Product Offtake Initiative
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01 INTRODUCTION

With the launch of the 1st Edition of the Make it in the Emirates Forum, in June 2022, the Ministry of Industry & Advanced Technology (MoIAT) introduced the Product Offtake Initiative. The initiative leverages MoIAT’s existing network of strategic partners to forecast & aggregate demand to enable the identification of high potential opportunities for product localization & industrial investments.

**KEY PARTNERS**

- AED 110 Bn Value
- 300+ Products
- AED 120 Bn Value
- 1400+ Products

**Main Outcomes**

- AED 31 Bn Localization Value
- Additional Offtake Value on 2022 List
02 HIGHLIGHTS

This initiative has identified opportunities that would enable the following strategic objectives:

- **Supply Chain Competitiveness & Resilience**
- **Technology & Innovation Development**
- **Strategic Industrial Investments**
- **Economic Diversification**
- **Sustainable Employment**
- **Value Added Manufacturing**

Leveraging MoIAT’s network of strategic partners across multiple industries, we have identified a diverse set of opportunities ranging from short-term opportunities that build on the UAE’s existing industrial base to long-term opportunities that introduce new capabilities and technologies.

This initiative creates a collaborative ecosystem between the public and private sector to achieve a quantum leap in the UAE’s industrial sector and drive sustainable economic growth.
03 SECTORS

ENERGY 01

GENERAL MECHANICAL EQUIPMENT & MATERIALS 02

ELECTRICAL EQUIPMENT & ELECTRONICS 03

HEAVY INDUSTRIES 04

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## ENERGY SECTOR

**Total Offtake Value**  AED 33 Bn  

**Total # of Products**  17

### PRODUCT GROUPS

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Total Value</th>
<th>Average Forecast Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drilling &amp; Completion Equipment</td>
<td>AED 18.9 Bn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Well Logging Equipment</td>
<td>AED 5.9 Bn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Gas Lift Systems</td>
<td>AED 2 Bn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Drilling Fluids</td>
<td>AED 2 Bn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Production Equipment</td>
<td>AED 2 Bn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Drilling Material</td>
<td>AED 975 Mn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Seismic Sensors</td>
<td>AED 348 Mn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Drilling Systems</td>
<td>AED 348 Mn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Drill Pipes</td>
<td>AED 278 Mn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Monitoring Systems</td>
<td>AED 186 Mn</td>
<td>8 Years</td>
</tr>
</tbody>
</table>

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![QR Code](image-url)
# GENERAL MECHANICAL EQUIPMENT & MATERIALS SECTOR

**Total Offtake Value**: AED 21 Bn  
**Total # of Products**: 69

## PRODUCT GROUPS

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Total Value</th>
<th>Average Forecast Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compressors</td>
<td>AED 9.7 Bn</td>
<td>9 Years</td>
</tr>
<tr>
<td>Pipes &amp; Fittings (Metallic &amp; Non-Metallic)</td>
<td>AED 5.1 Bn</td>
<td>7 Years</td>
</tr>
<tr>
<td>Valves</td>
<td>AED 2.7 Bn</td>
<td>9 Years</td>
</tr>
<tr>
<td>Fans, Turbines &amp; Filters</td>
<td>AED 1.2 Bn</td>
<td>9 Years</td>
</tr>
<tr>
<td>Pumps</td>
<td>AED 1.1 Bn</td>
<td>8 Years</td>
</tr>
<tr>
<td>Spare Parts &amp; Accessories</td>
<td>AED 480 Mn</td>
<td>7 Years</td>
</tr>
<tr>
<td>Gaskets, Packing, &amp; Sealing Devices</td>
<td>AED 302 Mn</td>
<td>8 Years</td>
</tr>
<tr>
<td>HVAC</td>
<td>AED 301 Mn</td>
<td>5 Years</td>
</tr>
<tr>
<td>Lifts / Elevators</td>
<td>AED 178 Mn</td>
<td>4 Years</td>
</tr>
<tr>
<td>Mechanical Instrumentation</td>
<td>AED 47 Mn</td>
<td>4 Years</td>
</tr>
</tbody>
</table>

