



UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY

Industrial Investment Opportunities



Fiber-optic Cables

Fiber-optic cables

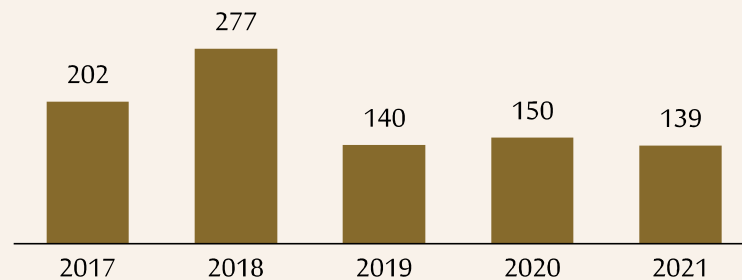
Fiber-optic cables consist of very thin flexible fibers through which light signals can be sent such as internet

Investment case

- Build 1 Fiber-optic cables manufacturing plant
- Investment size = AED 350 Mn
- Plant capacity = 100 kT per year
- Expected IRR = 13%

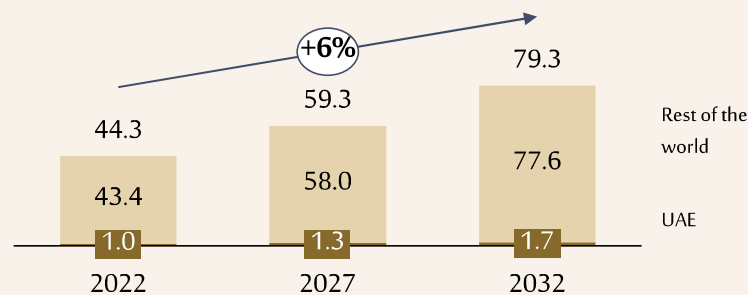
Imports to UAE

2017 – 2021 (Mn AED)



Global and UAE market size

2022 – 2032 (Bn AED)



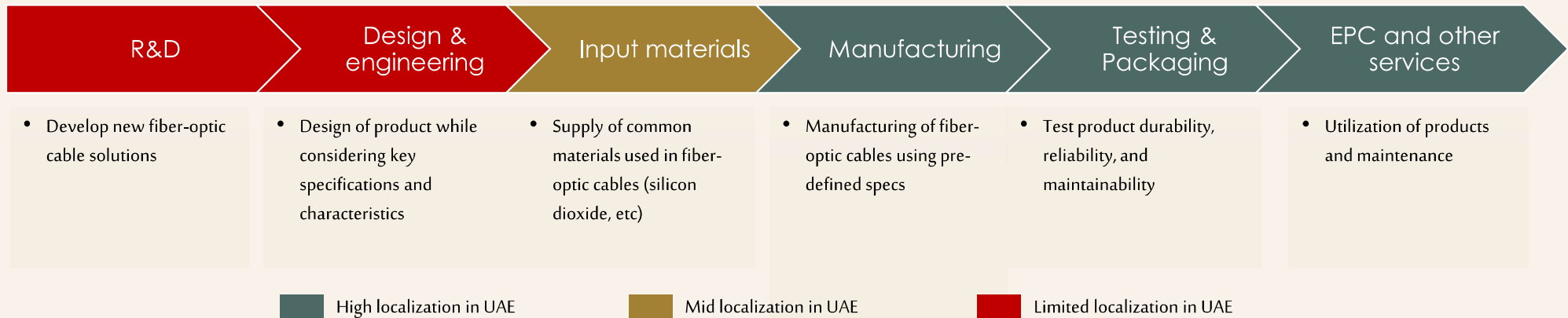
Global trends & demand drivers

- Increasing demand in FTTX and telecommunications industry and technological advancements are primarily responsible for the increased growth of the market
- Use of data traffic from various sources, such as the internet, e-commerce, computer networks, and multimedia
- Growing demand of bandwidth and FTTH, 5G and data center networks in the UAE
- Development and modernization of the infrastructure is a main growth driver for fiber-optic cables, with UAE being most advanced in the region
- UAE to become a digital hub, with the country already a leader in fiber deployment



Fiber-optic cables

Value chain analysis



Value proposition

- Concentrated demand and potential offtake from ICV participating entities (e.g., Etisalat)
- Availability of raw material in steel, mechanical, and electrical equipment
- UAE ranked 16th globally in Ease of Doing Business (WB)
- UAE ranked #10 globally for world class infrastructure in (LPI)
- Strong logistics infrastructure – UAE has busiest port in MENA
- 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