



UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY

Industrial Investment Opportunities



Active Pharmaceutical Ingredients

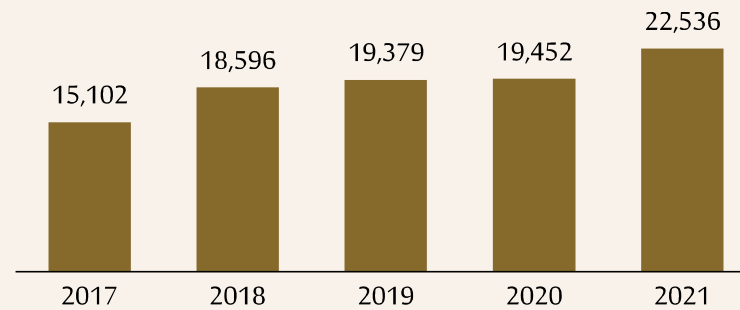
Active Pharmaceutical Ingredients

API is the biologically active component of a drug product (tablet, capsule, cream, etc.) that produces the intended effects

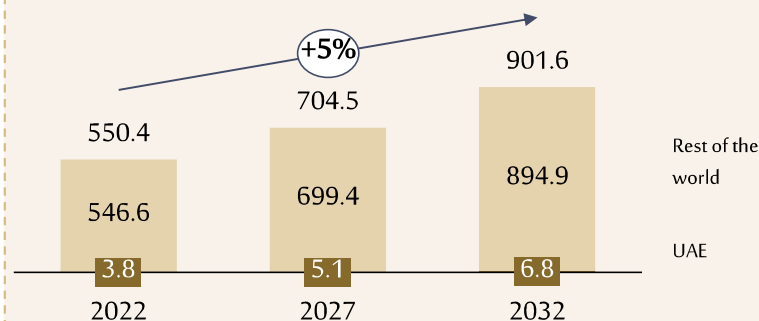
Investment case

- Build 1 API manufacturing plant
- Investment size = AED 42 Mn
- Plant capacity = 1,000 tons per year
- IRR = 7%
- NPV = AED 6 Mn

Medicines Imports to UAE 2017 – 2021 (Mn AED)



Global and UAE API market size 2022 – 2032 (Bn AED)

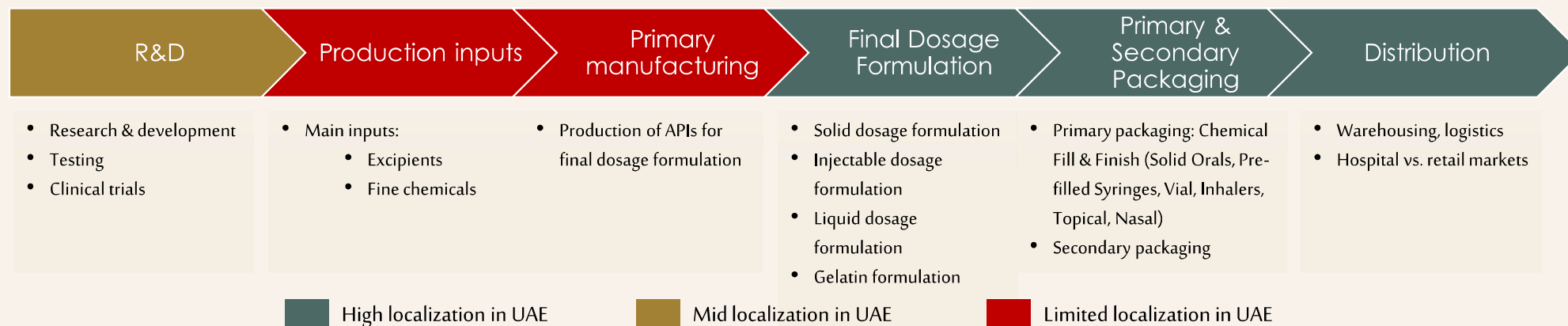


Global trends & demand drivers

- Rising drug research and development activities for drug manufacturing
- UAE's ambitions for healthcare sector and becoming the region's leading medical tourism destination
- Advanced healthcare practices (e.g., digitalization, new treatments and technologies) providing wider access to pharmaceuticals
- Ageing population, sedentary lifestyle, global pandemics leading to rise in chronic diseases and consumption of medicines

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Value chain analysis



Value proposition

- Highly competitive energy costs
- Concentrated demand and potential offtake from ICV participating entities
- API essential for UAE supply chain resilience in pharma
- UAE ranked 16th globally in Ease of Doing Business (WB)
- UAE ranked #10 globally for world class infrastructure in (LPI)
- High quality of life attractive for skilled talent
- 100% foreign business ownership and low VAT (5%)

Enablers

- Up to 80% project financing by Emirates Development Bank
- 2-year grace periods and low interest-rate loans for CAPEX, working capital, and supply chain financing
- Export credit and insurance via Etihad Credit Insurance and AD Exports
- Access to Free Trade Agreements with high-growth markets such as GCC, Arab countries, India, Israel, Indonesia, and others
- Customs exemptions for raw materials