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ELECTRICAL EQUIPMENT & ELECTRONICS SECTOR

Total Offtake Value AED 13 Bn
Total # of Products 143

PRODUCT GROUPS

- Cables, Conductors & Wires
  - AED 3.3Bn
  - Average Forecast Period 3 Years

- Switchgears
  - AED 2.9Bn
  - Average Forecast Period 5 Years

- Control System & Components
  - AED 2.3Bn
  - Average Forecast Period 5 Years

- Transformers
  - AED 2.2Bn
  - Average Forecast Period 3 Years

- Building Systems
  - AED 688Mn
  - Average Forecast Period 6 Years

- Electrodes
  - AED 439Mn
  - Average Forecast Period 8 Years

- Battery
  - AED 314Mn
  - Average Forecast Period 5 Years

- Electrical Systems
  - AED 196Mn
  - Average Forecast Period 6 Years

- Solar Equipment
  - AED 162Mn
  - Average Forecast Period 8 Years

- Electric Instrumentation
  - AED 121Mn
  - Average Forecast Period 3 Years

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HEAVY INDUSTRIES
SECTOR

Total Offtake Value: AED 5.9 Bn
Total # of Products: 33

PRODUCT GROUPS

Metallic Goods
(Excludes Pipes)
AED 4.1 Bn
Average Forecast Period: 8 Years

Processed Minerals
AED 1 Bn
Average Forecast Period: 7 Years

Carbon Sources
AED 297 Mn
Average Forecast Period: 5 Years

Refractory
AED 178 Mn
Average Forecast Period: 8 Years

Self-Healing Cement Technology
AED 139 Mn
Average Forecast Period: 8 Years

Composite
AED 123 Mn
Average Forecast Period: 6 Years

Fabrication & Foundry
AED 108 Mn
Average Forecast Period: 10 Years

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DEFENCE EQUIPMENT, WEAPONS & ACCESSORIES SECTOR

Total Offtake Value: AED 5 Bn
Total # of Products: 28

PRODUCT GROUPS

- Ammunition Material & Components: AED 2.8 Bn, Average Forecast Period: 10 Years
- Monitoring & Control Systems: AED 1.5 Bn, Average Forecast Period: 5 Years
- UAV Engine: AED 449 Mn, Average Forecast Period: 5 Years
- Weapon Components: AED 270 Mn, Average Forecast Period: 10 Years

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**PHARMACEUTICALS SECTOR**

Total Offtake Value: **AED 5 Bn**
Total # of Products: **60**

**PRODUCT GROUPS**

- **Oncology**
  - AED 1.5Bn
  - Average Forecast Period: 10 Years

- **Anti Infectives Systemic**
  - AED 613Mn
  - Average Forecast Period: 10 Years

- **Musculo Skeletal System**
  - AED 584Mn
  - Average Forecast Period: 10 Years

- **Respiratory System**
  - AED 561Mn
  - Average Forecast Period: 10 Years

- **Allergy & Immune System**
  - AED 469Mn
  - Average Forecast Period: 10 Years

- **Central Nervous System**
  - AED 369Mn
  - Average Forecast Period: 10 Years

- **Cardiovascular & Hematopoietic**
  - AED 272Mn
  - Average Forecast Period: 10 Years

- **Hormone**
  - AED 176Mn
  - Average Forecast Period: 10 Years

- **Endocrine & Metabolic System**
  - AED 137Mn
  - Average Forecast Period: 10 Years

- **Vitamin & Mineral**
  - AED 75Mn
  - Average Forecast Period: 10 Years

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06
Petrochemicals & Chemical Products Sector

Total Offtake Value: AED 3 Bn
Total # of Products: 29

PRODUCT GROUPS

- **Caustic Soda**
  - AED 1.7 Bn
  - Average Forecast Period: 10 Years

- **Plastic Material**
  - AED 994 Mn
  - Average Forecast Period: 6 Years

- **Industrial Chemicals**
  - AED 195 Mn
  - Average Forecast Period: 9 Years

- **Defoamer**
  - AED 82 Mn
  - Average Forecast Period: 10 Years

- **Oils, Lubricants & Greases**
  - AED 40 Mn
  - Average Forecast Period: 8 Years

