

Dubai /Germany Bilateral Trade

Q4 2017

Executive Summary

Dubai Overall Trade with Germany

- ,Dubai overall trade volume with Germany registered around 50 Bill AED in 2016 and 10 Billion AED in Q1 2017 , with exports and re-exports sharing 11% of total trade with Germany in Q1 2017 much higher than the share of 7% in 2016
- Dubai trade with Germany shared about 18% of Dubai trade with all Europe in Q1 2107
- **Cables and wires and unwrought aluminum** were the leading exports from Dubai to Germany in Q1 2017 ,both are major products by Dubai

Dubai F&B Capabilities and Current Trade with Germany

- All F&B exports and re-exports from Dubai stood at 22 Bill AED in 2016 having a share of around 11% of total trade from Dubai ,leading F&B exports included: **sugar, chocolates, dairy products, fruit juices, vegetable oils and tea**
- Exports of F&B from Dubai to Germany in 2016 though currently small in volume but are fairly diversified, among the leading exports are, **tobacco, tea, vegetable oils, fruit juices., and jams. Other products, in smaller values ,include specialty products like extracts for perfumery and pharma and flavors**

- While the German market offers vast opportunities for these products in future

Opportunities for UAE F&B in Germany

- Germany is a leading economy in Europe and the largest market for many food products, while the German mass grocery –retail sector is highly developed s
 - The German market offers immense opportunities for exporters and re-exporters from Dubai and UAE. in **high value added convenience and organic food**. Germany is considered the largest market in Europe for organic food
 - While mineral and spring waters and carbonated drinks demand is on increase
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I. Overall Trade with Germany

Dubai Trade with Germany Q1 2107(Overall)

- Dubai overall trade with Germany registered around 10 Billion AED Q1 in 2017 ,exports and re-exports shared 11% of total trade with Germany
- Dubai trade with Germany shared about 18% of Dubai trade with all Europe

	AED	SHARE
EXPORT	392,771,393	4%
IMPORT	8,526,785,215	89%
RE-EXPORT	699,570,921	7%
GRAND TOTAL	9,619,127,529	100%

Its trade

1. Dubai Trade with Germany 2016 (Overall)

- For the Full year 2016 ,overall trade registered around 50 Bill AED
- With exports and re-exports accounting for a share of 7%

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	AED	SHARE
EXPORT	1,368,863,226	3%
IMPORT	46,390,785,992	93%
RE-EXPORT	2,143,786,712	4%
GRAND TOTAL	49,903,435,930	100%

Source: Dubai Customs

إحدى مؤسسات دائرة التنمية الاقتصادية - حكومة دبي
An Agency of the Department of Economic Development - Government of Dubai

مؤسسة دبي لتنمية الصادرات
DUBAI EXPORTS



Dubai Top Traded Products with Germany Q1 2107

- Cables and wires and unwrought aluminum were leading exports ,both are major products by Dubai
- Re-exports are fairly diversified and comprise instruments and engines

EXPORT	AED
Insulated wires& cables	75,598,689
Parts of goods	60,897,278

Unwrought aluminum	48,264,693
Unwrought gold	41,958,341
Electric accumulators	40,870,138
IMPORT	
Aircraft & spacecraft	2,171,362,945
Vehicles	636,133,312
Medicaments	326,035,934
Parts of motor cars	289,545,824
Blood& fractions for diagnosis	157,176,293
RE-EXPORT	
Instruments for demonstration	84,134,334
Ignition/internal combustion engines	77,290,897
Parts of goods	61,672,636
Turbo engines	57,600,647
Vehicles	49,795,590

Source: Dubai Customs

II. Dubai Trade Capabilities in F&B and Opportunities in German Market in F&B

2. Dubai F&B export Capability

- F&B exports and re-exports from Dubai stood at 22 Bill AED in 2016
- F& B achieved a share of around 7% of all exports from Dubai, and 4% of all re-exports as the below table shows

2016

% of exports and re-exports of F&B from Dubai to total exports and re-exports

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	F&B exports /re-export	All exports /re- exports	% F&B exports/re- exports ratio to all exports/re-exports
	AED	AED	
EXPORT	9,352,997,199	143,321,483,777	7%
RE- EXPORT	12,702,295,769	330,426,215,745	4%
Grand Total	22,055,292,968	473,747,699,522	5%

Source: Dubai Customs

3. Top Dubai Food Exports to the world 2016

- Top food exports from Dubai are fairly diversified,
- The major food exports products are sugar ,chocolates, dairy ,fruit juices and vegetable oils

