

Electrical Machinery & Equipment Sector



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Summary

- **The Electrical Machinery sector is one of the leading manufacturing sectors in Dubai, driven by a booming construction sector and a growing export regional market. The sector share 4.3% of the manufacturing value added**
- **The sector gets strategic importance as it forms the foundation for technological innovation ,a policy adopted by Dubai government**
- **A large number of players are engaged in this business in Dubai, covering diversified activities ,ranging from copper cables and wires to switchgear and transformers and distribution panels**
- **Export of electrical machinery from Dubai has increased from 2.4 Bil AED in 2012 to 5.8 Bil AED in 2017 more than doubled , however re-exports stayed more or less stable during the same period**
- **Electrical apparatus ,electric wires and cables ,distribution boards , electrical transformers, and switchgear, were the leading exports from Dubai in 2017 registering ,among them, an export value of 4.2 Bil**
- **Electric control boards, wires and cables and lamps have high export potential and present excellent opportunities for Dubai exporters. The promising markets are: For Electrical**

Control Boards: China, Iraq and India ,for Lamps ,Oman, China and Germany and for Copper Cables & Wires Oman ,Jordan and India

1. Strategic Perspective

Manufacture of electrical equipment is one of the leading sectors in Dubai and UAE driven mainly by the demand of construction sector. Domestic production is preferred because products can be customized to the specific needs ,no inventory is required and the order time is short.The sector witnessed high growth and diversification in tandem with the booming construction sector in UAE

2. Domestic Production



In 2016 the share of the value added of Dubai electrical machinery manufacturing sector out of the total manufacturing value added registered 4.3%,the corresponding world ratio in 2015 was 4.1% and for industrialized economies it was 4%

Profile of the manufacture of electrical equipment sector in Dubai 2016

AED

%of manufacturing sector Value added	Number of employees	Employees compensation	Value added	Intermediate consumption	% of total manufacturing production	Production
3.5	8,897	649,055,040	1,347,455,850	3,756,952,041	4.3	5,104,407,891

Source :Dubai Statics Center(manufacturing survey 2016)

3. Global Production

Share of manufacturing value added of electrical machinery and apparatus n.e.c., by industrialization level of nations and worldwide, 2000, 2005 and 2015 (percent)

Industrialized economies			Developing and emerging industrial economies			World		
2006	2010	2015	2006	2010	2015	2006	2010	2015
4.3	4.3	4	3.4	4	4.3	4.1	4.2	4.1



Industrialized economies shred 58.4% of world value added of electrical machinery production and developing and emerging economies 41.6% in 2015.

UNIDO Industrial Development report 2018

4. Manufacturing Sub-activities and Main Players in Dubai



The electrical Machinery & equipment manufacturing sector in Dubai is a highly diversified sector covering 20 sub-activities, the largest number of production activities is in Electrical Motors & Generators and Power Distribution Equipment. A large number of players are engaged in the industry

ISIC code	Manufacturing Activity	Number of units operating in the activity	Main Players
311001	Electrical motors & generators	12	Diesel System International Tel 3241150 Techniq International Tel 8809890
311002	Power transformers	9	Emirates Transformers & Switchgear Tel 8816288
311003	Transformers & switchgear repair & maintenance	1	Emirates Transformers & Switchgear Tel 8816288
311004	Power generators & transformers assembly	6	Solar Power Solutions Tel 3296299
311006	Solar panels assembly	1	Solar Power Solutions Tel 3296299
312001	Power distribution equipment	28	Emirates Transformers & Switchgear Tel 8816288
312004	Power control switchgear & distribution panels	7	Al Ghandi Switchgear Industry

313001	Power distribution cables	2	Dubai Cables Tel 8082500 Mepcab Tel 886 2548
313002	Power supply wires	3	Dubai Cables Tel 8082500 Mepcab Tel 886 2548
313003	Telecom wires	2	Mepcab Tel 886 2548 Works Middle East Tel 299 4659
313004	Fiber optic wires & cables	1	Mepcab Tel 886 2548
313005	Auto electrical wires	2	Kromberg & Schubert ,Middle East Tel 8838182 Mepcab
313006	Conductors & cable joints	2	Mepcab Tel 886 2548 Dubai Cables Tel 8082500
313007	Power supply wires & accessories	1	Power Center Tel 285 5504
314001	Batteries	1	Exide Al Dobowi Ltd Tel 883 6661
315001	Electric lamps	7	A.W. Rostamani Lumina Tel 347 5119

