



SCDI TRADE VISIT: UAE & QATAR, DUBAI AND DOHA

Scottish Council for
Development and Industry

SUNDAY 5 – THURSDAY 9 FEBRUARY 2012



WHY THE MIDDLE EAST

The United Arab Emirates provides a regional hub for Scottish companies seeking to do business in the Middle East, and particularly in the Gulf States. With direct aviation links to Dubai from Scotland, numerous Scottish businesses have already begun to establish a presence in the area.

The UAE is one of Britain's key trading partners, and provides a gateway to the wider Middle East and North Africa region. In 2010, the UAE was Britain's largest export market in the MENA region. In 2010, UK exports to the UAE were £3.9bn.

The UK is one of Qatar's key trading partners. The UK exported goods worth £778m to Qatar in 2009. Exports included industrial machinery & equipment, electrical machinery, vehicles and power generation equipment. The value of the UK's invisible exports such as legal, financial and consultancy services was estimated at £484m in 2009. Qatar is also a growing market of interest with particular strengths in gas, energy, and tourism.

In 2011, Qatar was announced as the host country for the World Cup in 2022. This will provide interesting business opportunities for Scottish organisations.

WHY DUBAI

Dubai's economy developed at a huge rate from 2000 and has established itself as the regions exhibition, financial, trade and tourism hub. It has a significant infrastructure base and

is very accessible, with over 170 shipping lines and about 100 airlines. Many companies use Dubai as their regional base and is therefore a great place to meet with potential and current customers.

Key sectors in Dubai include: - tourism, food and drink, healthcare, financial and business services, creative industries and ICT.

WHY DOHA

Doha is the capital city and main commercial, cultural and financial centre (with around 75% of the population based there). Qatar's economic diversification and investment in human capital in accordance with the Qatar Vision 2030 continue to generate opportunities for UK businesses across a wide range of sectors.

Key sectors in Qatar include: - construction, education and training, financial and professional services, energy and environment, transport and infrastructure.

There are also opportunities in other sectors including Security, ICT, Healthcare, Creative & Media and Sport and Leisure.



VISIT PROGRAMME

Sunday 5 – Thursday 9 February 2012

As part of the trade delegation, you are required to attend the following events:-

Dubai - Sunday 5th February

Trade visit briefing (am)

Evening networking reception with Scottish Development International

UK Trade & Investment will organise a networking business reception with relevant contacts for the trade delegation. Scottish delegates will be able to invite potential and/or existing contacts to the event.

Tuesday 7th Feb

SCDI will transfer to Qatar to spend Wed/Thurs in Doha for business meetings.

FINANCIAL ASSISTANCE

Eight grants of £450 are available for SMEs that are new exporters to this market, to companies that have no previous exports to the market within 12 months, to companies whose turnover from exports is less than 25% of total turnover, and who do not have existing representation in the market. This funding is provided by UK Trade & Investment via Scottish Development International. Please note we are unable to confirm places or eligibility for the financial assistance until a few days after the cut off date.

All companies will be asked to complete a short post-visit questionnaire.

APPOINTMENT MAKING

Should you require assistance with bespoke research into the opportunities for your product in this market or with arranging a programme of calls/meetings while in the Middle East, it is **strongly recommended** that you utilise the Overseas Market Introduction Service (OMIS Service) available via Scottish Development International. If you intend to use these services you are advised to complete and return the Application Form promptly as at least 8 weeks' notice is required for market

research. Please note there is a charge for this service. For further information on this service please visit

<http://www.sdi.co.uk/Export/Find-New-Markets/understanding-international-markets/overseas-market-introduction-service.aspx>

TRAVEL AND ACCOMMODATION

We recommend that you organise your own flights to the UAE and Qatar. SCDI will inform you what flights their representative will be taking.

SCDI will co-ordinate hotel accommodation and provide details of the hotel, and group rate once application forms have been process and approved.

To benefit from the group networking activities and business networking it is strongly advised that you stay at the group hotels.

HOW TO APPLY

Please email Amy amy.burnett@scdi.org.uk or call 0141 222 9724 requesting an application form. There is no administration charge for participating on this mission.

The closing date for applying for the visit is Friday 11 November 2011.

Late applications may be accepted but will not qualify for the grant of £450 or commercial assistance.

FURTHER INFORMATION

<http://www.ukti.gov.uk/export/countries/asia/pacific/middleeast/unitedarabemirates.html>

<http://www.ukti.gov.uk/export/countries/asia/pacific/middleeast/qatar.html>

<http://ukinqatar.fco.gov.uk/en/>

<http://ukinuae.fco.gov.uk/en/>

http://news.bbc.co.uk/1/hi/country_profiles/default.stm