Sugar	2,081,060,776
Chocolates	943,742,597
Dairy	758,216,097
Fruit juices	555,999,479
Vegetable oil refining by products(Cake)	517,647,836
Tea	421,017,333

Food preparations	360,686,045
Dates	312,281,656
Pastry	295,777,642
Water	251,487,676
Crustaceans	214,507,742
Food preparations of flour, Prepared food	200,308,466
	145,783,015
Rape oil	138,342,361
Palm oil	138,178,593
Pasta	136,236,413
Dried vegetables	126,665,819
Other fats& oils	114,086,986
Oil cake	110,269,582
Water	99,909,492
Animal and vegetable oils/fats partly or wholly hydrogenated	76,938,287
Sauces	74,236,694

Source: Dubai Customs

4. Dubai F&B exports to Germany 2016

- Exports of food from Dubai to Germany are also fairly diversified ,among the leading exports are ,tobacco, tea ,vegetable oils fruit juices., and jams. Other products in smaller values include specialty products like extracts for perfumery and pharma and flavours

F&B exports from Dubai to Germany in 2016

2403

AED

TOBACCO

4,783,407

		4,410,486
0902		
	TEA, WHETHER OR NOT FLAVORED.	4,207,735
0804		
	DATES,	1,902,917
1516		
	ANIMAL OR VEGETABLE FATS & OILS AND THEIR FRACTIONS, PARTLY OR WHOLLY HYDROGENATED, INTER-ESTERIFIED, RE-ESTERIFIED OR ELAIDINISED, WHETHER OR NOT REFINED, BUT NOT FURTHER PREPARED.	1,775,925
1518		
	ANIMAL OR VEGETABLE FATS & OILS & THEIR FRACTIONS, BOILED, OXIDIZED, DEHYDRATED, SULPHURISED...,	602,845
0813		
	FRUIT, DRIED, OTHER THAN THAT OF HEADINGS 08.01 TO 08.06...	538,085
1905		
	BREAD, PASTRY, CAKES, BISCUITS AND OTHER BAKERS' WARES,	535,085
2009		
	FRUIT JUICES (INCLUDING GRAPE MUST) AND VEGETABLE JUICES,	509,503
2007		
	Jams, fruit jellies, marmalades, fruit or nut puree and fruit or nut pastes,	411,451
2106		
	Food preparations not elsewhere specified or included.	207,387
2005		
	Other vegetables prepared or preserved otherwise than by vinegar or acetic acid,	168,481
1517		

	Margarine; edible mixtures or preparations of animal or vegetable fats or oils ...	100,600
0713		
	Dried leguminous vegetables, shelled, whether or not skinned or split.	89,695
1602		
	Other prepared or preserved meat, meat offal or blood.	80,884
2202		
	Waters, including mineral waters and aerated waters,	43,207
2008		
	Fruit, nuts and other edible parts of plants,	25,138
2402		
	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes.	21,000
2001		
	Vegetables, fruit, nuts and other edible parts of plants prepared or preserved by vinegar or acetic acid.	18,975
0401		
	Milk & cream, not concentrated nor containing added sugar or other sweetening matter.	9,000
0802		
	Other nuts, fresh or dried, whether or not shelled or peeled.	6,651
0909		
	Seeds of anise, badian, fennel, coriander, cumin or caraway; juniper berries.	6,000
0402		
	Milk & cream, concentrated.	2,700
1302		
	Vegetable saps and extracts; pectic substances,	1,773
2103		
	Sauces and preparations	1,700
1211		
	Plants and parts of plants (including seeds and fruits), of a kind used primarily in perfumery, in pharmacy	1,119
1704		
	Molasses resulting from the extraction or refining of sugar.	638
2101		
	Extracts, essences and concentrates, of coffee, tea or mate and preparations	443

Grand Total

20,462,831

Source: Dubai Customs

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5. Germany F&B sector opportunities

- Germany is a leading economy in Europe and the largest market for many food products, while the German mass grocery –retail sector is highly developed for convenience food and healthy organic food
- The Germany market offers immense opportunities for exporters and re-exporters from Dubai and UAE. in high value added convenience and organic food. Germany is considered the largest market in Europe for organic food
- While mineral and spring waters demand is increasing

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Top food sales in Germany of interest to UAE traders

- Total food sales in Germany will register 141 Billion EUR in 2017 and will grow at an average of 2.5% annually until 2021(see table below)
- Among the top consumptions in food in Germany , products of interest to UAE exporters include: the meat and poultry ,dairy products and sugar and sugar confectionary