			Brass Light Int. Tel 8873539 General Led Tel 701 7901 Gulf Advanced Lighting Tel 881 7485 Megalite Tel 881 79
315002	Lamp base and accessories	8	A.W.Rostamani Megalite Tel 881 7900 Zoom Lux
315003	Neon signs	93	
315007	Light fittings & fixtures assembly	3	Emerson Tel 883 2828 Ge Lighting Tel 713 12 18
319001	Remote control system	3	Megatch Control Tel 883 0022 Silver Tech M.E Tel 883 7070 Systems Industrial Automation Tel 888 6717

Source: Dubai Commercial Directory

5. Foreign Trade

World Trade

Electrical machinery & equipment led world merchandize exports and have registered an export value of 2446 Billion US\$ in 2017 and achieved a growth rate of 5% in 2017 on 2016

Dubai Foreign Trade



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Dubai Foreign Trade Trend 2012-2017

ELECTRICAL MACHINERY AND EQUIPMENT AND PARTS THEREOF HS 85

AED

	2017	2016	2015	2014	2013	2012
EXPORT	5,809,049,952	3,134,146,817	2,921,580,249	2,778,423,808	3,075,861,159	2,418,899,319
IMPORT	161,981,337,247	158,207,920,905	164,909,327,135	160,422,853,967	135,594,461,010	101,951,111,599
RE-EXPORT	85,111,207,230	78,181,083,370	94,279,402,547	98,436,673,132	101,340,809,627	75,356,487,930
Grand Total	252,901,594,429	239,523,151,092	262,110,309,931	261,637,950,907	240,011,131,796	179,726,498,848

Top exports



Electrical apparatus ,electric wires and cables ,distribution boards , electrical transformers, and switchgear, were the leading exports from Dubai in 2017 registering ,among them, an export value of 4.2 Bil AED

