



INVESTOR PACK 20 24

**Become part of a progressive
and ambitious journey!**

Leverage an exceptional
value proposition, to develop,
manufacture, and export
products from the UAE.





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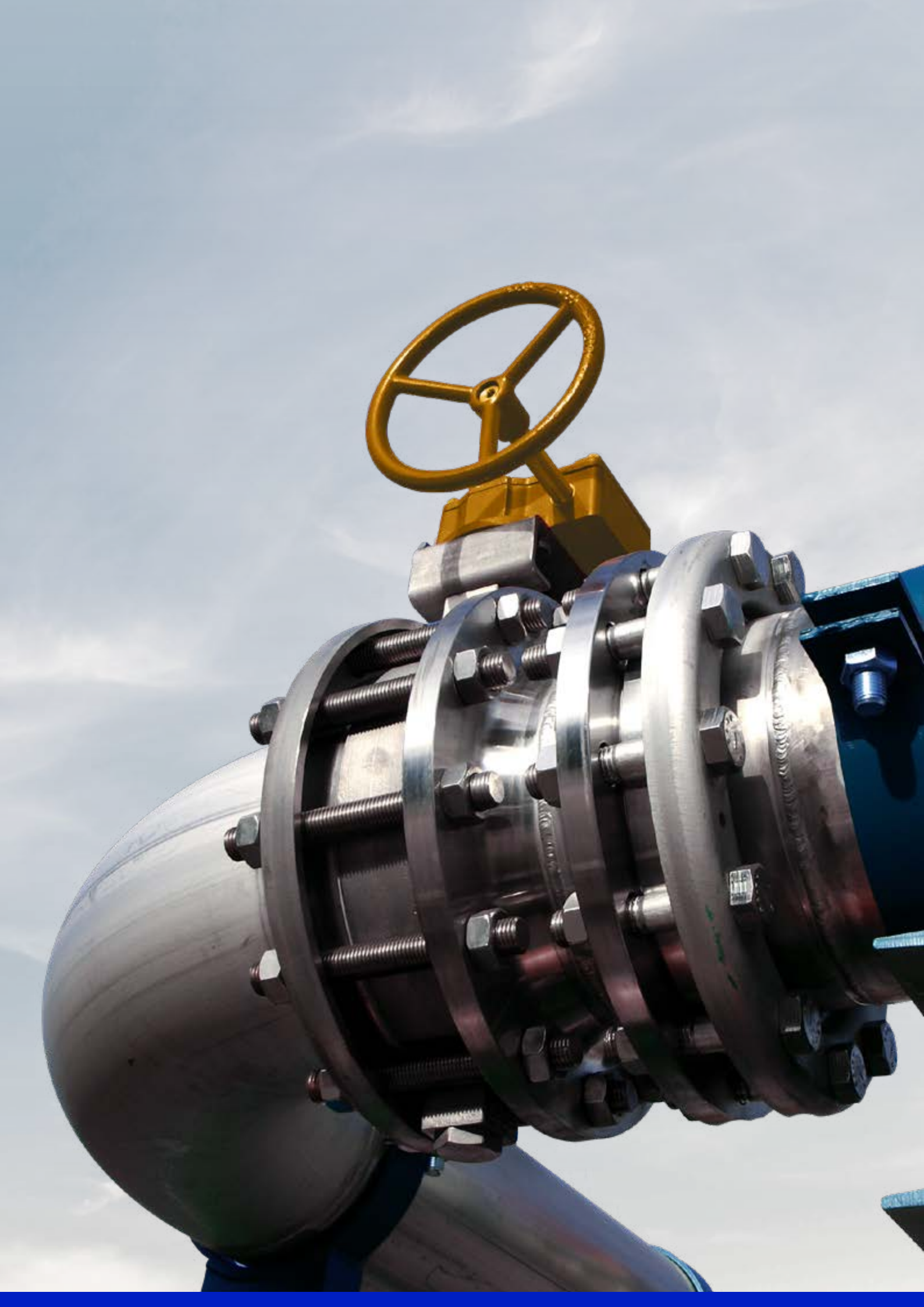
Why invest in the UAE?

3


How can you participate in our journey?

1

WHY IS THERE NEED FOR THE MANUFACTURING SECTOR?



