



UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY

Industrial Investment Opportunities

Palm Oil



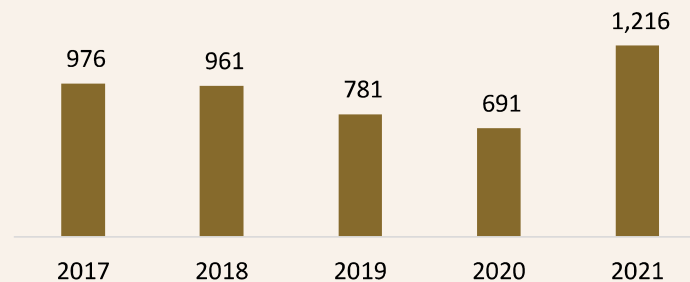
Palm Oil

Edible vegetable oil derived from the oil palms fruit pulp and is used in food manufacturing, beauty products, detergents and biofuel

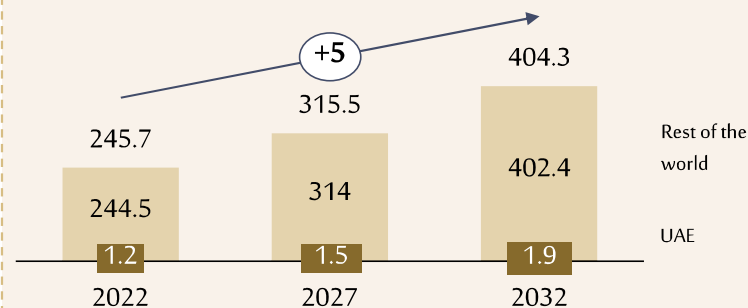
Investment case

- Setup a new large scale palm oil refining and manufacturing facility
- Investment size = AED 350 Mn
- Plant capacity = 60 KT per year
- Expected IRR = 12%
- Expected NPV= AED 142 Mn

Imports to UAE 2017 – 2021 (Mn AED)¹



Global and UAE market size² 2022 – 2032 (Bn AED)



Global trends & demand drivers

- Palm oil market is driven by the high growth in the food & beverage, biofuel, personal care and cosmetics industries
- Increased consumer awareness regarding the health benefits of palm oil compared to its alternatives
- Expanded application to new industries due to wide availability, low production cost and long shelf-life
- Palm oil is one of the fastest growing segments in UAE and GCC vegetable oils market, and is widely used in the bakery and food processing industries

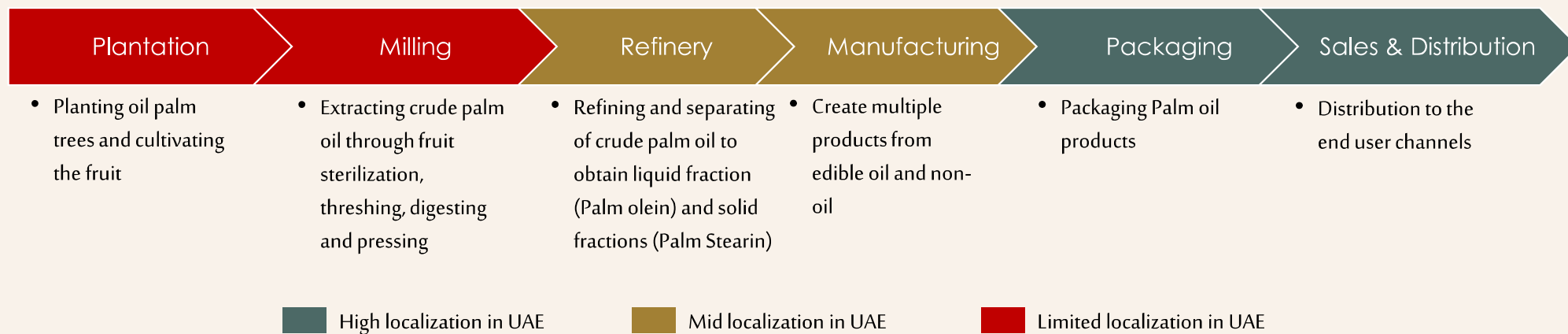
1. Source: UN Comtrade

2. Source: Grandview, Research And Markets, MoIAT Local Production Database



Palm Oil

Value chain analysis



Value proposition

- 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%)
- Strong logistics infrastructure – UAE has busiest port in MENA

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