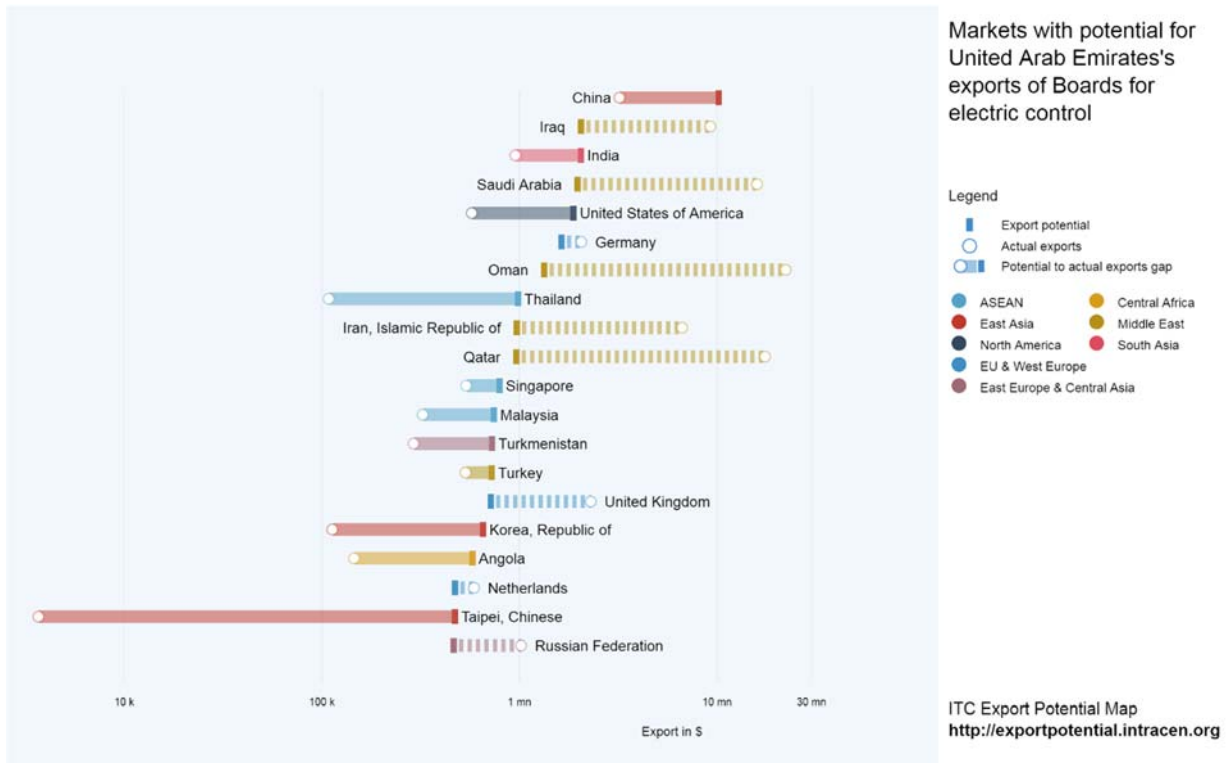
Top Electric Equipment Exports 2017

8517		
	Electrical apparatus for line telephony or line telegraphy,	1,983,573,699
8544		
	Insulated (including enamelled or anodised) wire, cable	1,295,447,209
8537		
	Boards, panels, consoles, desks, cabinets and other bases,,	528,318,699
8504		
	Electrical transformers, static converters (for example, rectifiers) and inductors.	274,559,988
8535		
	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits (.....	115,209,189
8536		
	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits ...	47,938,604
8528		
	Reception apparatus for television	35,031,579
8502		
	Electric generating sets and rotary converters.	29,038,949
8546		
	Electrical insulators of any material.	8,225,936
8539		
	Electric filament or discharge lamps....	2,901,237
8543		
	Electrical machines and apparatus, having individual functions, not specified or included elsewhere in this Chapter.	1,664,517
9001		
	Optical fibres and optical fibre bundles...	599,861
8527		
	Reception apparatus for radio-telephony, radio-telegraphy or radio-broadcasting, ...	541,501
8501		
	Electric motors and generators (excluding generating sets).	216,156
8512		
	Electrical lighting or signaling equipment (...)	198,100
Grand Total		4,323,465,224

