

Maritime Sector



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Summary

- The sector, valued at Dh200 billion, and contribute about 3% of GDP
- A large number of industries are operating in Dubai in the maritime sector to meet the growing demand for dry dock services, marine automation and instrumentation marine accommodation conversion and refurbishment, marine mechanical engineering services including engine overhaul and hydraulic repairs, marine equipment and spares, new and reconditioned spares, telecommunication solutions including hardware and airtime for Inmarsat & VSAT Services, marine electronics, navigation sales & service, engine automation services, safety equipment and light vessels building
- According to Menon Economics report “The Leading Maritime Sectors of the World”, Dubai Ranks the 10th in world maritime centers

- In the Maritime Technology criteria, Dubai ranks #11 in the world on objective criteria namely shipbuilding and conversion size of classification societies and market value

of listed shipyards and technical services providers ,and # 15 on subjective criteria ,namely R&D, Education and Innovation

- According to ITC Trade Map UAE ranked #8 in world export of light vessels and #18 in Yachats and Pleasure Boats
- UAE exports of Light Vessels increased 3 fold during 2016 -2017 according to ITC Trade Map
- Top export of marine products from Dubai was for light vessels and it registered export of 1.9 Billion AED in 2017, top import and re-export were for Yachts and other vessels for pleasure or sports; rowing boats and canoes. at around 370 million AED for each , indicating same value of imports were re-exported
- Top markets with highest untapped potential for exporting light vessels from UAE are :Iraq, Singapore, China ,KSA, Nigeria ,Turkistan and Korea according to Export Potential Map
- Exhibitions

Dubai Boat Show 2019 , Dubai,UAE



Date: 26 Feb - 2 Mar 2019 ,

Venue: Dubai, UAE

Website: <http://www.boatshowdubai.com/>

International boats shows

Visit

<https://officialboatshows.com/>

Dubai Industrial Strategy

Current maritime sector manufacturing value added share : 3%

DIS Initiatives for the Maritime Sector

- > **Dubai Maritime Association**
- > **Maritime Trade Financing**
- > **Asset Registry Agency**
- > **Global Maritime Promotion**
- > **Maritime University Programs**
- > **Maritime Scholarship Programs**
- > **Financing Maritime SME Expansion**
- > **Maritime Training Institutions**
- > **Strategic Maritime R&D Collaboration**
- > **JV Facilitation**
- > **Strategic tenant ownership**
- > **Land Lease Subsidization**

UAE Capability

The UAE enjoys an intrinsic connection with the sea with Dubai's strategic location on the Strait of Hormuz making it one of the region's most important ports, as does Khorfakkan's

on the Indian Ocean. and in recent years, government authorities have renewed efforts to improve the nation's maritime industry for long-term benefits.

The sector, valued at Dh200 billion, makes up 5 per cent of the domestic economy according to official data cited by news agency WAM. Optimism about the sector is reflected internationally. S&P Global Ratings expects global shipping demand for dry bulk, tankers and containers – the three segments it tracks – to outstrip supply in 2018, for the first time in several years, and possibly continue well into the medium term.

A large number of industries are operating in Dubai in the maritime sector to meet the growing demand

To mention a few ,**Dubai Shipbuilding and Engineering** works in dry dock services, and marine automation and instrumentation services, **Chalmers** works in marine accommodation conversion and refurbishment, and **Al Ruban** in light vessels building

