiday-makers visited the emirate last year, an increase of 40%, boosting tourism revenues by more than a third to AED400m (\$108m). The hotel occupancy rates also grew by 8.62% for beach resorts and 1.92% for city hotels. Revenue per Available Room (RevPar) soared to 24.50% and 10.24% respectively. The emirate is on course to invest \$100m into hotel and tourism projects over four years, eyeing several new hotels as well as residential developments.

The RAK Tourism Investment and Development Authority (TIDA) has set a target of 800,000 visitors for 2012, while

also planning to increase room numbers by at least 20% this year. The expansion should be achieved with the opening of two high-end facilities – the 349-room Waldorf Astoria and the 630-room Bab Al Bahr – scheduled for October, in time for the 2012-13 winter season. Those additions will be joined by the 309-room DoubleTree Resort by Hilton, scheduled to open in 2014 on Marjan Island, the emirate's offshore tourism project.

TIDA has also signed agreements with European tour operators to boost the emirate's inbound tourism; like Apollo and Reise Service Deutschland – based in Sweden and Germany respectively.

### Free Zones: Luring investors to the tax haven

Ras al-Khaimah is on the verge of emerging as an investment destination par excellence. The emirate's financial sector is standing on a solid ground, and this can be evidenced by the recent sovereign credit rating from Standard & Poor, which it projected at "A/A-1. This, among others, has been the cornerstone





for the emirate's fast growth in terms of free zone incorporations.

Ras Al Khaimah has added to its free zone portfolio by launching an off shore facility, the second in the UAE. The initiative, called International Companies Registry, which, combined with the rapidly expanding list of Double Tax Avoidance Agreements, is expected to lure global investors looking for a new tax haven in Ras Al Khaimah.

Today, RAK FTZ contributes an estimated capital of AED 10 billion to Ras Al Khaimah's economy, and future investments of more than Dh 7.3 billion are in the pipeline to ensure continued growth. The emirate of Ras Al Khaimah has rapidly gained a reputation for being a transparent, tax-free, corruption-free and no-red-tape location to do business. Its booming economy and proximity to other major international centres like Dubai has attracted hundreds of large, medium and small businesses from every part of the world. Ras Al Khaimah boasts of its tax optimization, asset protection and confidentiality – the key drivers behind many offshore formations.

**The emirate's financial sector is standing on a solid ground, and this can be evidenced by the recent sovereign credit rating from Standard & Poor, which was projected at "A/A-1."**

### Construction

Although financial results from contractors and materials suppliers reflect the economic impact of instability in key markets, progress on recent projects, announcements of new infrastructure developments and trickle-down effects of a rising tourism industry are all pointing toward expansion of the construction sector in Ras Al Khaimah.

Properties posted increased revenues for the first three quarters of 2011, during which it handed over three major projects: Julphar Towers, RAK Tower on Abu Dhabi's Reem Island and the villas

and townhouses in precinct five of Mina Al Arab in RAK.

Cement producers saw similar conditions in 2011. RAK-based Gulf Cement, the largest cement producer in the UAE, reported its cost of sales rose to Dh481m (\$130.93m) from Dh452m (\$123.03m) y-o-y. Likewise, RAK White Cement posted revenues of Dh301.2m (\$81.99m), up from Dh239.7m (\$65.25m) during the same period in 2010.

RAK's government is continuing to improve the emirate's infrastructure, starting with the announcement in early February of the construction of three new bridges for the emirate; which are expected to be completed by the end of this year.

### RAK Maritime City

RAK Maritime City is the latest, and most advanced, maritime free zone to open in the United Arab Emirates. It will be the fifth state of the art port facility in the Emirate of Ras Al Khaimah, covering 8 million square metres of strategically located coastland, combining a dedicated

## List of Double Taxation Avoidance Agreements:

Egypt	China	Belgium	Philippines
Algeria	New Zealand	Romania	Korea
Yemen	Ukraine	Turkey	Singapore
Tunisia	Belarus	Luxemburg	Indonesia
Morocco	The Netherlands	Spain	Thailand
Sudan	Bulgaria	Malta	Malaysia
Syria	Turkmenistan	Bosnia & Herzegovia	Poland
Lebanon	Armenia	Seychelles	Germany
Mozambique	Tajikistan	Mauritius	Finland
Pakistan	Mongolia	Canada	Italy
India	Azerbaijan	Uzbekistan	Czech
India (Protocole)	Austria	Sri Lanka	France



harbour, access to deepwater berths in the future, 5 kilometres of new quay wall, exclusive private jetties, deep harbour entrance, plus a variety of plots for industrial, commercial and general trading businesses.

RAK Maritime City free zone will combine the best in international port facilities with inherent business advantages for companies seeking cost efficient, secure, transparent and customized business answers with the best in tax benefits. RAK Maritime City will be zoned into areas for specified use — retail, warehousing, general cargo handling, industrial production and manufacturing, tank storage and shipbuilding or repairs. Each will be able to incorporate companies as both FZE and FZC entities, along with a choice of trading licenses, work permits and UAE residence visas. With significant

**Investment opportunities exist for hospitality concerns, for corporate entities looking to own guest houses and for high net worth individuals wanting to invest in real estate.**

land expansion available for individual companies, outstanding access to a variety of markets, low operating costs, and complete business support in all your ventures, RAK Maritime City is your maritime gateway into the region. RAK Ports, managed by Saqr Port Authority, has been conceived to oversee the growth of the maritime industry

in the region and drive the economic development of Ras Al Khaimah.

### RAK Financial City

As a modern functional complex, RAK Financial City is destined to become the new hub for the offshore financial operations of the regional business community. Due to its original and novel architectural, the design of the building will enhance the cultural and social fabric of the city and become a tourist attraction and landmark for Ras Al Khaimah.

Developed on an area of 320,000 m<sup>2</sup> it will include 12 towers ranging from 25 to 65 floors. The three towers will have offices, one hotel tower and eight residential towers. The area will have parking facility for over 10,000 cars. The project is being developed with an investment of AED 3 billion.





# Upcoming projects

## Economic Outlook

GDP at current price	9, 253M AED
GDP rate of Growth (non-oil sector)	18.3%
Per capita GDP	46,407 AED
Currency peg to US\$	AED 3.67:1 US\$

### Al Marjan Island

Al Marjan will be the first man-made island project to be developed in the emirate of Ras Al Khaimah. It will be a cluster of five coral-shaped islands, extending over 2.7 million square metres and is worth over USD 1.8 billion. Al Marjan Island expands Ras Al Khaimah's coastline by an additional 21 km and will be home to plush waterfront homes, floating villas, hotels, resorts, sporting facilities and commercial areas. Reclamation works are completed and the infrastructure work is in full swing.

### Jebel Jais Mountain Resort

The Jebel Jais Mountain Resort will be built on one of the highest points of Ras Al Khaimah's Al Hajjar mountains. It will offer a landmark five-star hotel and conference centre, a cable car linking the resort to sea level, luxurious residential units from apartments to villas, an outdoor winter snow skiing slope, a climbing, paragliding and abseiling centre, a Falconry centre and a recording centre. ABC







# Competitive or Complementary?

Free Trade Zone is a very old concept, dating back to more than 200 years. However, if closely aligned in a region, can they co-exist harmoniously? An in-depth look into the genesis of free trade zones and their complementary role to a nation's economic development.