6. Export Opportunities

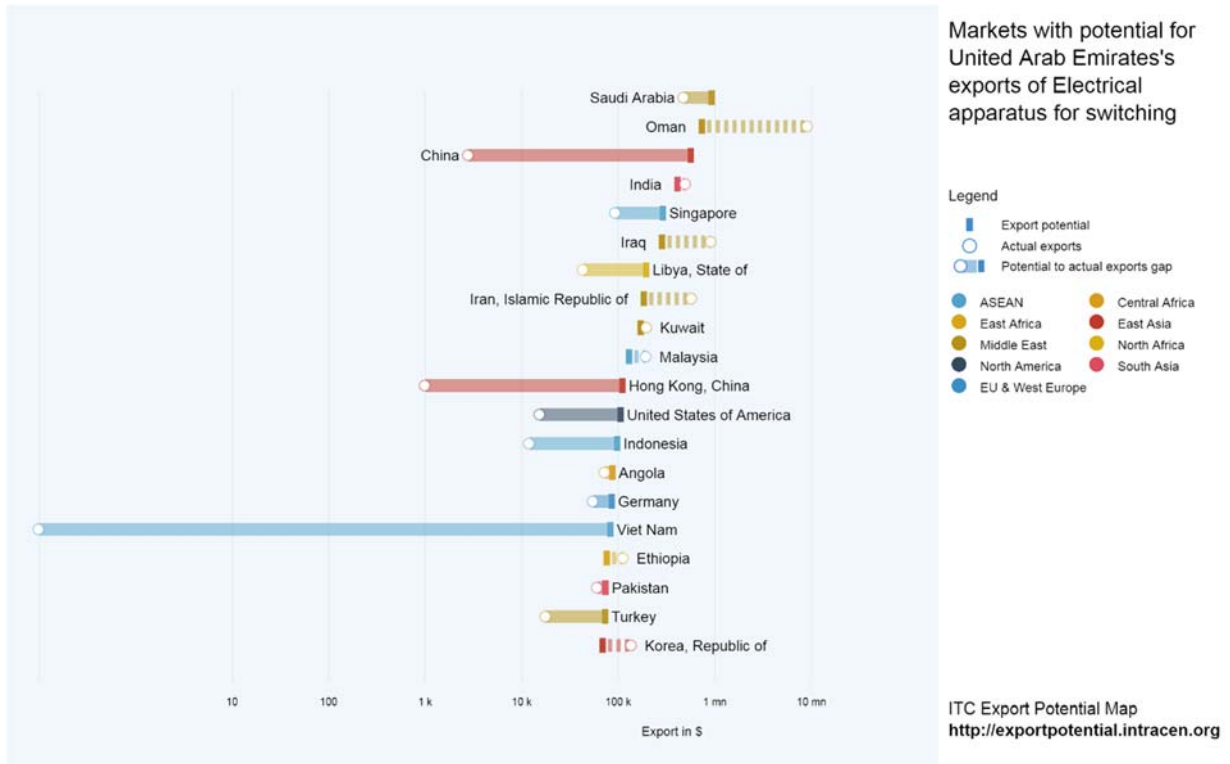


Electric control boards, wires and cables and lamps have high export potential and present excellent opportunities for Dubai exporters. The promising markets are: For Electrical Control Boards: China, Iraq and India ,for Lamps ,Oman, China and Germany and for Copper Cables & Wires Oman ,Jordan and India



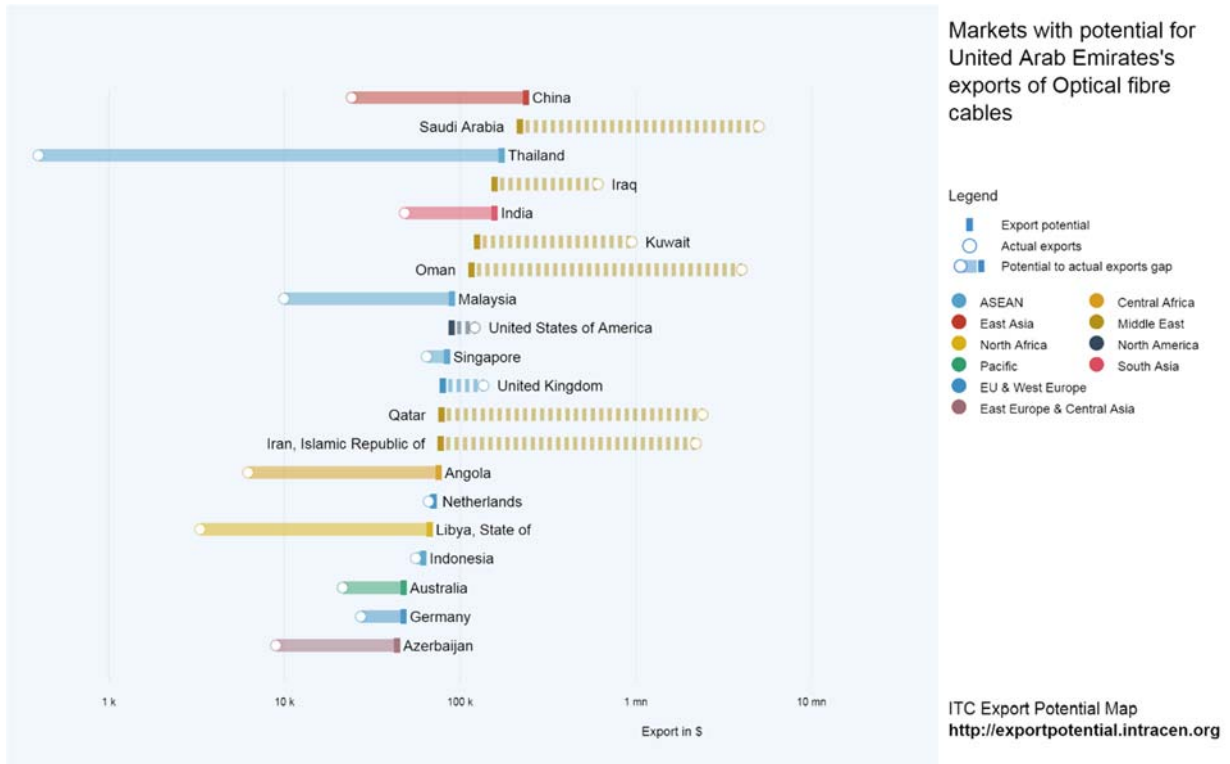
Key findings

The markets with greatest potential for United Arab Emirates's exports of 853710 Boards for electric control are China, Iraq and India. China shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$6.2 mn