**The
manufacturing
sector is an
integral part
of stabilizing
the economy.**



- Manufacturing has a strong linkage to other parts of the economy, creating demand for skills, inputs, manufacturing components, transportation and storage. Growth in manufacturing sector boosts growth in broader sets of activities, including the service sector.
- Most innovation and technological advances originate from the industrial sector, which can feed into other economic sectors making them more productive as well.
- Increase in foreign exchange reserves; exports will rise and imports will decline, leading to more cash inflow, while self-sufficiency improves.
- Mass production and the inevitable economies of scale: the more units produced, the lower the per-unit cost, thereby increasing the value of outputs per input.
- The utilization of natural resources by converting them into finished goods, which will enhance trade flow and create self-dependency.
- The creation of many jobs at all levels, due to long supply chains.

The future also requires development of digital capabilities, which highlights three important megatrends expected to shape the manufacturing landscape:

01

Digitalization:

This increases productivity, optimizes the supply chain, and provides businesses more control over their operations.

02

Production Rebalancing:

This lowers bottlenecks and waste, allowing for higher capacity utilization while using fewer resources, resulting in smart production.

03

Industrial Greening:

Reducing carbon emissions and ensuring sustainability through the use of renewable energy sources.

2

WHY INVEST IN THE UAE?





The UAE has a Competitive Advantage in Attracting Investments

A large offshore oil rig is shown at sea, with a long horizontal structure extending from the main platform. The rig is illuminated with warm lights, and the sky is a mix of blue and orange, suggesting sunset or sunrise. The water is dark blue with some whitecaps.

Logistics & Infrastructure

- Prime location.
- Easy access to **12** ports.
- AD Ports Promotes Global Supply-Chain Resilience.
- Availability of industrial plots at attractive rates.
- Availability of energy at competitive rates.

Demand

- Leverage established Free Trade Agreements (FTAs) with GCC and GAFTA countries to enable exports.
- High considerable demand led by Government sector.

Competitiveness

- Highly competitive country - UAE ranked Globally as per World **10th** Competitiveness Centre in **2023**.
- Incentives schemes to support industrial sector.



Financing

- Variety of financing options.
- Well established & solid financial system with AA credit rating for the UAE.

Legal & Regulations

- Strong legal system.
- Ease of doing business.
- Fixable rules & regulations.

Quality of Life

- Attractive environment for talents.
- High safety and security.
- Political stability.

Our National Strategic Approach

The Abu Dhabi National Oil Company (ADNOC) is committed to drive industrial growth and diversification through its ambitious downstream and industry growth program, supporting the Ministry of Industry and Advanced Technology's (MoIAT) 'Make it in the Emirates' strategy.

ADNOC's Make it in the Emirates initiative is supporting the industrial sector to reach **AED 17.2 BN** of the UAE's GDP through localizing high-demand products. With this strategy, ADNOC contributes **10%** in Abu Dhabi's industrial GDP to support Abu Dhabi's aspirations to increase added-value from the manufacturing sector to **AED 172 BN** by 2031. Ultimately it will drive UAE industrial growth by boosting its GDP contribution from **AED 133 BN** to **AED 300 BN** by 2031.

ADNOC has identified **AED 90 BN** worth of products with local manufacturing potential and invites the private sector to seize this opportunity.

Here you will find the product categories related to Make it in the Emirates campaign. Upon receiving an interest for the listed opportunities from any potential investors, ADNOC signs a Letter of Intent (LOI) which contains NDA and shares additional information, such as historical and future demand data, to facilitate informed investment decisions.



Investor Incentives With ADNOC

Enable Investment

01

Dedicated Focal Point in ADNOC who will guide and support investors by:

- Sharing ADNOC requirements with the investor.
- Coordinate with various ADNOC departments.
- Facilitate investor needs.
- Provide Business recommendations and expert advice.

Fast Track Pre-Registration

03

Assure fast track registration amongst ADNOC approved suppliers.

Encourage Innovation /New Technology

05

Ability for pilot projects to check product compatibility and feasibility within ADNOC requirements.

Consider Offtake Agreement

02

Upon taking an investment decision, ADNOC will consider involving the investor to be part of the offtake agreement.

Access to Local Investment Ecosystem

04

- Facilitate engagement with relevant government authorities.
- Facilitate access to the UAE's export market.
- Facilitate finance.