In “Ancient Regime” Europe, there were customs collectors at every national border and even within states. In the 1800s, however, economists argued that these impositions were a wasteful burden, spawning bureaucracy and corruption. It was believed that elimination of such impositions would cost relatively little net revenue, and that increased commerce would more than compensate. In Germany the problem was severe because there were dozens of small countries. Many of these countries were not contiguous - to get from some parts of Prussia or Hanover to other parts, one had to cross boundaries and pay tolls. As the century proceeded and steamboat, rail and canal traffic expanded, the benefits of ending tariffs became more

obvious. This was not inconsistent with national or regional protectionism: the Zollverein was intended to promote commerce within Germany while excluding foreign imports.

The free trade zone (FTZ) is therefore a very old concept, dating back to more than 2,000 years. It was seen as an instrument of commercial policy and development. However, over the course of time the concept of free trade zones has been dramatically transformed. Within the last half of the 20th century, free trade zones have undergone substantial changes and adaptations as the result of an exponential growth in world trade and improvements in transport efficiency, particularly in the port sector.

Free trade zones have been transformed and have adapted to the

realities and local conditions of each region. The concept will continue to evolve over time, adapting to new needs and demands from the private and public sector. In the past 50 years, FTZs have become increasingly popular in both developed and developing countries as a policy instrument for the promotion of export-oriented foreign direct investment (FDI). While in 1970 only a small number of countries permitted the establishment of FTZs, by 1997 about 850 zones operated in both developed and developing countries and the number is increasing.

### The complementary perspective

Today, there are more than 5000 free zones registered worldwide and there are





more than 100 in the Gulf, so far. However, no matter where or when, FTZs are primarily set up to attract foreign investment by diversifying the economy.

Dr. Rashid Al Leem, the director general of Sharjah-based Hamriyah Free Zone, one of the fastest growing in the region; also concedes that “the concept of FTZ, especially in the Arab World, should be looked at from a complementary, not competitive perspective. They are always meant to complement each other, and that’s exactly what happens in the UAE.”

According to Oussama El Omari, CEO and director general of the Ras Al Khaimah Free Trade Zone Authority (RAK FTZ), free trade zones play an important role in driving economic growth which could be further expanded if they forge closer links to target investment. El Omari illustrates that the individual achievements of Ras Al Khaimah’s three free trade zones are evidence that their operations complemented each other. He adds, however, that common policies and increased interaction would help them

**Today, there are more than 5000 free zones registered worldwide and there are more than 100 in the Gulf, so far. However, no matter where or when, FTZs are primarily set up to attract foreign investment by diversifying the economy.**

tailor their efforts to tap specific areas of businesses.

“We need to have the same target of attracting high-value capital-intensive and low-labor-intensive companies. Our policies are not far apart but there should be a more direct connection between them,” he says.

### Engine of growth

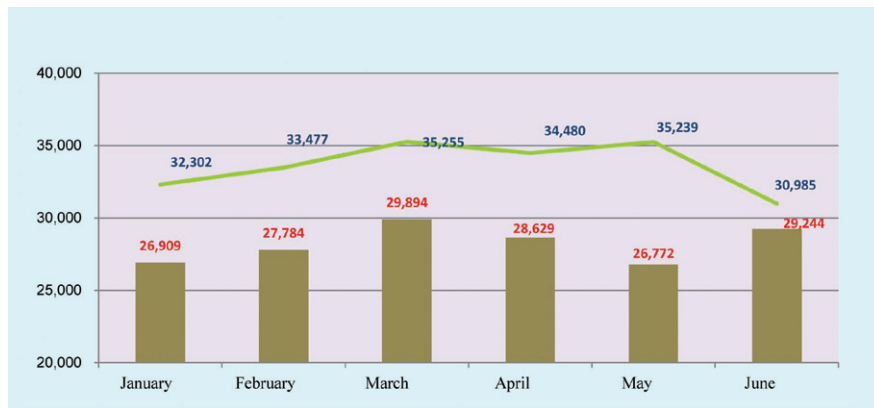
According to figures from the UAE

Federal Customs Authority, the trade volume in the first half of 2011 for the free zones in UAE reached approximately AED 201.7 billion, compared to AED 169.2 billion at the same period last year; commanding an increase of AED 32.5 billion with 19% growth. This represented 31% of the total volume of trade in the country. The volume of imports in free zones touched 18% (Y-o-Y in 2010), up from AED 96.4 billion in 2010 to AED 113.4 billion. Exports and re-exports reached AED 88.3 billion, rising 21% from AED 72.9 billion in 2010.

During the first half of 2011, the UAE also saw total trade volume of free zones and markets in terms of weight reaching about 9.4 million tons. This included 6.1 million tons of imports, 5.71 tons of exports and 2.8 million tons of re-exports.

China, India, the USA, Japan, South Korea, Hungary, the UK, Malaysia, Germany and Switzerland, respectively, were the leading exporters to the free zones in the first quarter with a value of AED 76.4 billion, translating to 67 % of the total value of the UAE imports.

## FREE TRADE ZONES



UAE Federal Customs Authority Free Trade volume in UAE for first half of 2011

From the exports perspective; Iran, India, Iraq, Egypt, USA, Germany, Saudi Arabia, UK, Turkey and Afghanistan consecutively were on top with a gross value of AED 3.1 billion, representing 52% of the total UAE exports. Meanwhile, Saudi Arabia, India, Iraq, Iran, Kuwait, Belgium, Hong Kong, Qatar, Lebanon and Egypt consecutively were on top in re-exports with a gross value of AED 55.4 billion, representing 67% of the total UAE re-exports.

The re-exports of the UAE free zones to the GCC countries rose compared to its imports, indicating that GCC region is a key re-export destination for UAE free zones.

### Regional Trade

The volume of regional trade, in terms of value, in the first half of the year, reached almost AED 23 billion, of which imports represented AED 3.1 billion, compared to AED 19.4 billion in re-exports and AED 493 million in exports.

The Kingdom of Saudi Arabia was the leading trading partner among GCC countries with a trade volume of AED 14.2 billion in the half of 2011; followed by Kuwait with AED 4 billion, Qatar (AED 2.2 billion), Oman (AED 1.2 billion), and Bahrain (AED 1.1 billion).

The total free zones trade volume of the UAE with the Arab countries in terms of value in the first half witnessed

an increase in the re-exports from these countries. The total foreign trade volume of the UAE with Arab countries reached AED 42 billion, including AED 3.8 billion of imports, AED 1.7 billion and AED 36.4 billion of re-exports.

### Leading Trading Products

Topping the list of imports in the UAE free zones and markets in the first half, were phones, with a gross value of AED 16 billion. They were followed by diamond (AED 10 billion), data processing devices, magnetic and optical readers (AED 8.2 billion) and gold at AED 6.7 billion. Phones were also the main re-exports in the UAE free zones and markets in the first half of 2011, with a gross value of AED 14.2 billion, followed by diamond (AED 10 billion), data processing devices, magnetic and optical readers (AED 7.8 billion), petroleum oils and processed mineral oils (AED 5.7 billion) and gold (AED 3.6 billion).