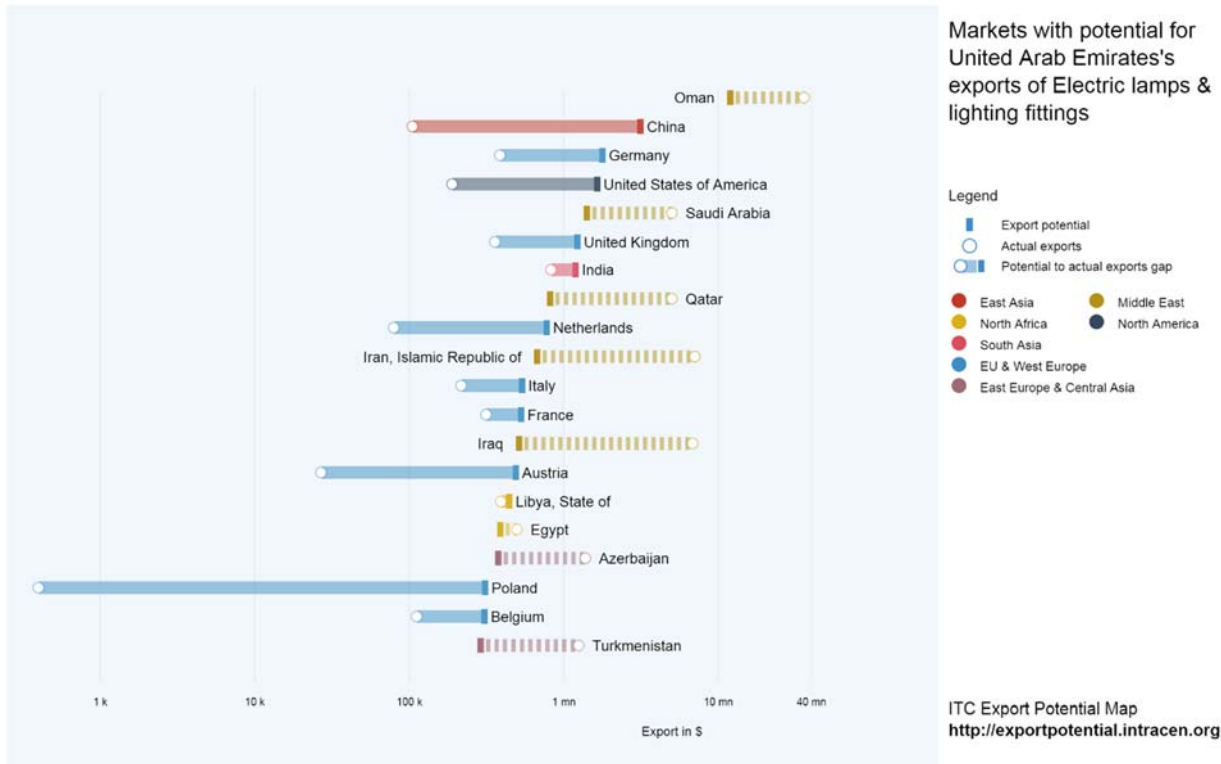
Key findings

The markets with greatest potential for United Arab Emirates's exports of 853590 Electrical apparatus for switching are Saudi Arabia, Oman and China. China shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$475.4 k.



