



DP WORLD

INDIA MART

Traders Market UAE Region

INTRODUCTION

Mission

“We are the leading provider of smart logistics solutions; we help trade flow across the globe. Our global network spans 64 countries; made up of logistics terminals, marine services, ports and economic zones. We think ahead, anticipate change and create innovative trade solutions for a positive impact on society”



DP World UAE Region Ecosystem

Jebel Ali Port

Largest man-made seaport in the region

JAFZA

Jebel Ali Free Zone Authority – One of the first ever free zone in the region

NIP

National Industries Park – Our mainland (non free zone) solution

DAZ

Dedicated free zone for vehicle trading

Textile City

Free Zone specially designed for textile and apparel manufacturers

Dubai Trade

Fully integrated trade portal facilitating online trade transactions

Logistics

Inhouse 3PL services

JEBEL ALI – AT A GLANCE

Jebel Ali's logistics assets are adjacent and connected both physically and digitally to enable seamless trade



Sea connectivity:

- > 80+ Weekly services
- > 150+ Direct ports of call
- > 180+ Shipping lines



Sea-to-road trade

- > Connected to the main UAE/GCC Road network – 2 to 3 days road Transit to anywhere in the GCC
- > Over 320,000 kms of roadway across the GCC



Sea-to-air trade

- > A dedicated sea-air customs bonded corridor, connecting a sea-air box within 45 minutes of discharge



Sea-to-rail trade

- > Etihad Rail will have a depot within Jebel Ali facility, connecting UAE to GCC



More than 8,000
companies present

100 out of Fortune 500
companies in Jafza

Sustains more than
135,000 jobs

23.9% of Dubai's Foreign
Direct Investment

Supports trade worth
\$99.5 billion in value

UAE PARKS & ZONES : NIP & DUCAMZ



Dubai Auto Zone (DAZ)

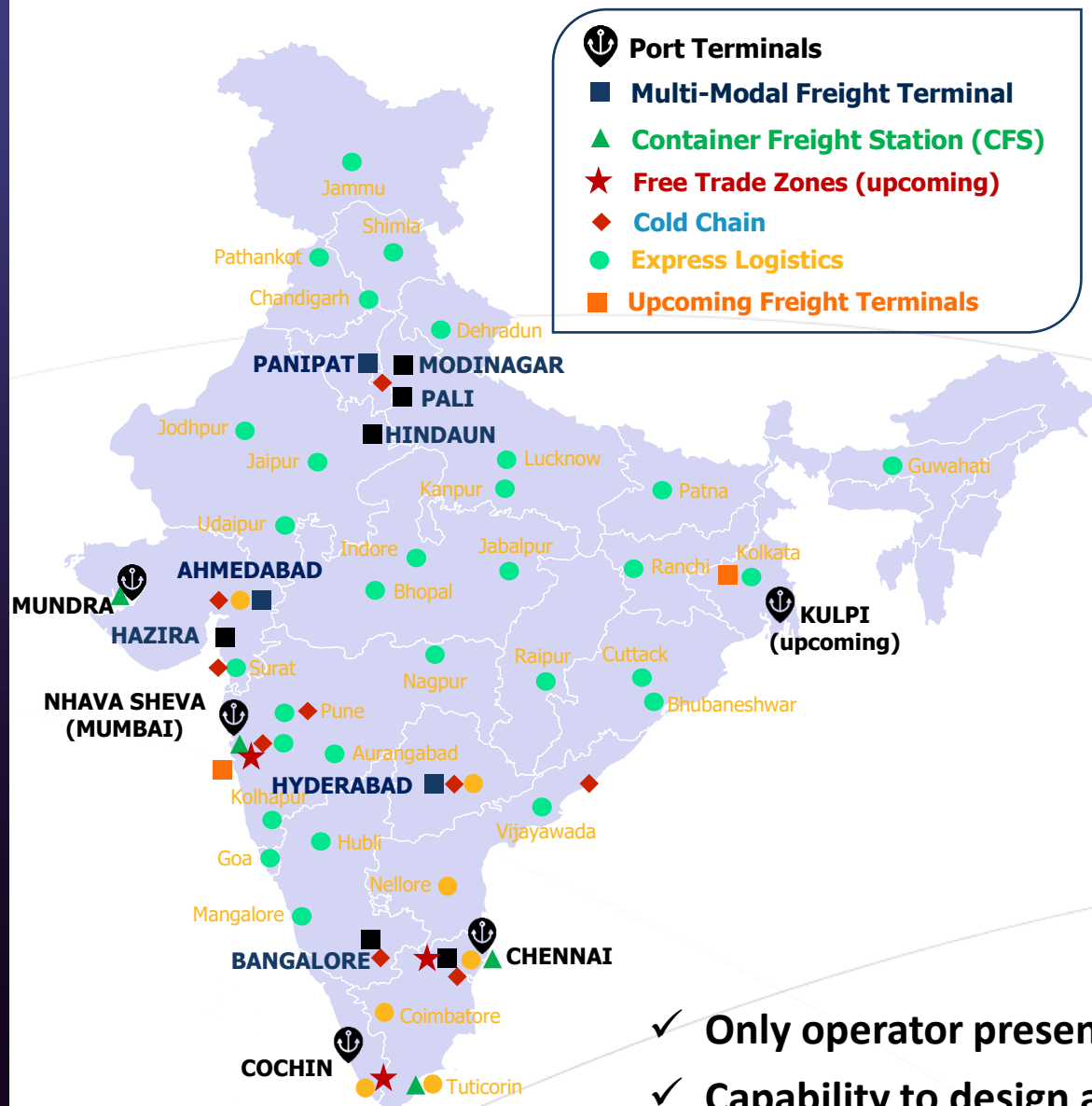
- Dedicated automotive hub
- Strategic location with allied services
- Eco-system designed for used car trade
- One stop shop with unique logistics solutions