According to the UAE's Federal Customs Authority, cigar and cigarettes were the main exports with a gross value of AED 1.3 billion, followed by petroleum oils and processed mineral oils (AED 539 million) and plates (AED 327 million). ABC

Period	2010		2011	
	Value	Weight	Value	Weight
January	26,909	2,064	32,302	1,602
February	27,784	2,474	33,477	1,563
March	29,894	1,877	35,255	1,228
April	28,929	2,464	34,480	1,928
May	26,772	1,459	35,239	1,753
June	29,244	1,829	30,985	1,362
Total	169,232	12,167	201,738	9,436

UAE Federal Customs Authority: Total trade in UAE free zones in first half of 2011



# Arab Business Club

empowering  
business leadership



**ARAB**  
BUSINESS CLUB  
MAGAZINE

[www.arabbusinessclub.org](http://www.arabbusinessclub.org)  
[http://twitter.com/Arab\\_Business](http://twitter.com/Arab_Business)  
<http://www.facebook.com/Arabbusinessclub>

## HEALTHCARE

Reference Code: abc102

### US: Major healthcare company looking for investors

A USA-based healthcare conglomerate is looking for shareholding partners / investors. With a proven track record of delivering consistent dividends to its shareholders for the past six years; the company has centres ranging from surgery centre, imaging centre, cancer centre, sleep centre, billing and collection and medical equipment. Investors participating in this offering should anticipate an immediate dividend yield of over 7%, based on the current EBTIDA, dividends and cash flow, as the new funds are deployed towards the identified future projects; this is projected to grow to over 25 percent per annum.

#### The offer

**Industry:** Healthcare

**Location:** USA

**Type of ownership:** w Shares

**Total funds raising:** US\$ 40,000,000

**Units offered for new investors:**  
US\$3,750,000 (37.5%)

**Total outstanding Units:** US\$10,000,000

**Price per share / unit** US\$10.67

#### Contact:

**Email:** hm@wt.ae

**Cell:** +971 50 8864116

## MINING

Reference Code: abc103

### AFRICA: Established diamond mine for sale

There is an investment opportunity into an established diamond mining operation in a world class mining district. The mine has confirmed resources of 6 million carats, with a confirmed potential of US\$20 million. This project has a historical investment potential in excess of US\$250 million; into infrastructure, plant and equipment. The mine already has an experienced board and managing team in place; with an immediate production target of 150,000 carats per annum, under minimum capital expenditure requirements.

The projected revenue of the mine is US\$ 200 per carat with associated cost of production of US\$ 60 per carat (conservative basis).

#### The offer

**Industry:** Diamond Mine

**Location:** Congo – Africa

**Asking price:** US\$ 10 million  
US\$ 16.4m – US\$ 20m

**Type of ownership:** JV partnership with opportunity for majority stake

**Type of expected investor:** Publicly listed company

#### Contact:

**Email:** hm@wt.ae

**Cell:** +971 50 8864116



# HOSPITALITY

Reference Code: abc104

## UAE: Five star hotel on sale in Dubai

A running and profitable five-star rated hotel in the heart of Dubai is up for sale. The property has a total land area of 22947 square feet, with a built-up area of 23,132 square feet. The hotel has an international franchised name for 20 years; which has been used for only two (2) years.

The hotel has a total of 163 king bedrooms, 112 twin bed rooms, two handicap rooms, 11 junior rooms and 11 executive rooms; plus five food and beverage outlets. Also, it is equipped with a ballroom, meeting rooms, all day restaurant, Chinese restaurant, Arabic terrace for Shisha, a pool deck, hairdressing saloon, gym and sauna & message parlour. Currently, it has average room occupancy of 85%.

### The offer

**Asking price:** US\$ 81m (negotiable)

**Hotel value:** US\$ 89m (property – US\$ 81m; furniture – US\$ 7m).

**Location:** Dubai - UAE

**Type of ownership:** Takeover

**Current annual turnover:**

US\$ 16.4m – US\$ 20m

**Net profit:** US\$ 5.4m – US\$ 6.8m

### Contact:

Email: hm@wt.ae

Cell: +971 50 8864116

# OIL & GAS

Reference Code: abc105

## Qatar: Petrochemical manufacturing facility

There An investor, with 4000 square meters of industrial land in Qatar's Industrial City, is looking for a technological partner to offer project knowledge for setting up and running a petrochemical manufacturing facility. The pfactory is expected to focus on production of insulators for walls, floors, roofs and plastic flooring for airports.

This project will be located in Qatar's Industrial City where energy and several other financial benefits/incentives are extended to the investors.

**The offer:** 4000 square metres of Industrial land

**Asking price:** Technological know-how

**Location:** Qatar Industrial City

**Type of ownership:** Free shares on technological know-how

**Approvals:** Environment; Drawing DC-2; Construction Permit

**Financing:** Readily available / Qatar Development Bank

### Contact:

Email: hm@wt.ae

Cell: +971 50 8864116

## TPC Global's Alistair Arthur heads to UAE

**T**PC Global Group Managing Director, Alistair Arthur, is heading to the United Arab Emirates to develop the company's business in the Middle East. He is set to oversee the continuing growth of their logistics partnership, Momentum TPC. He is also set to focus on bespoke logistics solutions for specific market sectors in UAE and the Gulf region.

Alistair's 33 years' experience involves spells in Saudi Arabia, Oman and the United Arab Emirates for organisations such as J F Hillebrand and Merzario.

Momentum TPC is a joint venture between Scottish logistics service provider TPC Freight Management and Momentum Logistics of Sharjah. The company offers a wide range of logistics services including freight forwarding, transport, warehousing, container cleaning and repair and project movements

## IHG: New appointments for India and MENA

**F**ollowing the promotion of Pascal Gauvin to Vice President Operations, Near East & Africa; Intercontinental Hotels Group has restructured its operations management team across Middle East, India and Africa.

Ignace Bauwens has been named Vice President of Operations for the UAE, Near East & Africa. he joined IHG in February 2011, and with this appointment, IHG is set for continued success. Ignace is referred to as a first class operator who has come up through the hospitality industry.

Ignace was previously an Area General Manager in Europe for Sofitel Luxury hotels and prior to that was Senior Vice President, Hotels and Hospitality division, for Dubai World Trade Centre LLC. Ignace has also worked for the Accor Group and has over 26 years experience in the hospitality industry.

## Ahmed Rajab named Aon Benfield's CEO for MENA

**A**on Benfield has named Ahmed Rajab, an executive with 15 years of experience in the reinsurance industry, as the company's CEO for Middle East & North Africa. With this appointment, Ahmed will report to Aon Benfield's co-CEOs of EMEA, Richard Posgate and Alan Gregory. Most recently, Ahmed served as Regional Director Middle East & North Africa at Willis Re. He previously worked as a Middle East treaty underwriter at reinsurer SOREMA, which was acquired by reinsurer SCOR in 2001, and as a broker at intermediary Gras Savoye Re in Paris, then Willis Re, since 2002. He graduated in Business Administration at the American University of Paris, and holds a diploma from the Institut Supérieur de Reassurance.



## Pepsi revamps executive team

In a strategy to leverage its scale as a global company, PepsiCo Inc. has announced John Compton - who heads the company's Americas foods division - as President, according to international media reports. He will be in charge of all the company's global groups.

Compton is expected to work with the company's regional groups for Europe, Asia, the Middle East and Africa to build brands, develop new products and cut costs.

Compton, who is 50, started his career with PepsiCo when he was 22 and has been there ever since. PepsiCo recently created three new groups — global beverages, global snacks and global nutrition; and Compton is set to assume responsibility for those groups, as well its global operations, marketing and strategy.

## Abdulaziz al Helaissi appointed head of MENA corporate banking for JP Morgan Chase

JP Morgan, a global financial services firm with assets of \$2.3 trillion, recently announced the appointment of Abdulaziz al Helaissi, as the new head of corporate banking in the Middle East and North Africa.

Based in Riyadh, Al Helaissi is charged with driving new business throughout the MENA region, for JP Morgan. The firm offers solutions to clients in more than 100 countries with one of the most comprehensive global product platforms available. JPMorgan has been helping its clients to do business and manage their wealth for more than 200 years.