- **Paints, Varnishes & Supplies**
  - AED 13 Mn
  - Average Forecast Period: 7 Years

- **Cleaning Chemicals**
  - AED 12 Mn
  - Average Forecast Period: 5 Years

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![QR Code]
CIVIL, STRUCTURAL, BUILDING MATERIALS, EQUIPMENT & SUPPLIES SECTOR

Total Offtake Value: AED 2.8 Bn
Total # of Products: 14

PRODUCT GROUPS

- **Structures**: AED 1.7 Bn, Average Forecast Period 5 Years
- **Construction Equipment & Material**: AED 1 Bn, Average Forecast Period 5 Years
- **Explosion Proof Enclosures**: AED 27 Mn, Average Forecast Period 8 Years
- **Telecommunication Shelters**: AED 10 Mn, Average Forecast Period 5 Years

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MEDICAL CONSUMABLES

SECTOR

Total Offtake Value: AED 2 Bn
Total # of Products: 937

PRODUCT GROUPS

- Diagnostic Consumable: AED 1 Bn, Average Forecast Period 10 Years
- Patient Care: AED 825 Mn, Average Forecast Period 10 Years
- Lab Storage & Packaging: AED 225 Mn, Average Forecast Period 7 Years
- Gastrointestinal, Hepatobiliary System: AED 118 Mn, Average Forecast Period 10 Years

REGISTER YOUR INTEREST HERE:
# AVIATION SECTOR

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Total Offtake Value</th>
<th>Average Forecast Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Transport Equipment &amp; Systems</td>
<td>AED 874 Mn</td>
<td>5 Years</td>
</tr>
<tr>
<td>Flight Consumables</td>
<td>AED 26 Mn</td>
<td>5 Years</td>
</tr>
</tbody>
</table>

Total Offtake Value: AED 901 Mn
Total # of Products: 12

REGISTER YOUR INTEREST HERE:
### DATA, TELECOMMUNICATION EQUIPMENT & SYSTEMS SECTOR

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Total Offtake Value</th>
<th>Average Forecast Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiber Cable</td>
<td>AED 350 Mn</td>
<td>5 Years</td>
</tr>
<tr>
<td>Telecommunication Systems</td>
<td>AED 239 Mn</td>
<td>5 Years</td>
</tr>
<tr>
<td>Datalink</td>
<td>AED 133 Mn</td>
<td>4 Years</td>
</tr>
<tr>
<td>Sim Cards</td>
<td>AED 25 Mn</td>
<td>5 Years</td>
</tr>
</tbody>
</table>

Total Offtake Value: **AED 746 Mn**

Total # of Products: **4**

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FOOD, BEVERAGE & AGRICULTURAL TECHNOLOGY SECTOR

Total Offtake Value: AED 510 Mn
Total # of Products: 43

PRODUCT GROUPS

Animal-Based Protein
- AED 133 Mn
- Average Forecast Period: 5 Years

Processed Food
- AED 111 Mn
- Average Forecast Period: 5 Years

Beverages
- AED 108 Mn
- Average Forecast Period: 5 Years

Fruits & Vegetables
- AED 62 Mn
- Average Forecast Period: 5 Years

Dairy Products
- AED 61 Mn
- Average Forecast Period: 5 Years

Other Food, Beverage, & Catering Related Products
- AED 36 Mn
- Average Forecast Period: 5 Years