Selected Food Sales in Germany

	2014	2015	2016	2017	2018	2019	2020	2021
D, SALES, EURMN	139,244.0	143,192.0	137,844.7	141,003.6	144,075.9	147,361.6	151,254.5	155,266.3
FOOD, SALES, EURMN, % GROWTH Y-O-Y	4.2	2.8	-3.7	2.3	2.2	2.3	2.6	2.7
MEAT AND POULTRY, SALES, EURMN	35,123.5	35,326.9	34,332.8	34,901.7	35,463.0	36,077.7	36,815.6	37,583.7

BILATERAL TRADE

MEAT AND POULTRY, SALES, EURMN, % GROWTH Y-O-Y	8.2	0.6	-2.8	1.7	1.6	1.7	2.0	2.1
DAIRY, SALES, EURMN	20,918.5	21,665.4	20,791.0	21,299.5	21,790.1	22,315.2	22,933.6	23,566.2
DAIRY, SALES, EURMN, % GROWTH Y-O-Y	0.5	3.6	-4.0	2.4	2.3	2.4	2.8	2.8
SUGAR AND SUGAR PRODUCTS, SALES, EURMN	11,343.2	11,523.4	11,337.4	11,439.6	11,546.3	11,669.5	11,823.5	11,989.7
SUGAR AND SUGAR PRODUCTS, SALES, EURMN, % GROWTH Y-O-Y	8.9	1.6	-1.6	0.9	0.9	1.1	1.3	1.4

E/F = BMI ESTIMATE/FORECAST. SOURCE: BMI, NATIONAL STATISTICS

Top beverages sales in Germany of interest for UAE traders

- The beverages consumption in Germany will register 18 Billion EUR in 2017 and annual growth will stabilize at more than 0.5% by 2021(see table below)
- Beverages of interest to UAE exporters in demand in Germany include: Tea, fruit and vegetable juices ,mineral and spring waters

Selected Beverages Sales in Germany

NON-ALCOHOLIC DRINKS SALES (GERMANY 2014-2021)								
	2014	2015e	2016e	2017f	2018f	2019f	2020f	2021f
NON-ALCOHOLIC DRINKS, SALES, EURMN	17,825.0	18,320.0	18,187.2	18,269.5	18,349.6	18,435.3	18,536.8	18,641.4
NON-ALCOHOLIC DRINKS, SALES, EURMN, % GROWTH Y-O-Y	11.3	2.8	-0.7	0.5	0.4	0.5	0.6	0.6
COFFEE, TEAS AND OTHER HOT DRINKS, SALES, EURMN	8,885.5	8,935.1	8,924.2	8,931.2	8,937.3	8,943.0	8,948.8	8,953.5
COFFEE, TEAS AND OTHER HOT DRINKS, SALES, EURMN, % GROWTH Y-O-Y	11.3	0.6	-0.1	0.1	0.1	0.1	0.1	0.1
SOFT DRINKS, SALES, EURMN	8,939.5	9,384.9	9,263.0	9,338.3	9,412.4	9,492.3	9,588.0	9,687.8
SOFT DRINKS, SALES, EURMN, % GROWTH Y-O-Y	11.3	5.0	-1.3	0.8	0.8	0.8	1.0	1.0

BILATERAL TRADE

FRUIT AND VEGETABLE JUICES, SALES, EURMN	5,251.0	5,388.3	5,351.5	5,374.3	5,396.4	5,420.1	5,448.0	5,476.8
FRUIT AND VEGETABLE JUICES, SALES, EURMN, % GROWTH Y-O-Y	11.3	2.6	-0.7	0.4	0.4	0.4	0.5	0.5
MINERAL OR SPRING WATERS, SALES, EURMN	2,234.9	2,355.2	2,322.2	2,342.6	2,362.7	2,384.3	2,410.3	2,437.4
MINERAL OR SPRING WATERS, SALES, EURMN, % GROWTH Y-O-Y	11.3	5.4	-1.4	0.9	0.9	0.9	1.1	1.1
CARBONATED DRINKS, SALES, EURMN	1,453.6	1,641.4	1,589.2	1,621.4	1,653.3	1,687.9	1,729.7	1,773.7
CARBONATED DRINKS, SALES, EURMN, % GROWTH Y-O-Y	11.3	12.9	-3.2	2.0	2.0	2.1	2.5	2.5

E/F = BMI ESTIMATE/FORECAST. SOURCE: BMI, NATIONAL STATISTICS