## Top management appointments announced for RENAULT

Jean-Michel BILLIG, currently EVP Research & Development at Eurocopter (EADS Group), will be joining Renault Group. As of July 1st, 2012, he will be appointed EVP Engineering and Quality, in replacement of Ms. Odile DESFORGES, who has decided to retire. Mr. Jean-Michel BILLIG will report to Mr. Carlos TAVARES, Chief Operating Officer of Renault. He will be member of the Group Executive Committee.

As of April 1st, 2012, Mr. Katsumi NAKAMURA, currently Chairman of Asia-Africa Region, is appointed EVP, Head of China Business Operations. He reports to Mr. Carlos TAVARES, Chief Operating Officer of Renault.

As of April 1st, 2012, Mr. Gilles NORMAND, currently Corporate Vice President Africa, Middle-East and India at Nissan, is appointed SVP, Chairman of Asia-Pacific Region. He reports to Mr. Carlos TAVARES, Chief Operating Officer of Renault. He will be member of the Renault Management Committee. Africa will now be part of Euromed Region.

## ABC Latest Member List

Name	Company	Designation	Location	Industry
Monique Miegemolle	Monique Immobilier	Chairwoman	Paris	Real Estate
Hicham Belmejdoul	Softsecur-IT	CEO	Paris	Information Technology
Dr. Eng. Jasim Ghelan Risun	Al Gelan International Gas Petroleum Services	Chairman	U.A.E.	Oil and Gas Construction, Trading
Bruno J. Beck	Hilti Middle East Fze	Head of Sub Region Near & Middle East	U.A.E.	Construction
Nona Hekmat	Nona Hekmat Creation	Chief Designer	U.A.E.	Fashion Design
Halima Alsayegh	Shomukh	Researcher	U.A.E.	Jewelry & Cultural Design
Uddhav Giri	Himalayan Connection	Owner	USA	Human Resources
Richard Anthony Pudner	Emirates NBD	CEO	U.A.E.	Banking
Gulnara Galyamova	BTA Bank, Dubai Branch	Chief Representative	U.A.E.	Banking
James Hogan	Etihad Airways	CEO	U.A.E.	Aviation
Hareb Al Muhairy	Etihad Airways	VP For Sales	U.A.E.	Aviation
Dato» Hazimah Zainuddin	Hyrax Oil Sdn Bhd	Founder And Managing Director	Malaysia	Oil and Gas
Lv Jun	Huawei Tech	General Manager	U.A.E.	Information and Communications Technology
Stephen Wong	Hong Kong Trade Development Council (HKTDC)	Regional Director / Middle East & Africa	U.A.E.	Trade Center
Dr. Khafer Massaad	RAKIA	CEO	U.A.E.	Government
Amer A.A. Al Aloul	Global Glass Solutions Llc	Managing Director	U.A.E.	Aluminum and Glass Manufacturing / Building Materials
Jamil Fayad	Zamil Steel Industries RAK Llc	General Sales Manager	U.A.E.	Steel Products Manufacturing
Suhail Bin Ahmed	Happy Yummy General Trading	Owner & Managing Director	U.A.E.	General Trading



<b>Abdullah A. Ajmal</b>	Ajmal Perfumes	General Manager	U.A.E.	General Trading
<b>Kirill A. Vishensky</b>	Logis Middle East DMC Co.	CEO	U.A.E.	Transport and Logistics
<b>Adriano Ruchini</b>	Minerva	President-CEO	Italy	Facilities Management
<b>Amit Dhamani</b>	Dhamani Jewels LLC	CEO & Managing Director	U.A.E.	Jewelry
<b>Kazimierz Chominiec</b>	Kuznica Kollatajowska Ltd.	CEO	Poland	Real Estate
<b>Peter Machon</b>	Sanne Group Dubai Ltd.	CEO	U.A.E.	Financial Services
<b>Dr. Eesa Mohammad Bastaki</b>	ICT Fund	CEO	U.A.E.	Financial Services
<b>Grigore Comanescu</b>	Comprest UTL S.R.L.	General Manager	Romania	Construction
<b>Florin Baci</b>	Inversolar Energy	CEO / Owner	Romania	Renewable Energy
<b>Jassem Mohamed Al Bloushi</b>	Sharjah Tatweer Forum	Chairman	U.A.E.	Non-Profit Organization
<b>Dr. Nairouz Bader</b>	Vision Executive Search	CEO	U.A.E.	HR
<b>Dr. Mohammad Tariq</b>	Axis Auditing And Accounting	Resident Partner	U.A.E.	Financial Services
<b>Gaya Zhakenova</b>	Logis Middle East DMC Co.	Business Development Manager	U.A.E.	Logistics and Supply Chain
<b>Omar Sultan Al Mesmar</b>	Dubai Investments Park Development Company	General Manager	U.A.E.	Real Estate
<b>Obaid Mohammed Al Salami</b>	Dubai Investments Real Estate Company	General Manager	U.A.E.	Real Estate
<b>Shukri Salem Al Mehairi</b>	Dubai Investments Industries	General Manager	U.A.E.	Finance and Investments
<b>Khalid Bin Kalban</b>	Dubai Investments	MD & Chief Executive Officer	U.A.E.	Finance and Investments
<b>Sheikha Dr. Hind Al Qassimi</b>	Emirates Business Women Council	Chairwoman	U.A.E.	Non-profit Organization
<b>Aqil Al Bastaki</b>	Bastaki International General Trading	General Manager	U.A.E.	General Trading
<b>Celine Rauwel</b>	Cardissa SARL	Chairwoman	Paris	Luxury Goods & Jewelry

## Arab Business Club First Middle East Free Zone Meeting: 25 Apr 2012

The Middle East Free Zone Meeting aims to be the foremost annual gathering of regional and international business leaders, top industry players, decision makers and their global counterparts. The meeting is open to Arab Business Club Members, CEOs, Free Zone Authorities, Business Owners, and Top Management Executives.

## Banking & Finance Conference: 30 May 2012

The program for the 2012 Banking and Finance Conference is designed in a way that participants can interact and have opportunities to exchange ideas on critical banking and financial issues facing the current economy in context of the global financial and economic meltdown. After the event, delegates are poised to come up with solutions to achieve sustainability.

## Ramadan Iftar 2012: 8 Aug 2012

The 2012 Ramadan Iftar reception aims to be the foremost annual gathering of the Arab Business Owners and C-Level management of companies from all kinds of industries.

The program for the 2012 Ramadan Iftar reception will involve honoring our members and friends from all traditions. Since sharing and appreciation is one of the essential components of Ramadan, the Arab Business Club will also take this opportunity to share and interact during holy month.

## Health & Care Conference: Oct 17, 2012

The Health & Care conference aims to be the foremost annual gathering of the Arab Business Owners and C-Level management from Hospitals, Ministries of Health, Health Care City Hospitals, Pharmacies, Doctors, Medical Suppliers and Medical HR.

The program for the 2012 Health & Care Conference is designed to provide an unrivalled platform for the world's leading manufacturers, wholesalers and distributors to meet the medical and scientific community from the Middle East and beyond.

## Energy, Gas & Oil Conference: Nov 28th, 2012

The Energy, Gas & Oil conference aims to be the foremost annual gathering for the Arab Business owners and C-Level management Oil and Gas Industries, Petroleum Companies, Oil Logistics and Investors in Oil and Gas.

The program for the 2012 Energy, Gas & Oil Conference is the place where oil and gas industry professionals get together to experience, discover, network, discuss and debate core industry issues.