National Industries Park (NIP)

- Built on 21 million sqm
- Exceptional place to live and work
- Strategically positioned between seaport and airport
- Features showrooms, hotel & office buildings



DP World India Capabilities



6

Port Terminal (incl. Kulpri concession)



9

Cold Chain storage locations with 12,000 pallet capacity



5

Container Freight Stations



100+

Cities with Express Logistics Centres



3

Free Trade Zones (4 mn sq.ft. new warehousing space under development)

4

Mn sq. feet of warehouse space including 2 mn sq. feet under Contract Logistics

30

Container Trains

2

Container Train Operator (CTO) Licenses



7

Multimodal Freight Terminals connected to rail network



Freight Forwarding Services



NVOCC and feeder services through Avana, Perma and Transworld



Trade Finance Solution



Digital Logistics Platform (Cargoes.com)

- ✓ Only operator present in 3 Major Ports of India with a 28% EXIM market share
- ✓ Capability to design and deliver standard as well as be-spoke multi-modal logistics solutions



Project Overview

**Traders Market
Benefits**

Unique Location

Phase One

Why India

**Bharat Bazaar
Location**

**Collaboration
Options**

Next Steps

DUBAI TRADER'S MARKET

the regions first hybrid Free-Zone market which would facilitate both wholesale and retail sales



The Objectives:

01

Enable Indian Industry to enjoy JAFZA perks & benefits while retaining the ability to serve the local market (cash & carry business) without leasing two establishments

02

Provide traders and manufacturers with access to a world class multimodal infrastructure and to reduce overall cost of supply chain.

03

Ease international buyers' accessibility to procure bulk products at a discounted wholesale price with the shortest delivery lead time.