Preference in the Tendering Process

06

- Provide support in the tendering process by assuring first right refusal.
- Enable local manufacturing purchases for ADNOC projects.
- Opportunity to be part of ADNOC's Prime List.

3

**HOW CAN YOU
PARTICIPATE IN
OUR JOURNEY?**





Make it in The Emirates

Industrial Opportunities

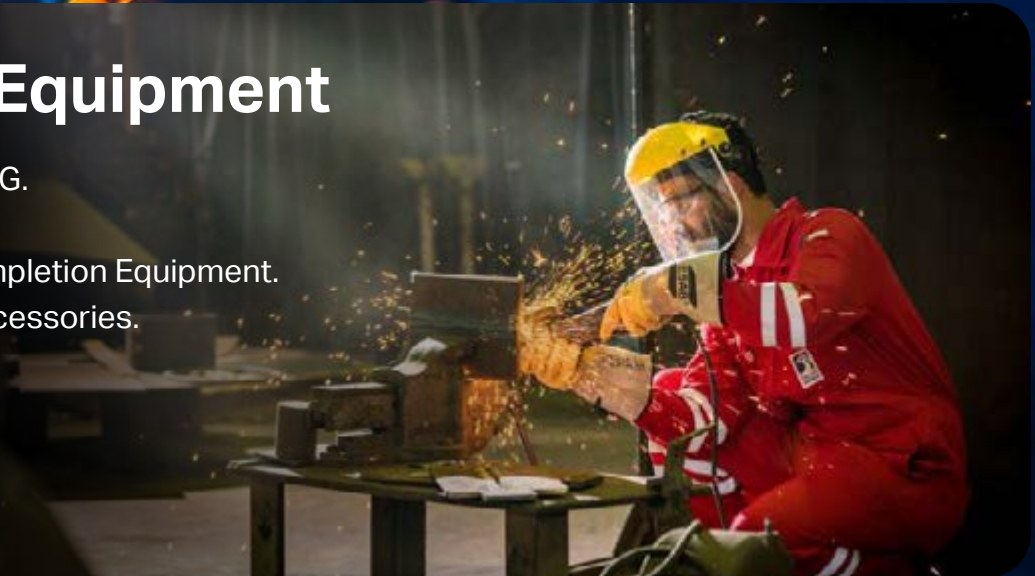
ADNOC's industrial opportunities are spread over the following categories:



INVESTMENT. SUSTAINABILITY. GROWTH

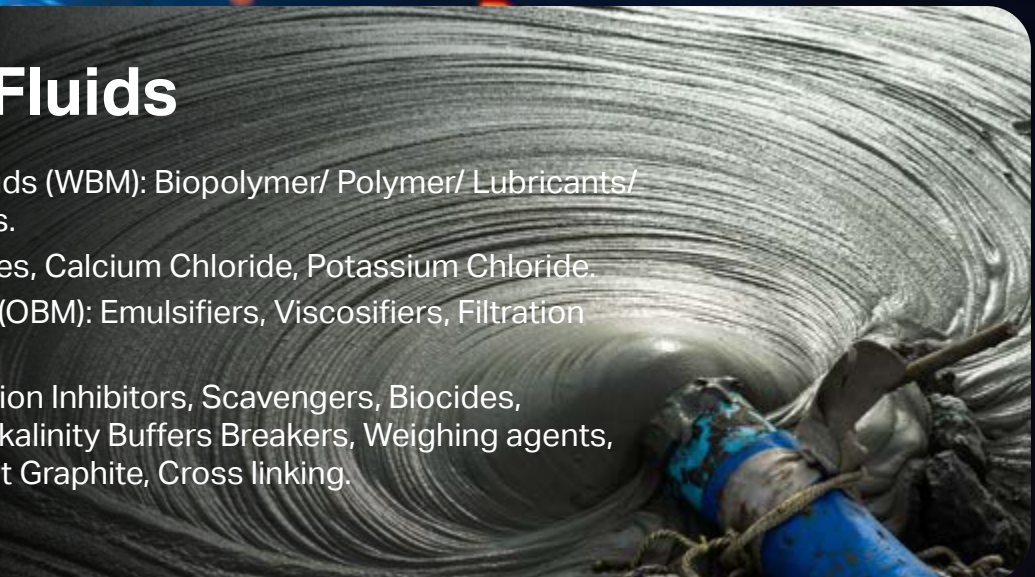
Drilling Equipment

- Seamless OCTG.
- Drill Pipe.
- Downhole Completion Equipment.
- Cementing Accessories.
- Drilling Bits.