## Fashion, Design and Photography Event: 17-18 of Dec 2012

The 2012 Art Work, Fashion, Design & Photography Conference main objective is to allow artists to express themselves through their work. It also aims to enable the participants to meet and interact with business owners and fellow artists, showcasing their products, network and create business opportunities.

This event is for CEOs, Business Owners, C-level Management from Clothes and Hand Craft Retail Industry, Fashion Designers, Interior Designers, Painters, Jewelry Designers and Photographers.

## Arab Business Club Welcoming 2013: 19 Dec 2012

Welcoming 2013 event will be the foremost annual gathering for business owners and C-Level management from all business sectors and industries, the Club's old and new members, sponsors and board members.

The program for the Welcoming 2013 is aimed to thank all active members, sponsors, and to have an overview of top achievers for the year; while giving us a clear overview and glimpse into 2013.

**For registration enquiries:**

Arab Business Club T: +971 04 358 3000 Email: [events@arabbusinessclub.org](mailto:events@arabbusinessclub.org) Website: [www.arabbusinessclub.org/event](http://www.arabbusinessclub.org/event)



## Mark your calendar

**April 5, 2012**  
Arab Business Club  
Networking Event Alpe  
Adria Event  
Gorizia - Italy

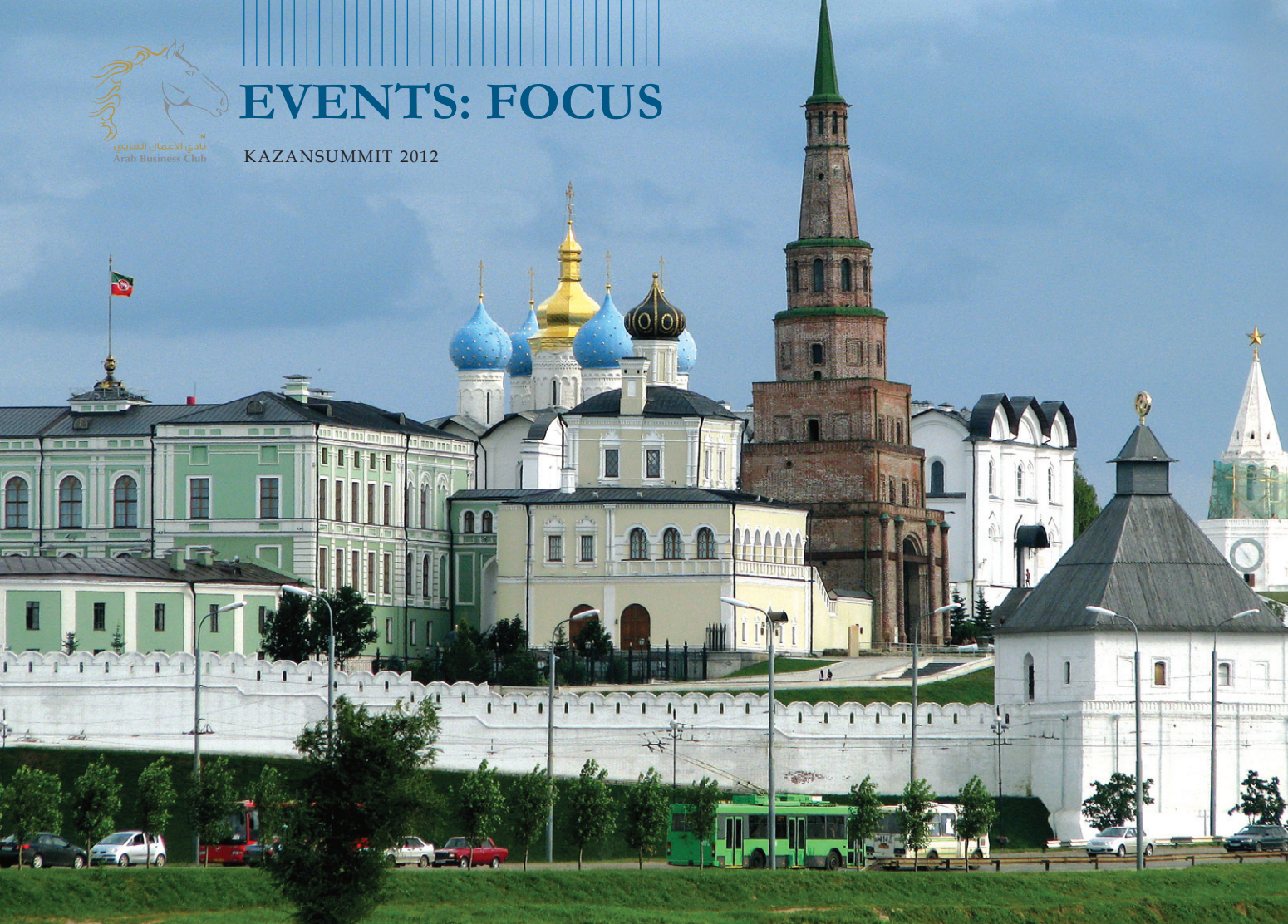
**May 21, 2012**  
Kazansummit 2012 Iv  
International Islamic  
Business & Finance  
Summit Kazan - Russian

**June 4, 2012**  
Building Iraq  
Baghdad International Fair  
Ground  
Baghdad - Iraq

**June 22, 2012**  
Arab Business Club  
Networking Events  
Palace Of Parliament  
Bucharest - Romania

**September 7, 2012**  
Arab Business Club  
Networking Event -  
Falkensteiner Club  
Zadar - Croatia

Event	Details	Contact	Venue
<b>2 - 4 Apr 2012</b> <b>World Ports And Trade Summit, 2012</b>	Summit will deliver an unprecedented exchange of information on the future of ports and shipping and will present some of the most ambitious projects ever attempted.	<a href="http://www.worldportsandtrade.com">www.worldportsandtrade.com</a>	<b>Dubai</b>
<b>23 - 24 Apr 2012</b> <b>Arab Future Cities Summit 2012</b>	Gathering for city leaders, government officials and developers to share strategies and practices to implement a smart and sustainable future for the cities of tomorrow.	<a href="http://www.arabfuturecities.com">www.arabfuturecities.com</a>	<b>Doha</b>
<b>23 - 24 Apr 2012</b> <b>Middle East Homeland Security Summit</b>	Summit will discuss the challenges that the governments and homeland professionals face in their fight against terrorism and offer possible technological solutions.	<a href="http://www.fleminggulf.com">www.fleminggulf.com</a>	<b>Abu Dhabi</b>
<b>2 - 3 May 2012</b> <b>6th Tmt Finance &amp; Investment Middle East Conference And Awards</b>	Technology related investment bankers, policy makers, financiers and professional advisers will come together to debate investment strategy, M&A and financing.	<a href="http://www.tmtfinance.com/">www.tmtfinance.com/</a>	<b>Dubai</b>
<b>6 - 9 May 2012</b> <b>Oman Power &amp; Water Summit 2012</b>	Event will provide key stakeholders with informative updates on Oman's power and water projects as well as useful industry insights.	<a href="http://www.omanpowerandwater.com">www.omanpowerandwater.com</a>	<b>Muscat</b>
<b>19 - 20 May 2012</b> <b>Entrepreneurial Women Working From Home Via Internet Conference</b>	The event aspires to create a networking platform that provides opportunities to invaluable business connections for women everywhere.	<a href="http://www.datamatixgroup.com">www.datamatixgroup.com</a>	<b>Dubai</b>
<b>22 - 23 May 2012</b> <b>Convergence Summit 2012</b>	The convergence of media, telecom and information technology pushes disconnected players to operating in a merged segment. This carries threats to existing business models, but also bears new opportunities for new models.	<a href="http://www.arabadvisors.com">www.arabadvisors.com</a>	<b>Amman</b>
<b>28 - 30 May 2012</b> <b>7th Middle East Energy Security Forum</b>	Insight into case studies that demonstrate inventive approaches to physical security management, risk mitigation, intelligence strategies and operational continuity.	<a href="http://www.fleminggulf.com">www.fleminggulf.com</a>	<b>Abu Dhabi</b>
<b>29 - 30 May 2012</b> <b>Qatar Transport 2012</b>	To address the realities, impediments, commercial opportunities and growth areas related to Qatar's transport sector.	<a href="http://www.qatartransportconference.com">www.qatartransportconference.com</a>	<b>Doha</b>



# Destination **KAZAN**

This year's KAZANSUMMIT 2012 will facilitate promotion of economic relations between Russia and the member states of the OIC, attract direct investments and develop international trade and economic relationships.