THE VALUE PROPOSITION

To enable traders and manufacturers to trade with the UAE local market and the Regional market

100% foreign ownership

0% Corporate Tax for 50 years (Renewable)

No restriction on capital repatriation

0% import or re-export duties

0% personal income tax

No currency restriction

On site customs services

Enhance Market Access, Ease of Doing Business And Reduce Cost

Affordable warehouses & shops

Affordable dual licensing to serve both markets

Single Inventory for both Local & Regional Market

Flexible custom regime to pay duty & VAT for local sales

Access to existing Jafza customers

Smooth accessibility and reach to global traders

Simplify consolidation of Mixed Goods - LCL Shipments and Reduce Supply Chain Cost

Less shuttling of cargo between warehouses for consolidation


Reduction of damage cargo due to multiple handling

Easy availability of empty containers in JA Port to reduce shipping time to GCC, India Subcon, & East Africa

STRATEGIC LOCATION

Unique Location		
On Sheikh MBZ Road	Adjacent to Expo 2020	Close to residential areas
10 mins from Al Maktoum Airport & 35mins from DXB Airport	10 Mins away from Jebel Ali Port	Located within Jebel Ali Free Zone

Connectivity



Sea Connectivity:

80+ weekly Services
150 Global Ports



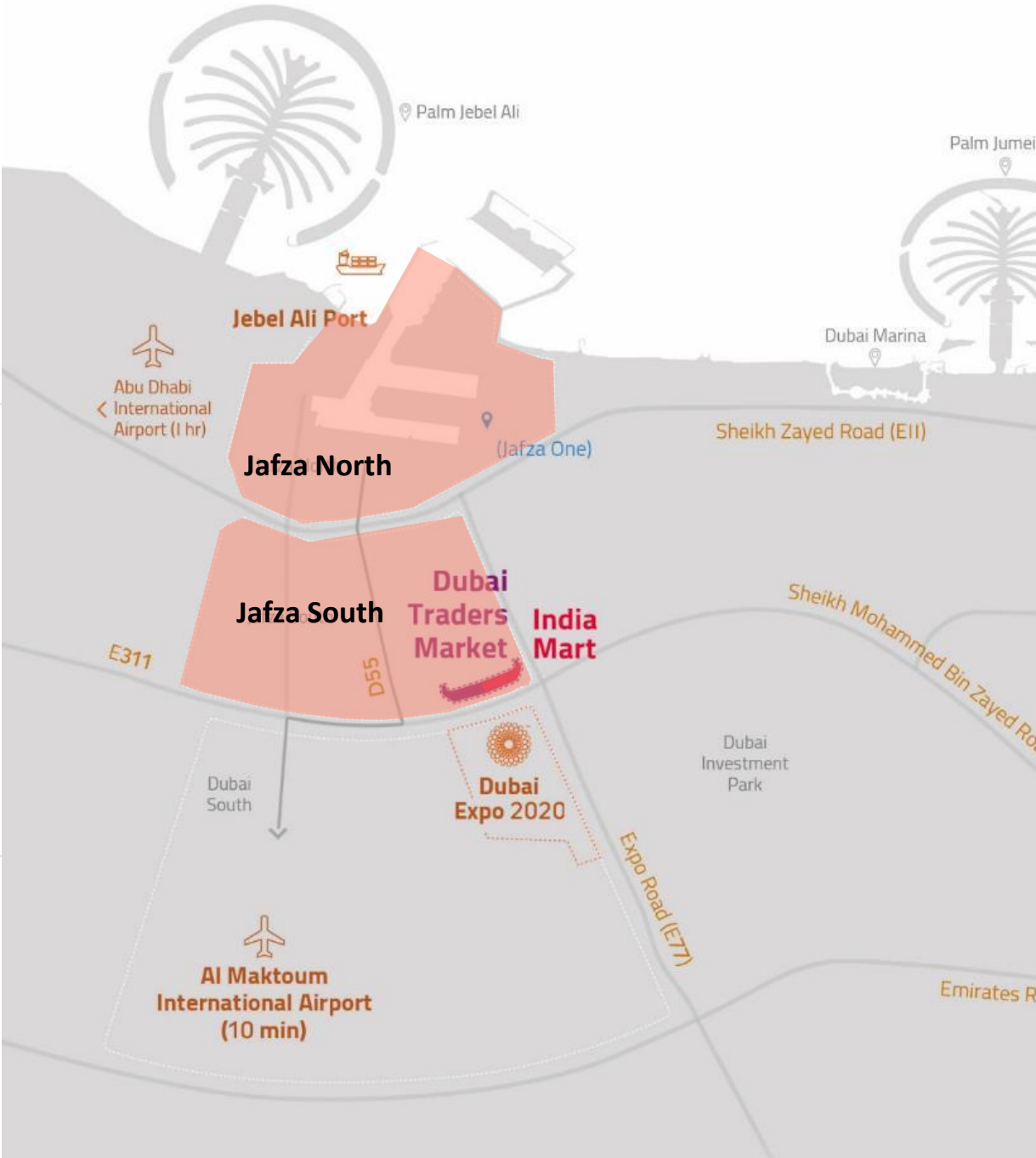
Connected to the main UAE/GCC Road network – 2 to 3 days road Transit to anywhere in the GCC.