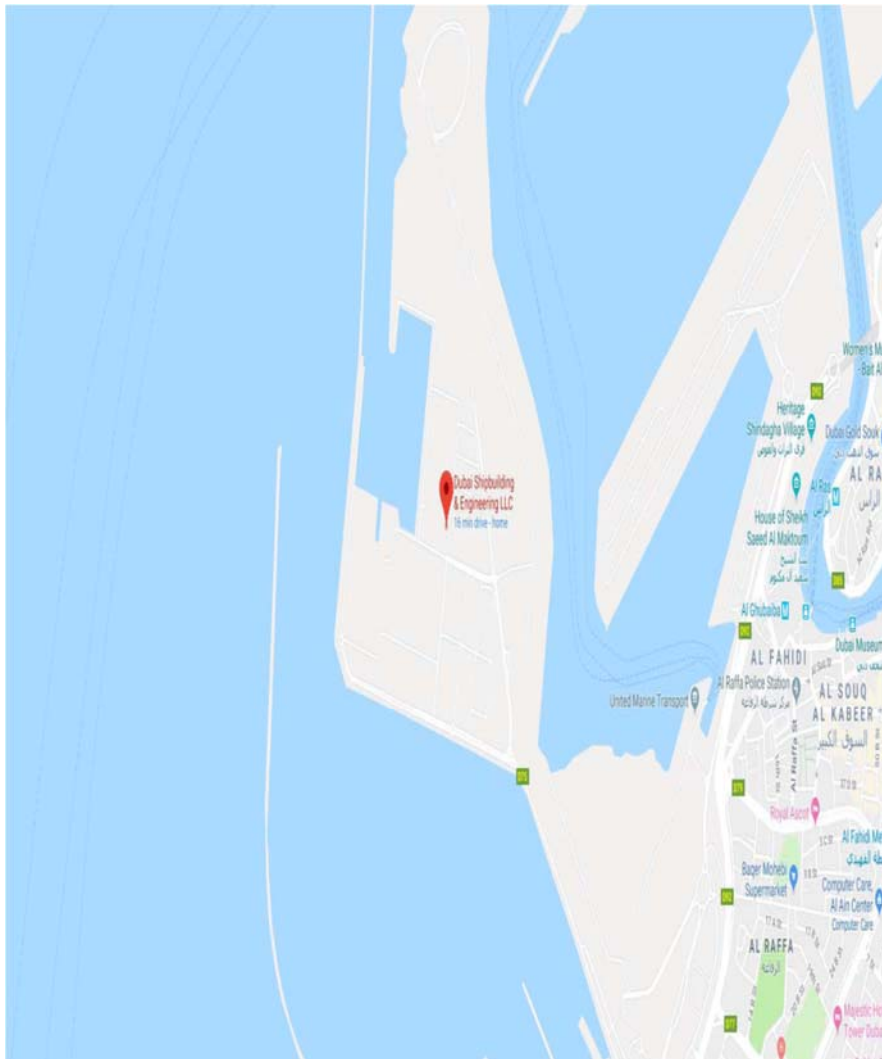
Title Marine is marine supplier and solutions provider .Services are Marine Mechanical Engineering Services including engine overhaul and Hydraulic Repairs, Marine Equipment and Spares. New and Reconditioned Spares, Telecommunication solutions Including Hardware and Airtime for Inmarsat & VSAT Services, Marine Electronics, Navigation Sales & Service, Engine Automation Services, Safety Equipment