#### INDUSTRIES TO BE REPRESENTED

- Chemicals & Petrochemicals
- Machinery & Automotive Parts
- IT & Telecommunications
- Agriculture
- Construction Building Materials
- Healthcare & Pharmaceuticals
- Service Industry & Tourism
- Halal Industry

**T**atarstan Investment Development Agency, in joint cooperation with IBFD Foundation, is on track for this year's investment forum titled: KAZANSUMMIT 2012. Slated for May 17th – 18th, the IV International Summit will be held under the theme: Economic cooperation of Russia and the Organisation of Islamic Countries (OIC).

The event will be held in the Republic of Tatarstan - Kazan, which is one of Russia's most economically developed regions and the center of the industrial heartland. the KAZANSUMMIT 2012 will be held under the auspices of the Council of the Federal Assembly of the Russian Federation; and under the patronage of the President of the Republic of Tatarstan, with the support of OIC and the Islamic Development Bank.

Supported by major financial corporations and government organizations,

the main objective of this year's summit is to facilitate the promotion of economic relations between Russia and the member states of the OIC; attract direct investments; and develop international trade and economic relationships. The KAZANSUMMIT 2012, according to the organizing committee, has already got a worldwide acceptance and reputation as Russia's main platform for cooperation with Asia and the Middle East. More than 40 nations have already confirmed their participation in this event.

#### Program

This year's program will include a Strategic Forum, an annual platform where delegates will discuss the common strategies for improving trade and investment inflows between Russia and the OIC countries.

There will also be an Investment Forum, where regions different regions

will present investment projects and opportunities. The Islamic Economics and Finance Conference will provide an opportunity to discuss different aspects of introducing, implementing and using the Islamic financial instruments in Russia and the OIC member countries.

Other topics of discussion will include bilateral relations between participating countries, roundtable discussions on major issues affecting the global financial systems; and signing of Memoranda of Understanding (MoU's).

KAZANSUMMIT is expected to bring together representatives of governmental authorities and financial institutions, ambassadors of foreign countries, prominent businessmen, investors, scholars and delegations from Russia, member countries of the OIC, the CIS countries and Europe. ABC





Left to Right: ABC Chairman, Hamdan Mohamed; SGS CEO Walid Chaar, Dana Gas CEO Ahmed Al Arbeed; and Karim Smaira, Merck Serono VP Intercontinental, during the Arab Business Club October Event



Business networking: Members of Arab Business Club share contacts, while Hamdan Mohamed the Club's Chairman, looks on. Right: Ahmed Al Arbeed of Dana Gas addressing the conference



Hamdan Mohamed with H.E Heru Sudradjat, Indonesia's Consul for Economic Affairs



Hamdan Mohamed with Shaikah Dr. Hind A.Al Qasimi Chairwoman of Emirates Business Women Council





**Business strategies:** Members of the Arab Business Club listening to a presentation on best business practices



**Dr. B.R. Shetty, CEO of UAE Exchange, with ABC members**



**Sharing knowledge:** Club Chairman, Hamdan Mohamed, delivering a key note speech



**Dr. Khatter Massad, CEO of RAKIA, explaining RAKIA's contribution to economic growth of UAE**



**Trustworthy relations:** Members use the Club's events as a platform to build strong business relations





Jassem Mohamed Al Bloushi, the Chairman Sharjah Tatweer Forum, introducing the forum in France



Suhail Bin Ahmed (left), Owner of Happy Yummy General Trading



Celine Rauwel (right) with the conference delegates during the ABC event in France







**Breaking Barriers:** The Arab Business Club event in France sought to break barriers to doing business



**Networking and building relationships** were a key element during the France Event



**Trust:** Jasem Mohamed Al Bloushi (right) with cementing relations with one of the attendees during the France Event





Winners of the Golden Chariot Award. In the middle is the President of the Russian Business Council in the UAE



Mr. Hamdan Mohamed, Chairman of Arab Business Club



RBC Chairman, Dr. Igor Egorov, handing over an appreciation award to Hamdan Mohamed, recognizing the Arab Business Club's support to the business world





H.E. Sheikha Lubna Al Qasimi, the UAE Minister of Foreign Trade (left) handing over the appreciation award to Sarah Shuhail, the Executive Director of Ewa'a Shelters. Sarah was honoured for the CEO Middle East's Outstanding Contribution to Humanitarian Causes

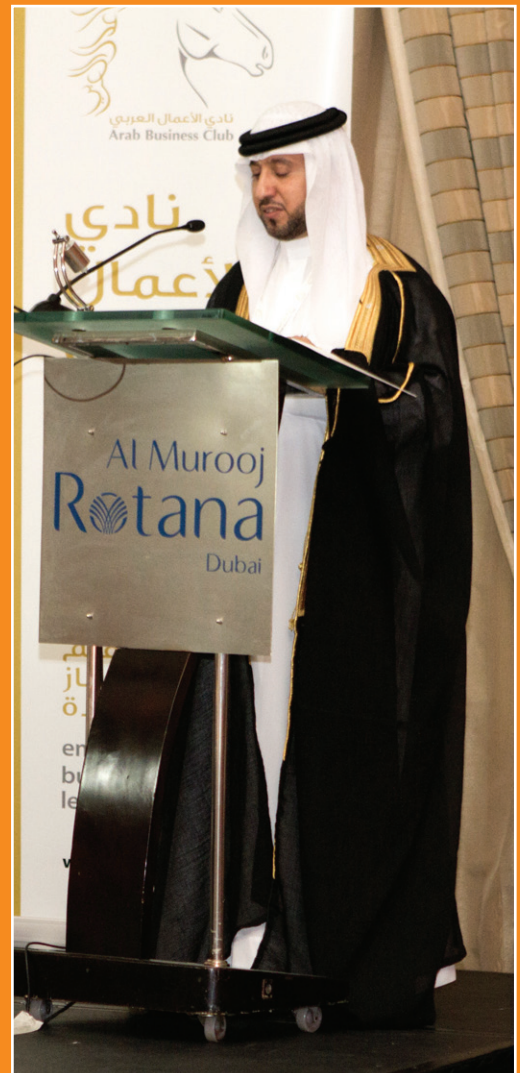


Hamdan Mohamed with Elissa, a Lebanese singer and holder of the World Music Award for best selling artist in the Middle East. Right is Sara Ismail Mohammed (CEO Al Bashayer) and Fatima Al Jaber (far right) is COO of Al Jaber Group. Elissa, Sara and Fatima were ranked number 77, 89 and 7 respectively





**Business Chat:** Some of the attendees at the ABC October Networking Event



**Hamdan Mohamed** sharing ABC strategies for 2012



**The Networking Effect:** Delegates at the ABC Networking Event, exchanging contacts



**Gaya Zhakenova** (left), Business Development Manager and **Kirill Vishensky** (right), CEO of Logis Middle East DMC Co.



