

Export Opportunities

(*Electric lamps and light fittings*)



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1. Summary of product and market identification

Product identified	Electric Lamps and Light <i>Fittings</i> HS 9405
Criteria for identification	<i>Export from UAE is growing at the same time world import is growing(Champion product)</i>
Benefit to the exporter from Dubai	<i>Companies can broaden the supply capacity and diversify products</i>
Economic impact	<i>Economic sustainability</i>
Current exports +re-exports from Dubai	<i>About 827 mn AED in 2017 according to Dubai Customs data</i>
Current top	<i>Iran(22%),Iraq(17%),Sweden(12%),Oman(8%),Kazakhstan(4%),Kuwait (4%),KSA(4%)</i>

export markets shares in Dubai exports	
Number of markets with untapped potential	<i>11(see list in the last section)</i>
Potential low tariff markets)	<i>Germany(4%), USA(4%), KSA(0%), UK(4%), Netherlands(4%), Italy(4%), France(4%)</i>
# of Potential Markets with zero import tariff	<i>2 markets: Oman ,KSA</i>

1- Preamble

- *The purpose of the Product & Market identification series is to identify promising products that are performing in export market at a growth rate higher than the world average, these are called “Champions”*
- *Exporters of “Champions” have proven their international competitiveness over the period. Trade promotion efforts for Champion products cannot be controversial as they are national successes. Promotional efforts might include awareness to exporters of the extra opportunities in order to broaden the supply capacity and diversify products. Further, these products are important for sustaining economic growth*
- *The other category of products which we intend to cover in the series in a subsequent phase, are products **declining in a growing market**, they are hence named “decliners in a growing market”, These category can represent an alert for policy makers to identify opportunities for trade promotion and other efforts, reasons for underperformance may be diverse and include supply-side capacity constraints, product quality issues, market access barriers, need for export credit guarantee in the target markets and logistics connectivity*

- The source of information for these analyses is ITC Trade Map with validation by WITS if necessary as well as Dubai Customs data

2- Product Identification

- The growth rate of UAE exports of Electric **Lamps & Light Fittings** between 2013-2017 was 17% annually
- World imports of Electric Lamps & Light Fittings 2013-2017 grew at 3% annually ,that means positive prospects of market demand.
- Hence the product can be classified as “Champion product. as export from UAE is increasing and world import is also increasing
- UAE ranked #21 in world export of the product, indicating good export capability for UAE
- The concentration of the importing countries was 0.13 , that means the low concentration of importers, meaning larger number of dispersed countries are importing the product, the diversified markets give advantage to small business exporters.
- There are domestic manufacturers of lamps fittings in UAE

UAE/Dubai Foreign Trade

Electric lamps and light fittings exported by United Arab Emirates in 2017

Code	Product label	Select your indicators										
		Value exported in 2017 (USD)	Trade balance 2017 (USD)	Annual growth in value between	Annual growth in quantity between	Annual growth in value between	Annual growth of world imports	Share in world exports (%)	Ranking in world exports	Average distance of importing	Concentration of importing countries	

		thousand)	thousan d)	2013- 2017 (%, p.a.)	en 2013- 2017 (%, p.a.)	2016- 2017 (%, p.a.)	betwe en 2013- 2017 (%, p.a.)			countri es (km)		
TOTAL	All products	308,537,370	38,802,026	-6		3	-3	1.8	18	3,367	0.13	
9405	Lamps and lighting fittings, incl. searchlights and spotlights, and parts thereof, n.e.s; illuminated ...	247,208	-450,516	17	25	-26	3	0.5	21	2,082	0.13	

- *Source: ITC Trade Map*

Dubai Trade in Electric Lamps & Light fittings

Exports from Dubai for Lamps Fittings reached about 60 million AED in 2017, but re-exports were very much higher at 766 million AED. *indicating a good scope for replacing re-exports by more local production*

Dubai Trade of Lamps & Light Fittings

	AED
EXPORT	60,996,387
IMPORT	2,256,630,309
RE-EXPORT	766,247,608

Grand Total	3,083,874,305
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Dubai current trade partners for Electric Lamps & Light Fittings(2017)

Export market shares

Iran(22%),Iraq(17%),Sweden(12%),Oman(8%),Kazakhstan(4%),Kuwait(4%),KSA(4%)

Import market Shares

China(43%),Italy(13%),Germany(7%),UK(6%),USA(5%),Spain(4%),India(2%),Czech Republic(2%),Finland(1%)