REGISTER YOUR INTEREST HERE:
### Sector

<table>
<thead>
<tr>
<th>Product Group Name</th>
<th>Average Forecast Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General Mechanical Equipment &amp; Materials</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PIGS</td>
<td>8 Years</td>
<td>AED 23 Mn</td>
</tr>
<tr>
<td><strong>Electrical Equipment &amp; Electronics</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spare Parts and Accessories</td>
<td>5 Years</td>
<td>AED 76 Mn</td>
</tr>
<tr>
<td>Package Unit</td>
<td>2 Years</td>
<td>AED 34 Mn</td>
</tr>
<tr>
<td>Contactors &amp; Relays</td>
<td>5 Years</td>
<td>AED 28 Mn</td>
</tr>
<tr>
<td>Lighting</td>
<td>6 Years</td>
<td>AED 23 Mn</td>
</tr>
<tr>
<td>Generators</td>
<td>3 Years</td>
<td>AED 20 Mn</td>
</tr>
<tr>
<td>Electric Feeder</td>
<td>2 Years</td>
<td>AED 16 Mn</td>
</tr>
<tr>
<td>Programmable Logic Controller (PLC)</td>
<td>6 Years</td>
<td>AED 11 Mn</td>
</tr>
<tr>
<td>UPS &amp; Power Supply</td>
<td>5 Years</td>
<td>AED 11 Mn</td>
</tr>
<tr>
<td>Ring Main Unit</td>
<td>2 Years</td>
<td>AED 11 Mn</td>
</tr>
<tr>
<td>Antenna</td>
<td>6 Years</td>
<td>AED 01 Mn</td>
</tr>
<tr>
<td>Industrial Systems</td>
<td>1 Years</td>
<td>AED 516 K</td>
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</table>
### Sector: Pharmaceuticals

<table>
<thead>
<tr>
<th>Product Group Name</th>
<th>Average Forecast Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dermatological &amp; Personal Care</td>
<td>10 Years</td>
<td>AED 71 Mn</td>
</tr>
<tr>
<td>Ophthalmic</td>
<td>10 Years</td>
<td>AED 56 Mn</td>
</tr>
<tr>
<td>Genito Urinary System</td>
<td>10 Years</td>
<td>AED 38 Mn</td>
</tr>
<tr>
<td>Gastrointestinal, Hepatobiliary System</td>
<td>10 Years</td>
<td>AED 26 Mn</td>
</tr>
</tbody>
</table>

### Sector: Office, Residential Equipment & Supplies

<table>
<thead>
<tr>
<th>Product Group Name</th>
<th>Average Forecast Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paper Products</td>
<td>5 Years</td>
<td>AED 28 Mn</td>
</tr>
<tr>
<td>Office Stationery &amp; Supplies</td>
<td>5 Years</td>
<td>AED 9 Mn</td>
</tr>
<tr>
<td>Furniture &amp; Office Equipment</td>
<td>5 Years</td>
<td>AED 4 Mn</td>
</tr>
</tbody>
</table>

### Sector: Others

<table>
<thead>
<tr>
<th>Product Group Name</th>
<th>Average Forecast Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shelving &amp; Storage</td>
<td>5 Years</td>
<td>AED 93 Mn</td>
</tr>
<tr>
<td>Cleaning &amp; Laundry Equipment</td>
<td>5 Years</td>
<td>AED 93 Mn</td>
</tr>
<tr>
<td>Material Handling System Accessories &amp; Supplies</td>
<td>7 Years</td>
<td>AED 89 Mn</td>
</tr>
<tr>
<td>Automotive &amp; Automobile Equipment</td>
<td>5 Years</td>
<td>AED 81 Mn</td>
</tr>
<tr>
<td>Kitchen Appliances, Cookware &amp; Utensils</td>
<td>5 Years</td>
<td>AED 76 Mn</td>
</tr>
<tr>
<td>Protective Equipment</td>
<td>6 Years</td>
<td>AED 47 Mn</td>
</tr>
<tr>
<td>Textiles &amp; Apparel</td>
<td>5 Years</td>
<td>AED 45 Mn</td>
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</tbody>
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## 04 APPENDIX (3/3)

<table>
<thead>
<tr>
<th>Sector</th>
<th>Product Group Name</th>
<th>Average Forecast Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>Footwear</td>
<td>5 Years</td>
<td>AED 5 Mn</td>
</tr>
<tr>
<td></td>
<td>Luggage</td>
<td>5 Years</td>
<td>AED 4 Mn</td>
</tr>
<tr>
<td></td>
<td>Industrial Equipment &amp; Accessories</td>
<td>6 Years</td>
<td>AED 3 Mn</td>
</tr>
</tbody>
</table>