Left to right: **Ksenia Kirsanova**, GM of Art Labs FZC; **Rateb Mecheal** of UNI-G FZ and **Chris Dodge**, Director of Business Development of Gulf Beauty





Diplomatic Relations: (Up) Delegates from government agencies enjoying a meal during the event. (Down) Investment gurus listening attentively



ABC Chairman, Hamdan Mohamed (right) giving an appreciation award to ABC's Ambassador in Bahrain ,Seema Ahmed Al - Langawi



Karim Smaira (left) VP of Intercontinental Merck Serono, with Robert Blum President, Cerle Diplomatique - Geneva



# Business Councils and Chambers of Commerce & Industry

Name Of The Organization	Country / City	Address	Contact No.	Fax No.
Lebanese Business Council	UAE	<a href="http://www.lbcdubai.com">www.lbcdubai.com</a>	04 324 8121	04 324 8122
Italian Business Council	UAE	<a href="http://www.italianbusinesscouncil.com">www.italianbusinesscouncil.com</a>	04 321 3082	04 321 3083
Iranian Business Council	UAE	<a href="http://www.ibc.ae">www.ibc.ae</a>	04 335 9220	04 335 9022
International Business Women'S Group	GLOBAL	<a href="http://www.ibwgduhai.com">www.ibwgduhai.com</a>		
Indian Business And Professional Council, Dubai	UAE	<a href="http://www.ibpcdubai.com">www.ibpcdubai.com</a>	04 332 4300	04 332 5655
German Business Council	UAE		04 447 0579	04 447 0101
French Business Council Of Dubai And Northern Emirates	UAE	<a href="http://www.fbcdubai.com">www.fbcdubai.com</a>	04 312 6700	04 335 2120
Danish Business Council Dubai	UAE	<a href="http://www.danishbusinessdubai.com">www.danishbusinessdubai.com</a>	050 625 0092	04 348 0899
Canadian Business Council Of Dubai And The Northern Emirates	UAE	<a href="http://www.cbc-dubai.com">www.cbc-dubai.com</a>	04 359 2625	04 359 1026
Bulgarian Business Council In Dubai	UAE	<a href="http://www.bulgaria-dubai.com">www.bulgaria-dubai.com</a>	050 456 7201 050 655 2453	
British Business Group Dubai And Northern Emirates	UAE	<a href="http://www.bbg.olasoft.com">www.bbg.olasoft.com</a>	04 397 0303	04 397 0939
Australian Business Council Dubai	UAE	<a href="http://www.abc-dxb.com">www.abc-dxb.com</a>	04 367 2437	04 367 8640
American Business Council Of Dubai And Northern Emirates	UAE	<a href="http://www.abcdubai.com">www.abcdubai.com</a>	04 340 7566	04 340 7565
Netherlands Business Council For Dubai And The Northern Emirates	UAE	<a href="http://www.nbcdubai.com">www.nbcdubai.com</a>	050 559 2272	04 366 4040
Australian Business Council Dubai (Abcd)	UAE	<a href="http://www.abc-dxb.com">www.abc-dxb.com</a>	04-367-2437	04 367 8640
Cyprus Trade Centre, UAE	UAE	<a href="http://www.ctcdubai.org">www.ctcdubai.org</a>	04-228-2411	04 227 5700
Canadian Business Council Of Abu Dhabi (Cbc-Abu Dhabi)	UAE	<a href="http://www.cbcbudhabi.com">www.cbcbudhabi.com</a>	02-446-7223	02 446 7224



Name Of The Organization	Country / City	Address	Contact No.	Fax No.
Turkish Business Council Of Dubai And The Northern Emirates	UAE	www.tbcdubai.org	04 299 8400	04 299 8489
Syrian Business Council	UAE	www.dubaisyria.com	04 335 0524	04 335 0528
Swiss Business Council	UAE	www.swissbcuae.com	04 321 1438	04 321 1518
Spanish Business Council	UAE	www.spanishbusinesscouncil.ae	04 883 4344	04 883 4744
South African Business Council - United Arab Emirates	UAE	www.sabcuae.org	04 390 0433	04 366 450
Riyadh Chamber Of Commerce And Industry	SAUDI ARABIA	www.riyadhchamber.com	+966(1)4040044	+966(1)4041947
Iraqi American Chamber Of Commerce & Industry	JORDAN	www.i-acci.org	+962(6)5689477 55689455	+962(6)5688710
Iraqi American Chamber Of Commerce & Industry	IRAQ	www.i-acci.org	+964(1)7761601	+964(1)7761603
Sana'a Chamber Of Commerce & Industry	YEMEN		+967(1)232361	+967(1)232412
Abu Dhabi Chamber Of Commerce & Industry (Acci)	ABU DHABI	www.adcci-uae.com	+971(2)6177382/ 6214000	+971(2)6177389 / 6215867
Ramallah Chamber Of Commerce & Industry	PALESTINE		+972(2)9956043	+972(2)9955052
Jeddah Chamber Of Commerce & Industry	SAUDI ARABIA		+966(2)6515111	+966(2)6517373
Hebron Chamber Of Commerce & Industry	PALESTINE		+972(2)9928218/ 9927491	+972(2)9927490
Dubai Chamber Of Commerce & Industry ( Dcci )	UAE	www.dcci.org	+971(4)2280000/ 2221181	+971(4)2211646
Bahrain Chamber Of Commerce & Industry	BAHRAIN	www.bahrainchamber.org.bh	+973 175 7666	+973 175 6000
Kuwait Chamber Of Commerce & Industry	KUWAIT	www.kcci.org.kw	+965 2433855	+965 2404110
Chamber Of Commerce & Industry Eastern Province - Saudi Arabia	SAUDI ARABIA	www.chamber.org.sa	+966(3)8598023	+966(3)8570385
French Chamber Of Commerce And Industry In Jordan ( Cafraj )	JORDAN	www.cafraj.org	+962(6)4633091	+962(6)4633090

## CHAMBERS OF COMMERCE AND INDUSTRY

Name Of The Organization	Country / City	Address	Contact No.	Fax No.
Al-Jouf Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 585, Sakaka Saudi Arabia	+966(4)6249060	+966(4)6240108
Qassim Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 444, Buraidah Saudi Arabia	+966(6)3814000	+966(6)3247542
Arar Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 440, Arar Saudi Arabia	+966(4)6623868	+966(4)6624581
Medina Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 443, Madinah Saudi Arabia	+966(4)8225190	
Chamber Of Commerce & Industry For The Eastern Province	SAUDI ARABIA	Po Box 719, Dammam Saudi Arabia	+966(3)8571111	+966(3)8570385
Oman Chamber Of Commerce & Industry	OMAN	Po Box 1400, Ruwi Oman	+968(2)4707674	+968(2)4708497
Makkah Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 1086, Makkah Saudi Arabia	+966(2)5745775	+966(2)5741200
Taif Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 1005, Taif Saudi Arabia	+966(2)7366800	+966(2)7366800
Kuwait Chamber Of Commerce & Industry	KUWAIT	Po Box 775, Safat Kuwait	+965 22423555	+965 22404110
Majma'Ah Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 165, Majma'ah Saudi Arabia	+966 68225380	+966 64322655
Jizan Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 201, Jizan Saudi Arabia	+966 3223763	+966 3223763
Abha Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 722, Abha Saudi Arabia	+966(7)2249488	+966(7)2271919
Baha Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 311, Al Baha Saudi Arabia	+966 (7)7250476	+966(7)7250042
Tabuk Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 567, Tabuk Saudi Arabia	+966 44226056	+9664 4227378
Al-Ahsa Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 1519, Al Ahsa Saudi Arabia	+966 35820458	+966 35875274
Najran Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 1138, Najran Saudi Arabia	+966 75222216	+966 75223926
Yanbu Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 58, Yanbu Al Samiyah Saudi Arabia	+966(4)3224257	+966(4)3226800