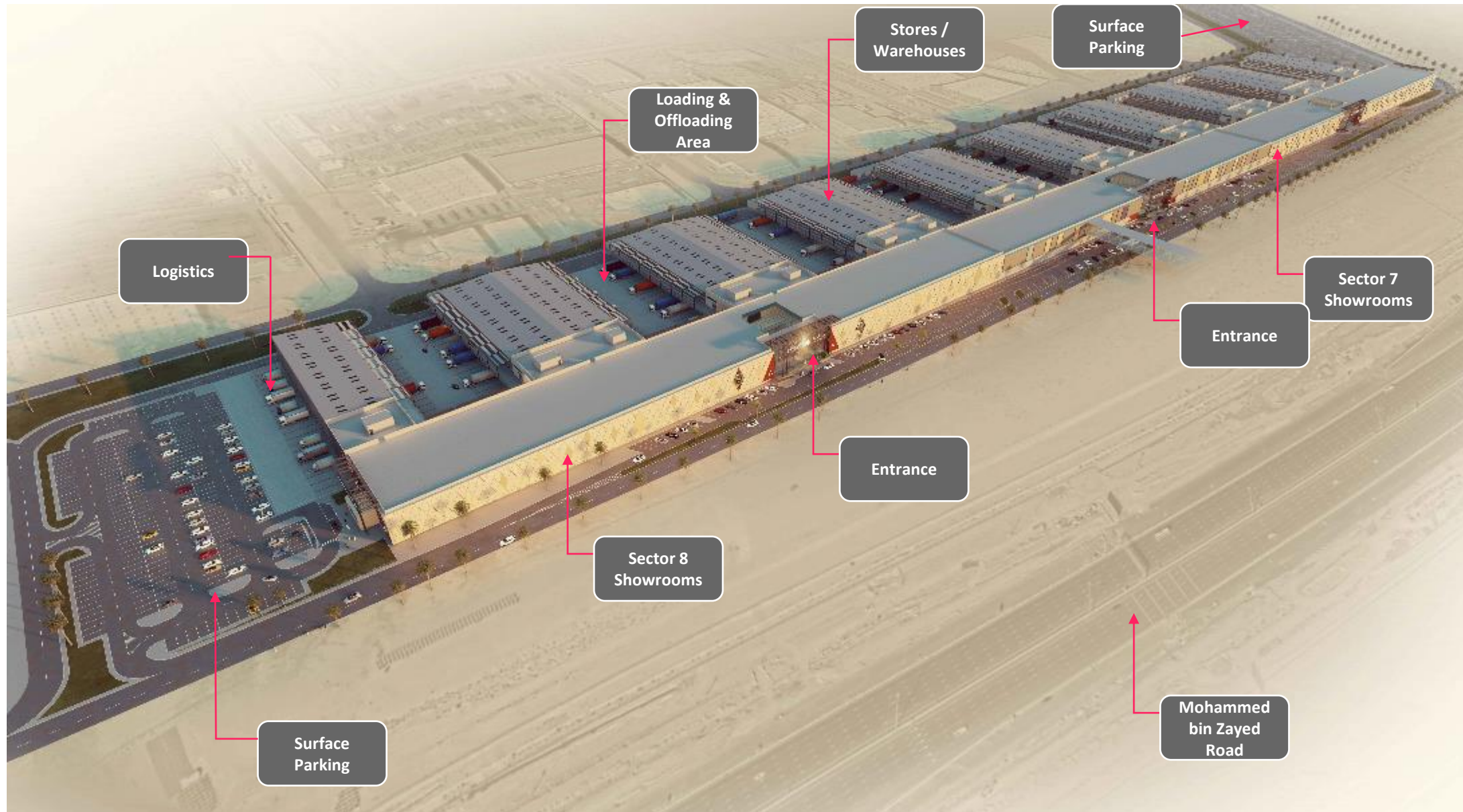
A dedicated sea-air customs bonded corridor, connecting a sea-air box within 45 minutes of discharge