Re-export market shares

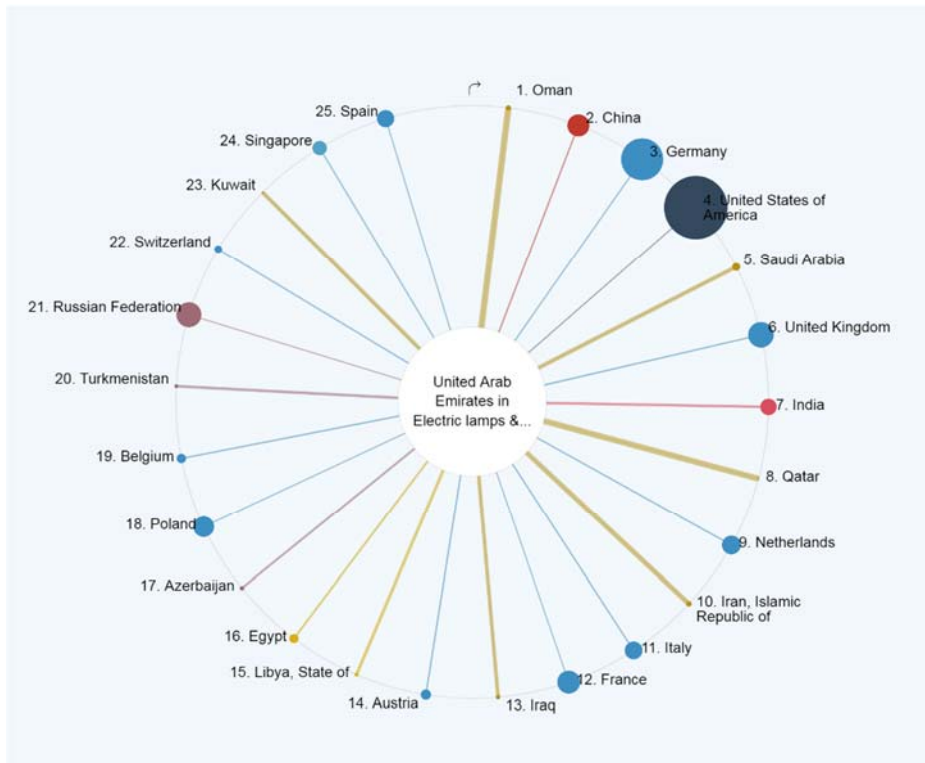
Iran(36%),Oman(9%),KSA(8%),Kuwait(6%),Hong Kong(3%),Iraq(3%),Tanzania(3%)

3- Potential Markets

Key findings

According to ITC export potential map ,the following are the key findings

The markets with greatest potential for United Arab Emirates's exports of 940540 Electric lamps & lighting fittings are Oman, China and Germany. United Arab Emirates has closest export links with Oman. United States of America is the market with the highest demand potential for 940540 Electric lamps & lighting fittings.



Markets with potential for United Arab Emirates's exports of Electric lamps & lighting fittings

- Legend
- 1,2,3 Export potential rank
 - Demand
 - Ease of trade
 - Middle East
 - EU & West Europe
 - East Asia
 - North America
 - South Asia
 - East Europe & Central Asia
 - North Africa
 - ASEAN

ITC Export Potential Map
<http://exportpotential.intracen.org>

Oman

Export potential \$10.8 mn

Actual exports \$36.1 mn

Untapped potential remaining -

Further info for this country

940540 Electric lamps & lighting fittings imports **\$61.1 mn**

Total trade with United Arab Emirates **\$7.5 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates **0%**

China

Export potential\$2.8 mn

Actual exports\$105.5 k

Untapped potential remaining **\$2.7 mn**

Further info for this country

940540 Electric lamps & lighting fittings imports**\$229.4 mn**

Total trade with United Arab Emirates**\$9.4 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates**15%**

Germany

Export potential\$1.6 mn

Actual exports\$388.0 k

Untapped potential remaining **\$1.2 mn**

Further info for this country

940540 Electric lamps & lighting fittings imports**\$1.4 bn**

Total trade with United Arab Emirates**\$1.0 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates**4%**

United States of America

Export potential\$1.5 mn

Actual exports\$190.4 k

Untapped potential remaining **\$1.3 mn**

Further info for this country

940540 Electric lamps & lighting fittings imports**\$3.9 bn**

Total trade with United Arab Emirates**\$2.8 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates**4%**

Saudi Arabia

Export potential \$1.3 mn

Actual exports \$5.0 mn

Untapped potential remaining -

Further info for this country

940540 Electric lamps & lighting fittings imports **\$212.1 mn**

Total trade with United Arab Emirates **\$8.1 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates **0%**

United Kingdom

Export potential \$1.1 mn

Actual exports \$360.3 k

Untapped potential remaining **\$744.4 k**

Further info for this country

940540 Electric lamps & lighting fittings imports **\$846.6 mn**

Total trade with United Arab Emirates **\$1.9 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates **4%**

India

Export potential \$1.1 mn

Actual exports \$831.6 k

Untapped potential remaining **\$241.4 k**

Further info for this country

940540 Electric lamps & lighting fittings imports **\$219.9 mn**

Total trade with United Arab Emirates **\$24.3 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates **10%**

Netherlands

Export potential \$698.3 k

Actual exports\$79.8 k

Untapped potential remaining **\$618.5 k**

Further info for this country

940540 Electric lamps & lighting fittings imports**\$623.3 mn**

Total trade with United Arab Emirates**\$1.2 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates**4%**

Iran, Islamic Republic of

Export potential**\$607.0 k**

Actual exports\$7.1 mn

Untapped potential remaining -

Further info for this country

940540 Electric lamps & lighting fittings imports**\$117.9 mn**

Total trade with United Arab Emirates**\$11.3 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates**32%**

For this country find

Italy

Export potential**\$483.2 k**

Actual exports\$218.0 k

Untapped potential remaining **\$265.2 k**

Further info for this country

940540 Electric lamps & lighting fittings imports**\$406.6 mn**

Total trade with United Arab Emirates**\$1.1 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates**4%**

France

Export potential**\$477.2 k**

Actual exports \$315.8 k

Untapped potential remaining **\$161.4 k**

Further info for this country

940540 Electric lamps & lighting fittings imports **\$721.5 mn**

Total trade with United Arab Emirates **\$1.2 bn**

Applied tariff to 940540 Electric lamps & lighting fittings from United Arab Emirates **4%**

Sources of information : Dubai Customs ,ITC