Drilling Fluids

- Water Base Muds (WBM): Biopolymer/ Polymer/ Lubricants/ Shale Inhibitors.
- Brines: Bromides, Calcium Chloride, Potassium Chloride.
- Oil Base Muds (OBM): Emulsifiers, Viscosifiers, Filtration Control.
- Others: Corrosion Inhibitors, Scavengers, Biocides, Surfactants, Alkalinity Buffers Breakers, Weighing agents, Fibers, Resilient Graphite, Cross linking.



Mechanical Equipment & Parts

- Casting Products
- Forging Products
- Turbines (Steam & Gas)
- Parts & Control Systems
- Compressors
- Pumps
- Gearbox
- Mechanical Seal and Seal Plan
- Pressure Vessels & Heat Exchanger
- Internals for Separators



Pipelines, Hot Bends & Cladding

- Seamless Line Pipe.
- CRA Cladded/Lined Pipes.
- Hot Induction Bends.
- Barred Tees.
- Concrete Mattresses.
- Grout Bags.
- PIGS.

Air Conditioning & Refrigeration

- HVAC Chiller.
- Air Handling Unit, Fan Coil Unit And Induction Unit.
- Blowers & Draft Fans.

Piping, Fittings & Valves

- Pipes (Seamless and welded).
- Wrought Fittings.
- Forged Fittings.
- Cladded Pipe & Fittings.
- Flanges.
- Mechanical Valves.
- Motor Operated Actuated Valves, Butterfly, IDBB,
- Shutdown valves, Actuators.
- Gaskets including Insulating Gaskets.
- Fasteners (Bolts & Nuts).



Maintenance, repair & operations (Packaging Material)

- Plastic Pallets.
- Octabins – Cardboard.
- SHF 120 micron.
- FFS 120 micron.
- Cold Glue.



Electric Submersible Pumps & Cable

- Electric Submersible Pump (ESP) system.
- ESP Cable.



Construction Building Materials

- Thermal insulation / Passive fire protection (Mineral wool).
- Fireproof divisions classified fire rated Bulkheads/walls, flooring & ceiling.
- Fireproof divisions-classified fire rated doors & windows assemblies.
- Fireproof Fire Rated Doors hardware.

Electrical

- MV Switchgears & Contactors.
- Variable Speed Drive Systems: LV/MV.
- Batteries.

Instrumentation, controls & telecoms

- Process Control System (DCS) & Emergency Shutdown System (ESD).
- Fire & Gas Detectors & Systems.
- Programmable Logic Controller (PLC).
- Condition / Vibration Monitoring System (MCM System).
- Control Valves.

Process Chemicals

- Production chemicals.
- Process Treatment Chemicals.
- Polymer Additives.

Technology

- Manufacture Mobile Solar system.
- Manufacture Battery Energy Storage Systems (BESS).
- Manufacture Kinetic Battery for Energy Storage.

Green Hydrogen

- Solar PV.
- Batteries.
- Power Electronics.
- Electrolysis.
- H2 Purification & Compression.
- H2 Storage.

A close-up photograph of a large industrial valve. The main body of the valve is painted a vibrant red, while the flange at the bottom is painted blue. Several silver-colored bolts are visible, securing the flange. The background is dark and out of focus, emphasizing the mechanical details of the valve.

INVESTOR JOURNEY TO OPEN UAE-BASED FACILITIES WITH ADNOC SUPPORT

01 Investor interested to setup Factory in UAE

Check ADNOC's website to see available industrial opportunities under Make It In the Emirates.

[visit website](#) 

02 Contact Industrial Development Team in ADNOC

Contact icv@adnoc.ae and provide brief description on the opportunity with contact details.

03 ADNOC to Setup a meeting to discuss the opportunity

Meeting with ADNOC team to discuss the details to follow one of the following options:

A Start registration process by contacting registration team using:

[visit website](#) 

B Sign LOI with ADNOC if the product among Make it in the Emirates priority products which require new investment or expansion decision.

C Sign SCA if the company wants to explore opportunities within existing business.

D New Technology/Product which involve technology Team, Refer to technology process below.