Shipbuilding and ship parts manufacturing companies in Dubai

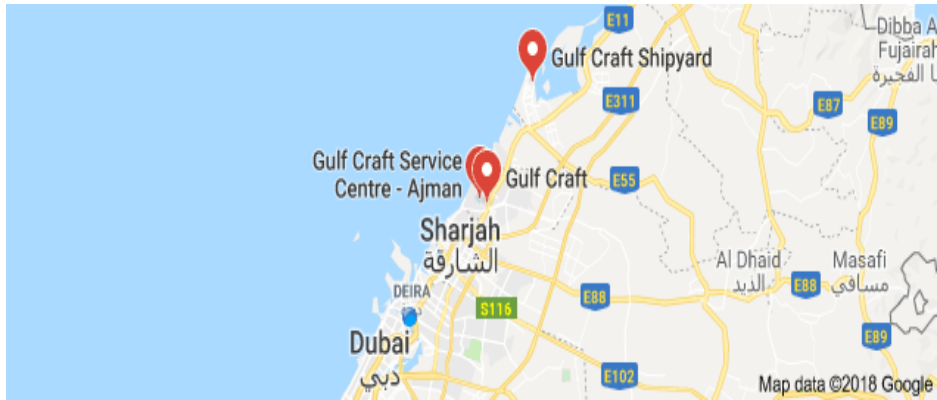
Dry Docks World



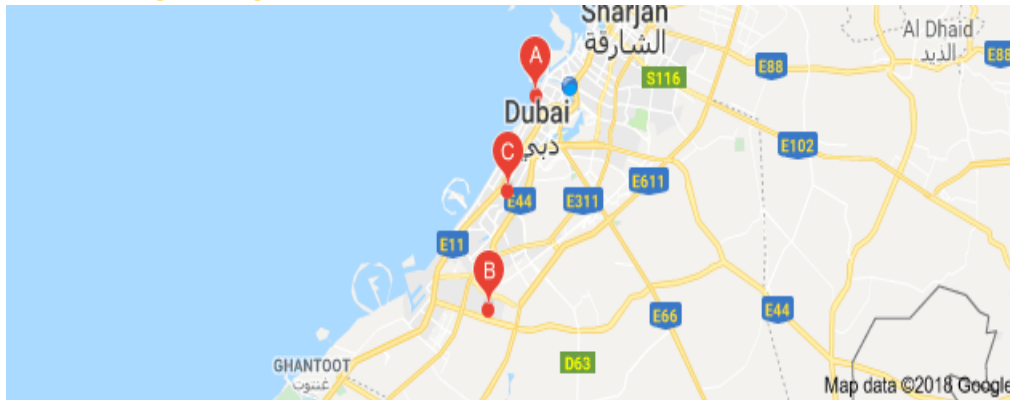
Dubai Ship Building & Engineering



Gulf Craft



Chalmers Engineering



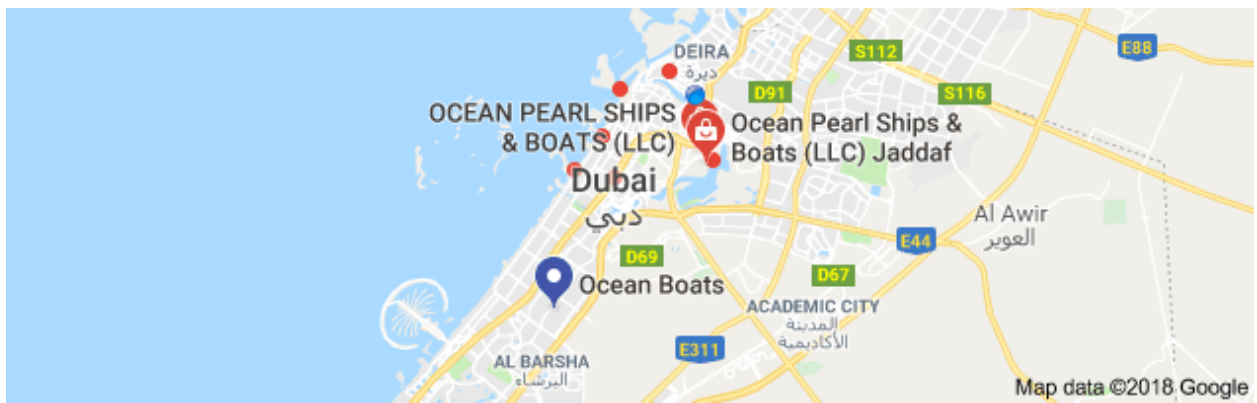
Alruban Marine



Dumak Industries



Ocean Pearl Ships &Boats



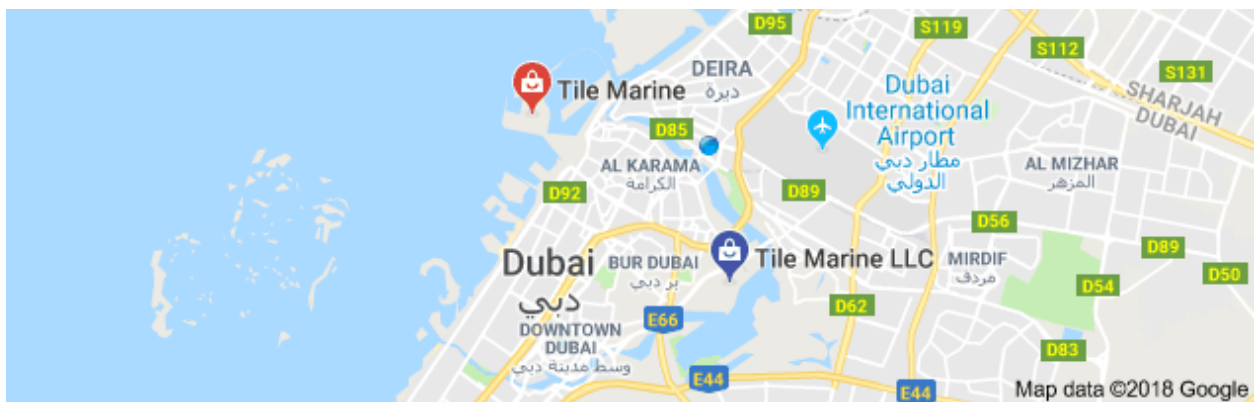
Adam Ship Building and repairs



Solas Marine Services



Tile Marine



Nice Two Kitchens and Refrigeration



Dubai maritime global performance indicators

Maritime sector global ranking

According to Menon Economics report **The Leading Maritime Sectors of the World**, Dubai Ranks the 10th in world maritime centers .In the Middle East ,India and Africa, Dubai is the leading center. Menon report predicts that Dubai will continue to grow in importance and be the world 6th most important maritime center by 2022

In the **Maritime Technology criteria**, Dubai ranks #11 in the world on **objective criteria** namely shipbuilding and conversion size of classification societies and market value of listed shipyards and technical services providers ,and # 15 on **subjective criteria** ,namely R&D, Education and Innovation

See details of Maritime Technology Criteria in the appendix

UAE Maritime trade global ranking

According to ITC Trade Map UAE ranked#8 in world export of light vessels and #18 in Yachats and Pleasure Boats

UAE exports of Light Vessels increased 3 fold during 2016 -2017

Dubai Current Foreign Trade in maritime products

Total trade registered 3.1 Billion AED ,including export 2.0,import 0.6 and re-export 0.4 Billion AED