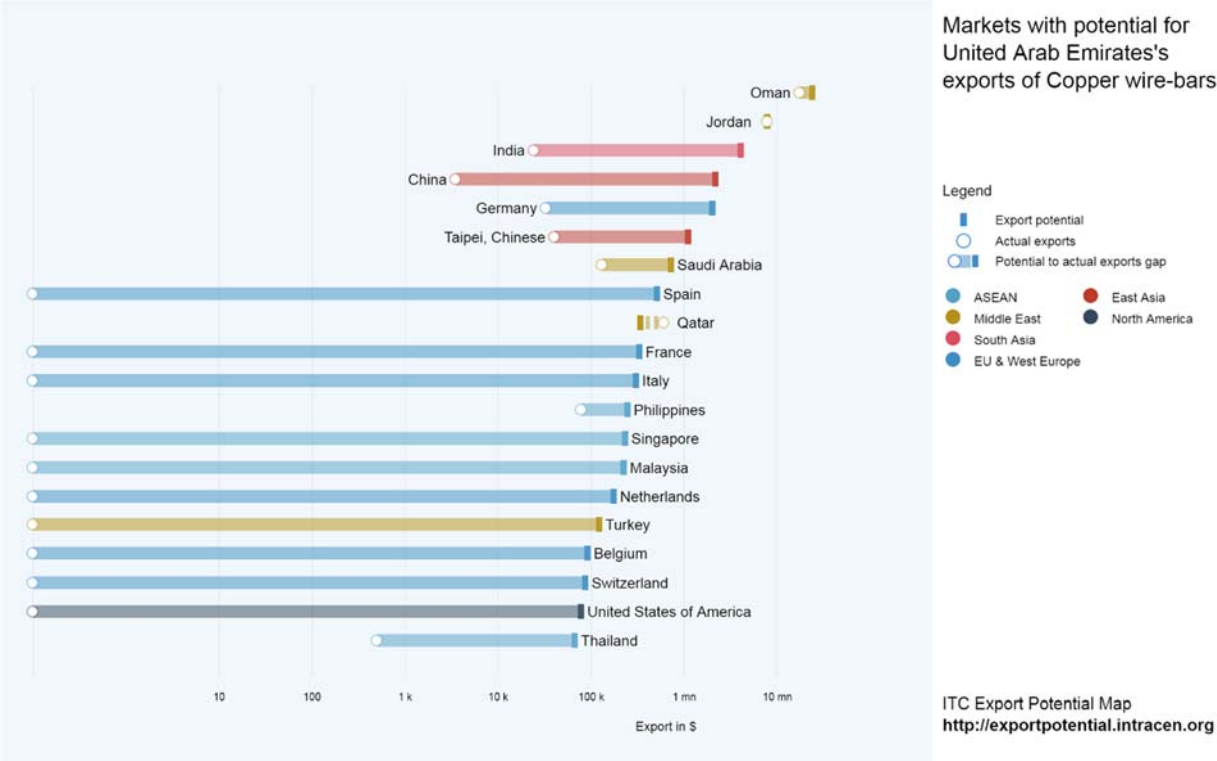
Key findings

The markets with greatest potential for United Arab Emirates's exports of 854470 Optical fibre cables are China, Saudi Arabia and Thailand. China shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$192.4 k.