Etihad Rail will have a depot within the Jebel Ali facility, connecting UAE to GCC



3D PERSPECTIVE VIEW



3D Perspective View – Front Side

PHASE ONE

Phase 1 is opening its doors in Feb 2022 offering over 100,000m² of multi-purpose retail and wholesale facilities

- The first phase has 1869 units, out of which 1814 units have been leased already **(97% occupancy level)**, and more than 70% were leased within the first month of opening bookings
- The first phase comprises from 1545 showrooms and 324 warehouses
 - Three showrooms types A (corner shop) ,B (close to the access with multiple entries) ,& C (single row in the middle)
 - Unit size varies from **17 to 29 sqm**, and the warehouse is 217 sqm.
 - The rental rate starts at **AED 500 to 1000 SQM per annum** depending on the shop location.
- Majority of the occupants are trading in tools & hardware, home & office supplies, electronics & appliances, and clothing.



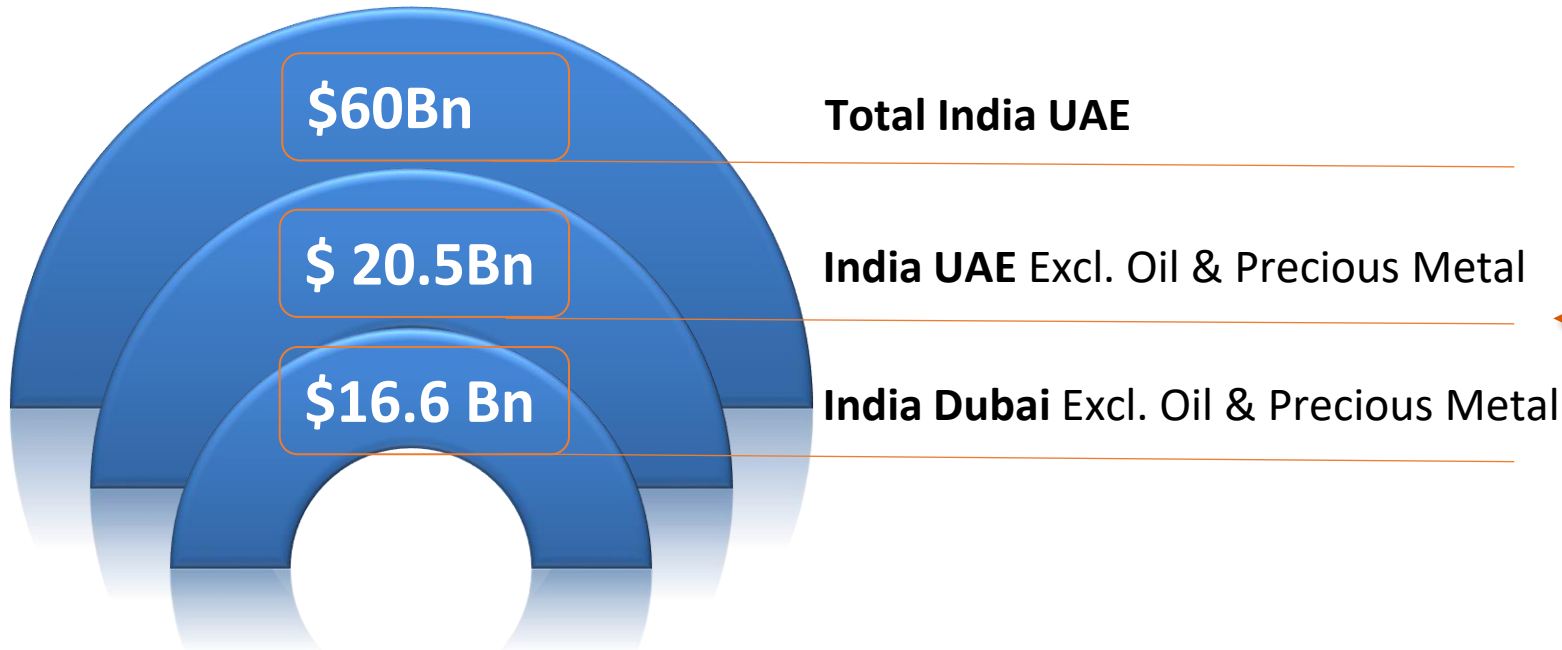
(1/3) WHY INDIA MART

UAE is India's 3rd largest trade partner



India - Dubai's #1 trade partner

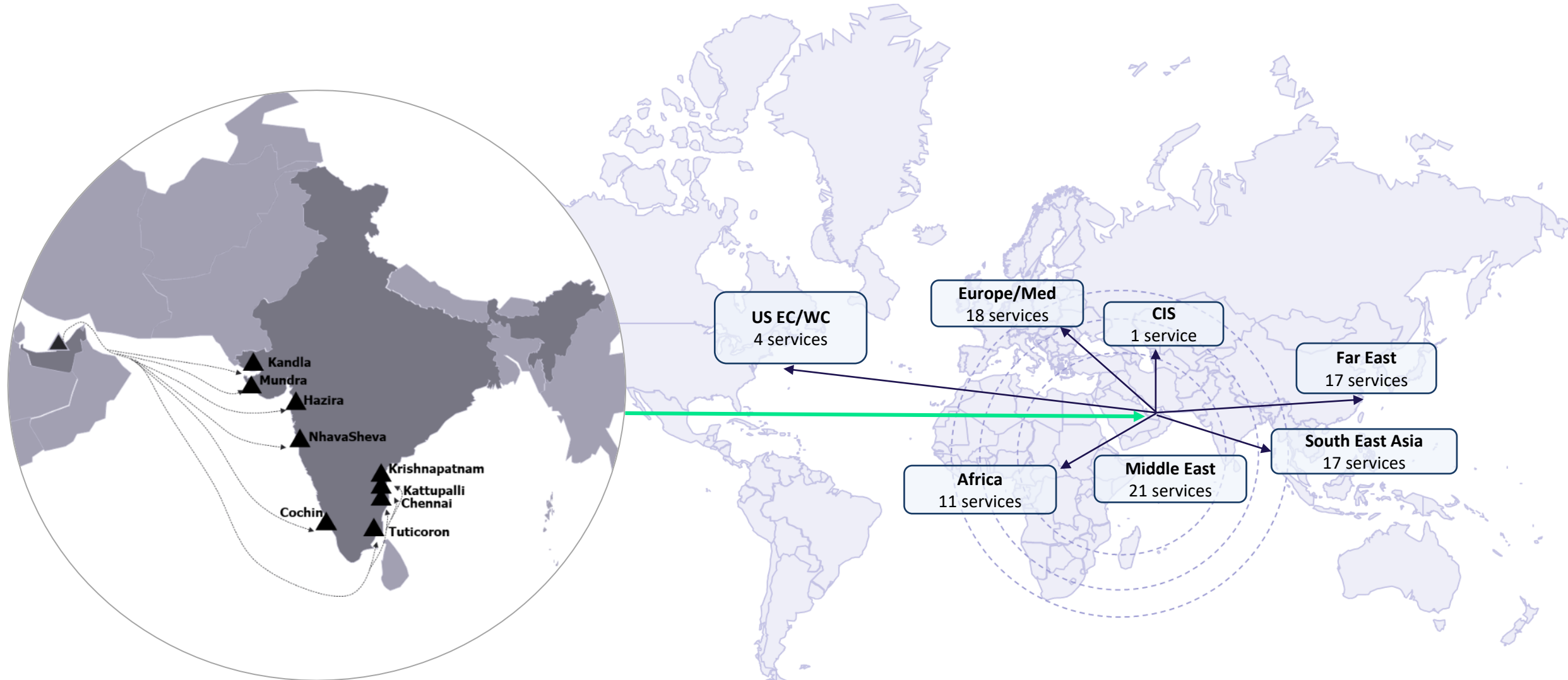
**Dubai - Gateway to over 80% of
UAE's trade with India**
(Excl. Oil & Precious Metal)