04 Business case submission and investment decision

Investor to submit a business case within agreed time frame, ADNOC team provides recommendations to support investment decisions and consider offtake agreements/framework agreements.

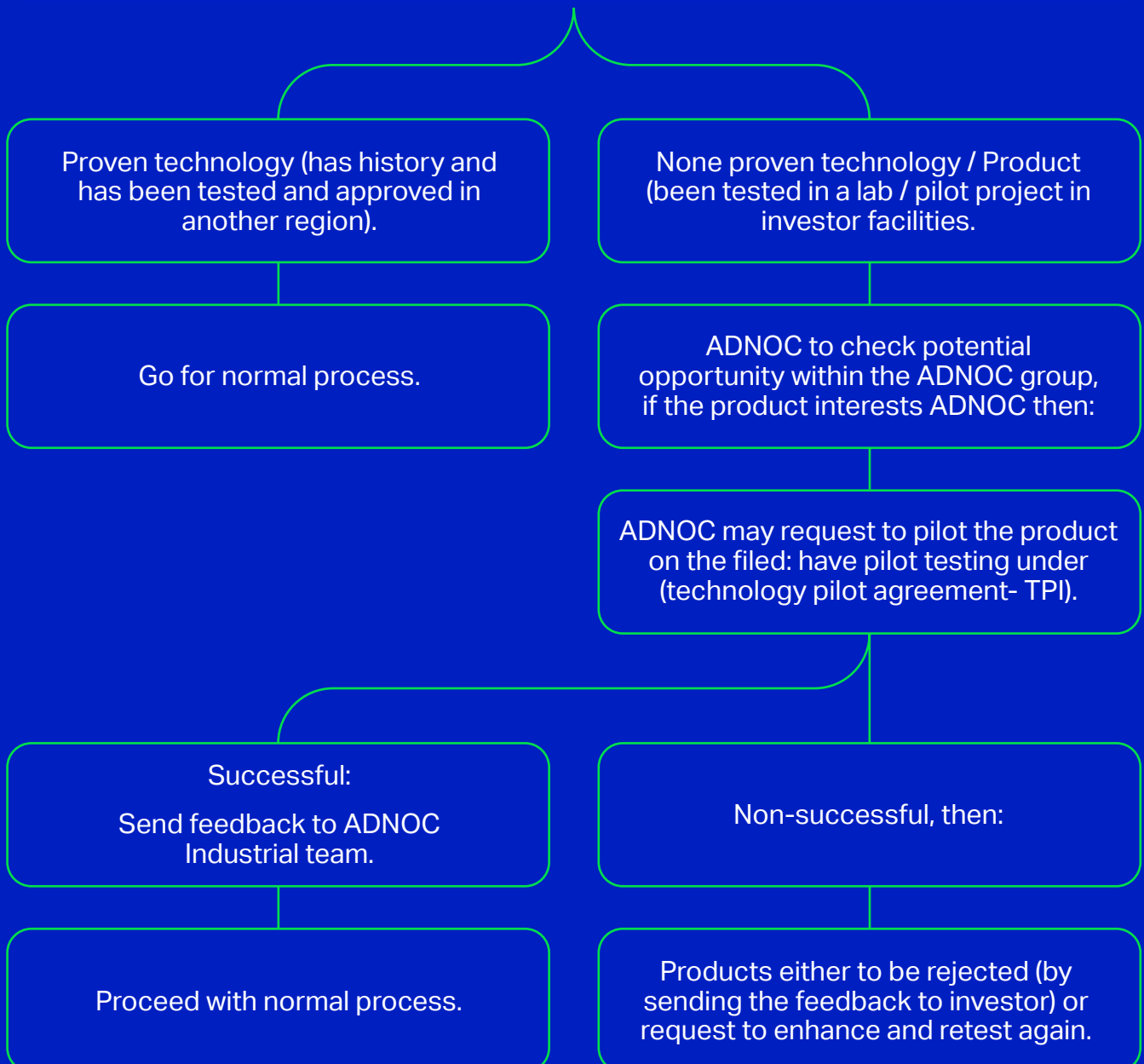
05 Follow up

ADNOC team to follow up on project implementation and assure completion within estimated timeframe.



NEW TECHNOLOGY PROCESS

**For any new product or technology
for ADNOC, then if:**





ICV@ADNOC.AE

visit website

