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### 1. KEYWORDS

Maritime, UAE, Dubai, Abu Dhabi, The United Arab Emirates, Dubai Maritime Vision 2030, Dubai Maritime Strategy, Shipping, Engineering, Green Technology, Dubai Council for Marine and Maritime Industries

### 2. ABSTRACT

The main purpose of this report is to give a short introduction to the maritime sector in the UAE. It can be concluded that the UAE displays great opportunities for companies operating within this sector since the UAE vision is to become a leading player regional and international within the maritime sector. Therefore the sector is experiencing investment and development.

### 3. MARKET INTRODUCTION

Despite difficult global conditions, the UAE is expanding and developing the maritime sector. The government is investing in the sector and has introduced several initiatives to attract leading companies within the marine and maritime sectors, e.g. companies operating with cargo shipping, shipbuilding and repairs, brokerage, insurance and ship ownership.

Dubai has a longstanding maritime tradition and has always been a natural and strategic location for port serving its surrounding area. The sector is generating 75,000 jobs and 75% of these jobs are within engineering and port and shipping accounting (Oxford Business Group, Dubai Maritime Industry, 2015).

After years with slowdown the shipping sector is forecasted growth due to consumer demands, growth in emerging markets in the region serviced by Dubai and a growing understanding between Iran and the West. The total growth within trade is forecasted to increase 4.8% annual until 2019 which will affect shipping directly (BMI, United Arab Emirates Shipping Report, 2015).

### 4. MARKET DEVELOPMENT

The maritime sector is developing rapidly. To cope with the rising foreign trade, the UAE is investing in building and expanding seaports, airports, free zones and logistics.

According to the Dubai Council for Marine and Maritime Industries the total UAE maritime industry is worth more than USD 61bn. In 2014 386 boats above USD

24 million was built. This is an 8% increase compared to 2013 and the fleet of yachts is doubled in Dubai since 2009 (Khaleej Times, 2015).

Dubai is becoming a serious player in the global maritime industry and the vision is to become a leading player in the field. In 2015 Dubai's maritime industry adds USD 3.92bn in economic value and is still behind the leading players within the industry: Hong Kong adds USD 11.2bn, Singapore USD 18.5bn and Norway USD 25.9bn.

The government has introduced several initiatives and strategies to develop and expand the maritime industry and the Dubai Maritime City Authority (DMCA) established Dubai Maritime Sector Strategy to focus on local maritime clustering and to make the emirate into a leading regional and international maritime centre. The strategy - accompanied by Dubai Maritime Vision 2030 and Dubai Strategic Plan - has long term goals pushing smart and green technology, maintaining high-quality infrastructure and developing local human capital through regulation and licensing (Oxford Business Group, Dubai Maritime Industry, 2015).

In 2014 DMCA established Dubai Maritime Arbitration Centre aiming to develop and improve the legal and regulatory environment in the sector.

## 5. JEBEL ALI PORT

Jebel Ali Port in Dubai is the largest port in the Middle East and North Africa and it is titled as the most productive harbor in the world. In 2014 the port operator posted an 11.7% increase in profit.

The port is expanding to meet the future demand and DP World is investing USD 1.6bn in a new terminal that will increase the overall capacity to 22.1 million twenty-foot equivalent units (TEUs) by 2018. In line with this Jebel Ali container throughput is expected to grow 4.8% annual until 2019 (BMI, United Arab Emirates Shipping Report, 2015).

## 6. FREE ZONES

In Dubai more than 20 free zones exist offering business licenses to foreign-owned businesses. Each free zone is designed around one or more business industries and offers comprehensive services for doing business in UAE and company set ups. A company set up in a free zone is attractive, as it offers 100% ownership, tax exemption and office and warehouse facilities.

Dubai Maritime City is a free zone focusing on the maritime sector. The district has room for mixed-use real estate development, yacht marinas, and shipbuilding and repairs. Furthermore the district experienced an increase in real estate development in 2014, including office space that will be leased to ship owners, ship management companies and so on (Oxford Business Group, Dubai Maritime Industry, 2015).

## 7. CONCLUSION AND RECOMMENDATIONS

The UAE is investing in the maritime sector which has seen a rapidly development and growth in the last decade. The growth and investment in the sector is set to continue as Dubai aims to be a leading player in the maritime industry. Dubai has a strategic location offering port service for emerging markets in the region.

The increasing foreign trade creates growth in shipping and makes seaports and maritime solutions essential. Dubai Maritime Sector Strategy is focusing on new

and green technology making the market attractive to Danish companies operating within this industry. Furthermore a part of the strategy is the free zone Dubai Maritime City which offers lucrative business opportunities for foreign companies within the maritime and marine industries.