Top export of maritime products was for light vessels and it registered export of 1.9 Billion AED in 2017, top import and re-export were for Yachts and other vessels for pleasure or sports; rowing boats and canoes. at around 370 million AED for each , indicating same value of imports were re-exported

Dubai Foreign Trade in Maritime Products

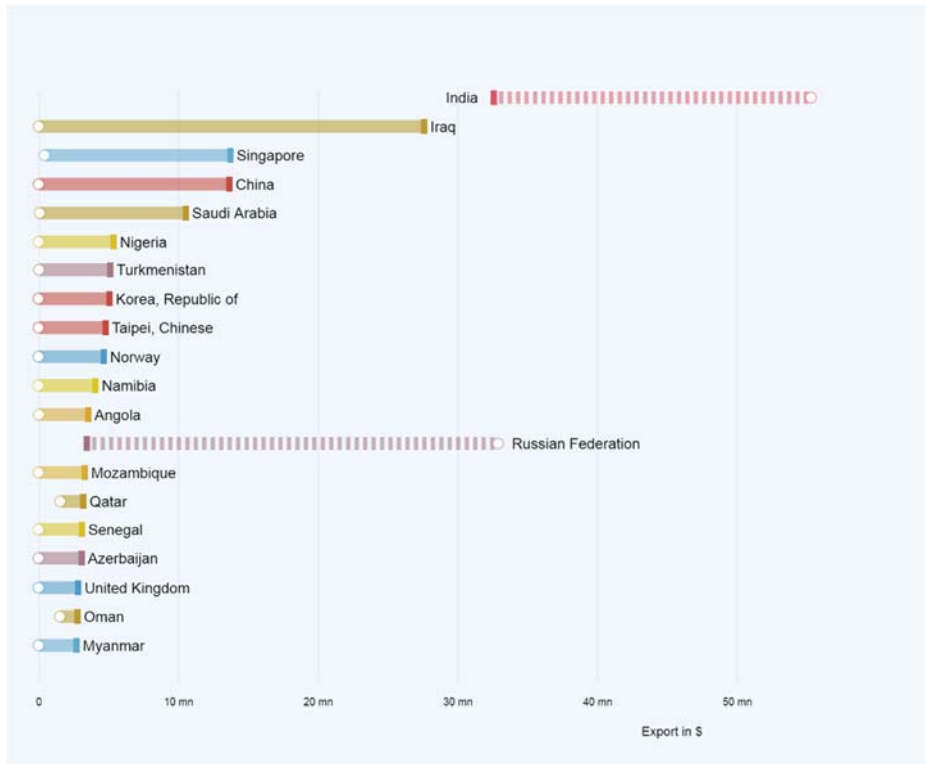
Row Labels	Sum of Value (Dhs)
EXPORT	2,062,495,548
8905 Light-vessels, fire-floats, dredgers, floating cranes and other vessels the navigability of which is subsidiary to their main function; floating docks; floating or submersible drilling or production platforms.	1,962,024,299
8903 Yachts and other vessels for pleasure or sports; rowing boats and canoes.	65,790,939
8901 Cruise ships, excursion boats, ferry-boats, cargo ships, barges and similar vessels for the transport of persons or goods.	33,318,346
8906 Other vessels, including warships and lifeboats other than rowing boats.	1,100,343
8907 Other floating structures (for example, rafts, tanks, coffer-dams, landing-stages, buoys and beacons).	261,620
IMPORT	639,477,093
8903 Yachts and other vessels for pleasure or sports; rowing boats and canoes.	369,879,108
8905 Light-vessels, fire-floats, dredgers, floating cranes and other vessels the navigability of which is subsidiary to their main function; floating docks; floating or submersible drilling or production platforms.	165,511,430
8907 Other floating structures (for example, rafts, tanks, coffer-dams, landing-stages, buoys and beacons).	54,123,497
8904 Tugs and pusher craft.	24,378,601
8906 Other vessels, including warships and lifeboats other than rowing boats.	22,367,832
8901	3,216,625