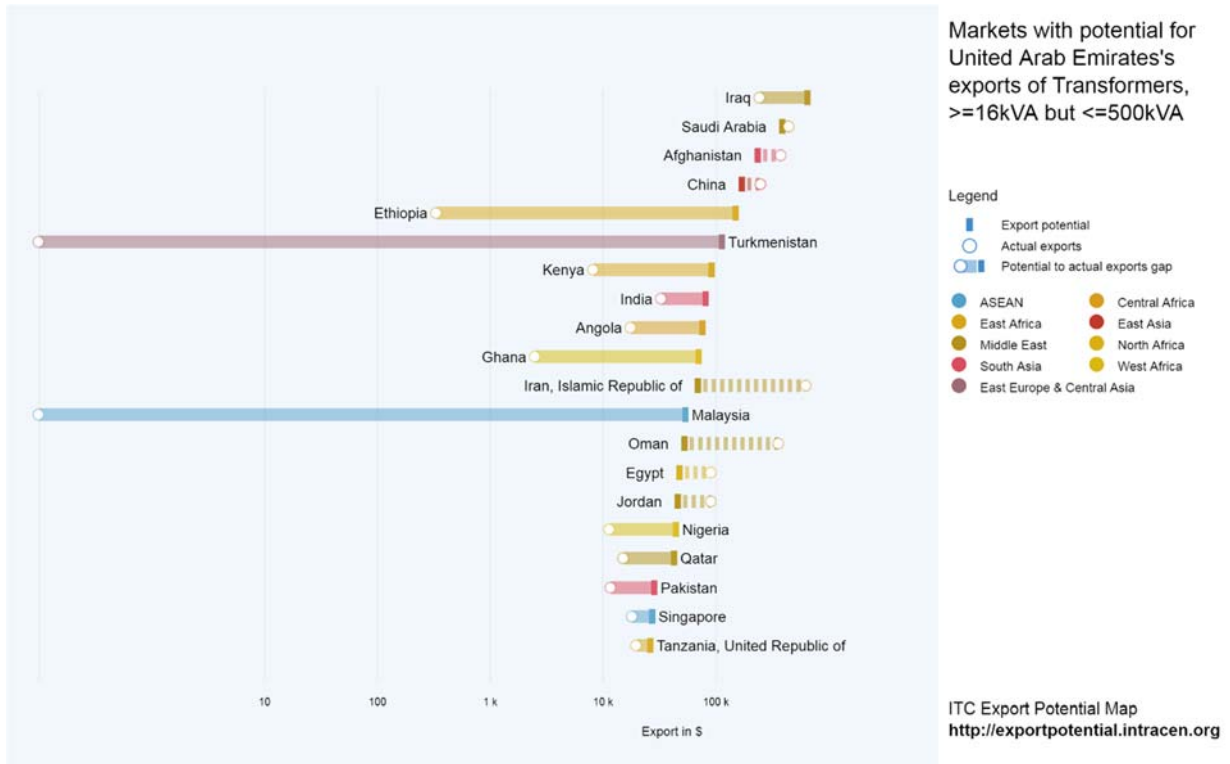
Key findings

The markets with greatest potential for United Arab Emirates's exports of 940540 Electric lamps & lighting fittings are Oman, China and Germany. China shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$2.7 mn.



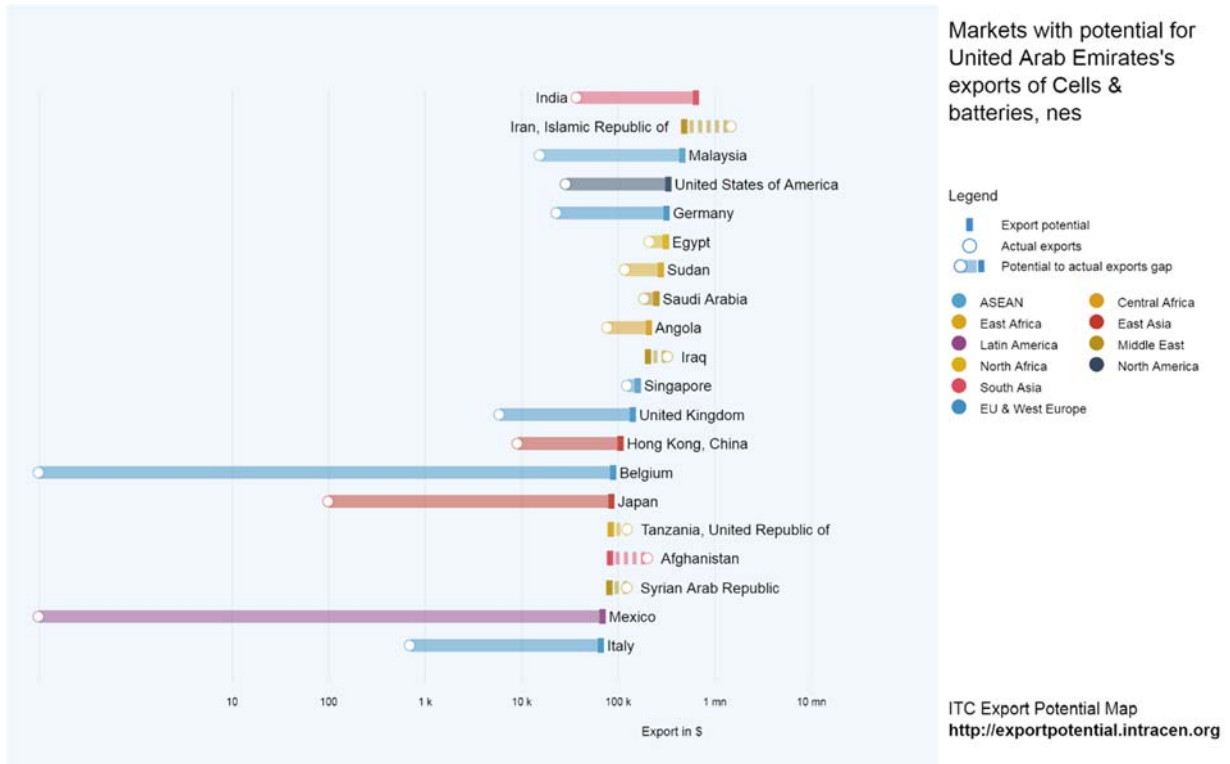
Key findings

The markets with greatest potential for United Arab Emirates’s exports of 740312 Copper wire-bars are Oman, Jordan and India. India shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$3.4 mn.