Name Of The Organization	Country / City	Address	Contact No.	Fax No.
Abu Dhabi Chamber Of Commerce & Industry	UAE	Po Box 1778, Al Ain	+971(3)7624000	+971(3)7626800
Dubai University College - Dubai Chamber Of Commerce & Industry	UAE	Po Box 14143, Dubai www.duc.ac.ae	+971(4)2242472	+971(4)2242151
American Chamber Of Commerce In Jordan	JORDAN	PO Box 840817, Amman, www.amcham.jo	+962(6)5651860	+962(6)5651862
American Chamber Of Commerce In Egypt	EGYPT	33 Soliman Abaza Stret, Dokki www.amcham.org.eg	+20(2)3381050	+20(2)3389896
Ras Al Khaimah Chamber Of Commerce Industry & Agriculture	RAS AL KHAIMAH	PO Box 87, www.rakchamber.com	+971(7)2333511	+971(7)2330233
Council Of Saudi Chambers Of Commerce & Industry	SAUDI ARABIA	Po Box 16683, Riyadh	+966(1)4053200	+966(1)4024747
Al-Qariat Chamber Of Commerce & Industry	SAUDI ARABIA	Po Box 416, Al Qariat	+966 6423034	
The German Industry And Commerce Office	UAE	Po Box 7480, Dubai	+971(4)3970004	+97143970003
German Arab Chamber For Industry & Commerce	EGYPT	3 Abu El Feda St, Cairo,	+20 7363664	
German - Arab Chamber Of Industry & Commerce	EGYPT	21 Soliman Abaza St., Off Gamet El Dewal El Arabia, Mohandeseen	+20 3368183	+20 23368026
Magicx German Arab Chamber Of Industry & Commerce	EGYPT	5Abu El Feda St Cairo,	+20 7383098	
Prospower Events And Services S.A.R.L.	LEBAPON	Tripoli, www.prospower.com	+961(6)425605	+961(6)425606/7
Chamber Training Institute (Cti)	UAE	PO Box 1778 Al Ain, www.cti.ae	+971(3)7624000	+971(3)7624663
Liban Cables Sal	LEBANON	Po Box 6008-116 Beirut,	+961(1)863970	+961(1)863974
Tunisian Business Council	UAE	PO Box 333361 Dubai	+971 (4) 4509854	+971 (4) 4509856
Union Tunisienne De L'Industrie Du Commerce Et De L'Artisanat	TUNISIA	Rue Ferjani Bel Haj Ammar Cite El Khadra - 1003 Tunis	(216) 71 80 98 80	(216) 71 80 98 99
Business Med	TUNISIA	Rue Lac Maalren App1 Imm Yasmina 1053, Les Berges du Lac- Tunisie www.businessme-med.com	+216 71 960 709	+216 71 965 589

### Internet Cafe and Computer Services

Ref. Code: [abcsm100](#)

Inhernet Café located in International City, Dubai, for sale. The business is located next to Carrefour, France Cluster. The business has amazing services features like computer repairing, graphic designing, computer system housing services, Zerox Laserjet and printer, 28 computers etc.

### Auto Service Centre: \$109,000

Ref. Code: [abcsm104](#)

A 4380 square feet, fully equipped and branded auto service center is for sale in the UAE. The centre already has experienced staff, a valid operating licence and corporate clients. The owner is relocating from UAE. The location is located in Al Qusais, Dubai (industrial area # 3, near Zulekha Hospital).

### Interlock Factory

Ref. Code: [abcsm108](#)

A running and profitable interlock factory is urgently for sale, with all its machines, technologies, equipment, and small office. It's located in Sharjah Inudtrial Zone. All queries will be addressed by phone; as of now.

### Hair, Massage, Nails + Facial Treatment Spa: \$ 94,000

Ref. Code: [abcsm101](#)

An exceptionally neat and tidy hair, nail, massage and spa salon is for sale, to the discerning investor / owner in Jumeirah Lake Towers

- Fresh stock - first time on the market - exclusive & sole mandate
- NO SPONSOR required - Freehold

### Electromechanical Company: \$681,000

Ref. Code: [abcsm105](#)

Well running electromechanical company located in Dubai is for sale. The asking price is \$681,000. the company is running on a profitable terms, with a yearly profit of about \$27,000.

### Car Cleaning Company: \$163,000

Ref. Code: [abcsm109](#)

A well running car cleaning company in a shopping mall for the past 2 years is for sale. The company has a total count of 10 employees; and they are all willing to stay back and cooperate with a new employer. The company has a monthly turnover of about 80,000; with a net profit of about \$8,100.

### Restaurant in Tecom: \$ 545,000

Ref. Code: [abcsm102](#)

A running restaurant in the TECOM area of Dubai, facing Sheikh Zayed Road with nine employees, is for sale.

**Area size** of 3000 sq.ft.

**Annual rent** of \$64,000

**Daily sale** \$1,400

### Running Garage: \$38,000

Ref. Code: [abcsm106](#)

A garage is on sale with complete equipment and trade licence. An investor can buy 100 percent of 50 percent ownership (\$19000 for 50 percent). The annual rent is \$35,000; at three installments.

### Company set up, local sponsor market study

Ref. Code: [abcsm110](#)

For company setup, local sponsor, service agent, and market study contact [hm@wt.ae](mailto:hm@wt.ae)

For information about the listed opportunities or to list yours, please contact [hm@wt.ae](mailto:hm@wt.ae)

### A contract cleaning Company in Sharjah

Ref. Code: [abcsm103](#)

An investor, with 4000 square meters of industrial land in Qatar's Industrial City, is looking for a technological partner to offer project knowledge for setting up and running a petrochemical manufacturing facility. An investor, with 4000 square meters of industrial land in Qatar's Industrial City, is looking for a technological partner to offer project knowledge for setting up and running a petrochemical manufacturing facility.

### Plastic factory for sale (recycling plastic)

Ref. Code: [abcsm107](#)

Plastic recycling factory in Dubai Investment Park (DIP) is for sale. The factory recycles plastic film LDPE and HDPE.

- Size is 2700 Sq
- 10 employees with visa
- Recycle machine cap with daily capacity of four tonnes

### Boat building factory for sale: 1,500,000

Ref. Code: [abcsm111](#)

A mid-sized luxury boat building factory with well trained staff and good location in Dubai, is for sale. The owner is retiring and interested serious parties should contact.



# Turning Nature into Nature

## OUR SERVICES

Vermicompost  
snail breeding  
ecological farming  
horticulture  
biofertilizers



tellurismedin

Tel: +385992363202

Email: [info@telluris-medin.hr](mailto:info@telluris-medin.hr)

[www.telluris-medin.hr](http://www.telluris-medin.hr)



*Soon in  
United Arab Emirates*



*Kujta & Meri*

[www.kujta-meri.eu](http://www.kujta-meri.eu)