**Jebel Ali is largest
destination in the World for
India's Exports**

(2/3) CONNECTING INDIA TO THE WORLD

150+ ports connected with 80+ weekly services from more than 10 shipping lines through Dubai



(3/3) COMPLEMENTING STRATEGY

Aatmanirbhar Bharat Abhiyaan



▲ Increasing manufacturing and Exports

Supporting global manufacturing, developing downstream and value-added re-exports



Agri-F&B
16% - 18%



Automotive
12% - 14%



Petrochemicals
15% - 20%



Retail-FMCG
12% - 16%



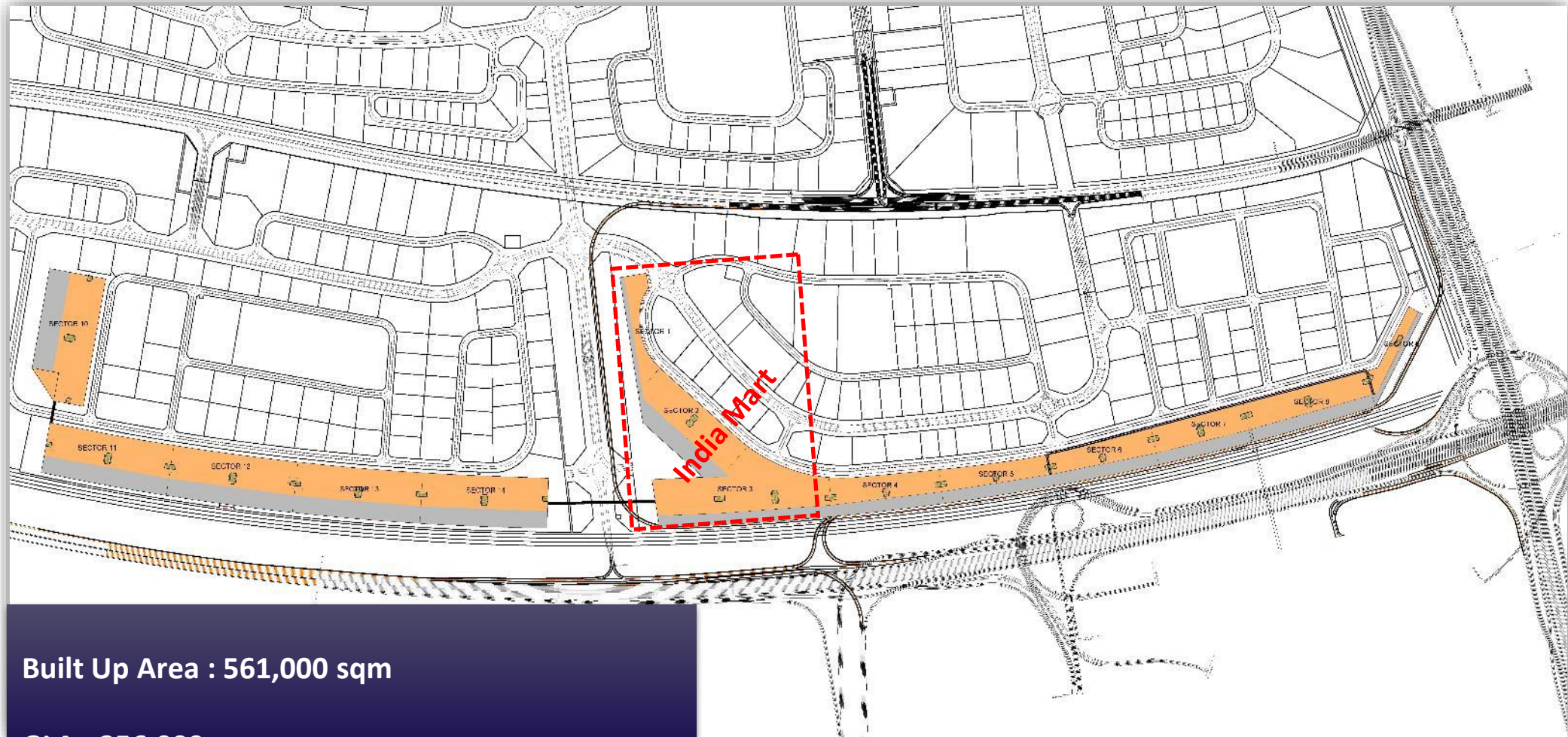
Engineering
6% - 8%



Pharmaceuticals
25% - 30%

Sector ▶▶
India Export Growth ▶▶

PROPOSED PROJECT SECTOR (1 TO 3)



Built Up Area : 561,000 sqm

GLA : 256,000 sqm

- Warehouse : 152,000 sqm
- Shops : 104,000 sqm

COLLABORATION OPTIONS

Option 1

- DP World to provide the land on long term leasehold basis
- Government of India to nominate a developer who will lease the land on long term basis from DP World
- DP World can provide procurement management and project management support to the developer
- Developer to lease out shops and warehouses to interested companies from India

Option 2

- DP World to undertake the complete development of land and super structure of India Mart
- Government of India to guide DP World to promote the project to Indian industry
- Government of India to help in getting a 70% occupancy commitment for the project
- DP World to develop an end-to-end logistics service to support Indian trade (non-exclusive basis)

Option 3

- A joint-venture may be created between DP World and Government of India (through a nominee)
- The Joint Venture company to lease the land from Jebel Ali Free Zone to develop, promote and serve the project
- DP World to provide procurement, PMO and logistics services (non-exclusive basis))

The India Mart facility to be exclusively for occupants of Indian origin coming from India to UAE

INDIA BUSINESS INCUBATION CENTER

Dubai - Your Gateway to International Trade



Company
registration
with license

Free zone
benefits

Eligibility
for 2 visas

Furnished
serviced office

Adjacent to
Jebel Ali Port

Logistics and
supply chain
solutions

Proximity to
metro station

Free
Wifi

Plug and play
infrastructure
and services

Platform for
SME business
growth

INITIATIVE OF THE INDIA - UAE BRIDGE

Subsidized for first 3 years

For Indian traders / exporters/ manufacturers

Benefits of JAFZA/ Jebel Ali Port

Logistics support services for Incubatee

Access to larger consumer markets

VAT designated zone /0% corporate & income tax



DP WORLD