Cruise ships, excursion boats, ferry-boats, cargo ships, barges and similar vessels for the transport of persons or goods.

	456,103,627
RE-EXPORT	7
8903	371,902,223
Yachts and other vessels for pleasure or sports; rowing boats and canoes.	
8907	38,947,167
Other floating structures (for example, rafts, tanks, coffer-dams, landing-stages, buoys and beacons).	
8905	15,761,207
Light-vessels, fire-floats, dredgers, floating cranes and other vessels the navigability of which is subsidiary to their main function; floating docks; floating or submersible drilling or production platforms.	
8906	11,675,567
Other vessels, including warships and lifeboats other than rowing boats.	
8904	11,559,090
Tugs and pusher craft.	
8901	6,258,373
Cruise ships, excursion boats, ferry-boats, cargo ships, barges and similar vessels for the transport of persons or goods.	
Grand Total	3,158,076,269

Potential Export Markets for Light Vessels

Top markets with highest untapped potential for exporting light vessels from UAE are :Iraq, Singapore, China ,KSA, Nigeria ,Turkistan and Korea



Markets with potential for United Arab Emirates's exports of Vessels, incl. lifeboats nes

- Legend
- Export potential
 - Actual exports
 - ◻ Potential to actual exports gap
- Middle East
 - South Asia
 - East Asia
 - ASEAN
 - East Europe & Central Asia
 - West Africa
 - EU & West Europe
 - SACU
 - Central Africa
 - East Africa

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

Exhibitions

Dubai Boat Show 2019 , Dubai,UAE



Date: 26 Feb - 2 Mar 2019

Venue: Dubai, UAE

Website: <http://www.boatshowdubai.com/>

International boats shows

Visit

<https://officialboatshows.com/>

Sources of information and data;

- Dubai Customs data
- ITC Data

Appendix

MARITIME TECHNOLOGY Criterion

OBJECTIVE

INDICATORS

DESCRIPTION SOURCE

- 1. Shipyards** CGT delivered from shipyards in the city-region Clarksons
- 2. Employees in classification society** Number of maritime oriented personnel working in the leading classification societies in the city Menon
- 3. Classified fleet** Size of fleet classified by classification society. Allocated to cities based on HQ of class societies Clarksons
- 4. Market value of shipyards, technological services and equipment producers** Market value of shipyards and technical services of companies with headquarter in the city Bureau van Dijk

EXPERT ASSESSMENTS

SURVEY QUESTION

- 1. Leading technology center** Which of the following cities do you consider the five leading centers for maritime technology of the world?
- 2. IT services and products** In which cities do you find companies producing world class maritime it-services and it-based products?
- 3. Maritime R&D & educational center** In which cities do you find the leading maritime R&D & educational centers of the world?
- 4. Maritime R&D & educational center** Our maritime research institutions are among the best in the world.
- 5. Maritime R&D & educational center** Our educational institutions are among the best in the world
- 6. Maritime equipment** In which cities do you find companies producing world class specialized maritime equipment

Source:

The Leading Maritime Sectors of the World ,Menon Economics