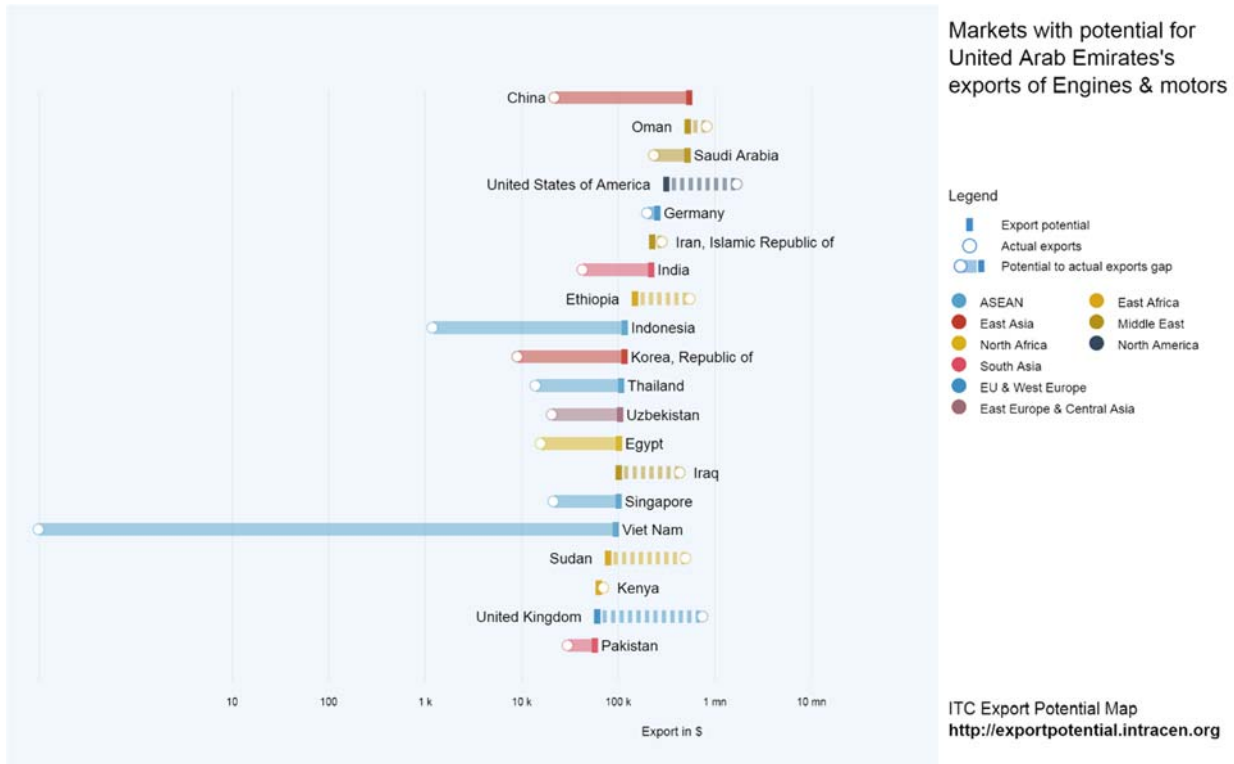
Key findings

The markets with greatest potential for United Arab Emirates's exports of 850433 Transformers, $\geq 16\text{kVA}$ but $\leq 500\text{kVA}$ are Iraq, Saudi Arabia and Afghanistan. Iraq shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$316.0 k.



Key findings

The markets with greatest potential for United Arab Emirates's exports of 850680 Cells & batteries, nes are India, Iran, Islamic Republic of and Malaysia. India shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$503.6 k.



Key findings

The markets with greatest potential for United Arab Emirates's exports of 841280 Engines & motors are China, Oman and Saudi Arabia. China shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$439.2 k.

Sources of data and information

- Dubai Customs
- ITC
- Dubai Statistics Center