



INVESTMENT. SUSTAINABILITY. GROWTH

Product Offtake

INITIATIVE



وزارة الصناعة
والتكنولوجيا المتقدمة
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY



دائرة التنمية الاقتصادية
DEPARTMENT OF ECONOMIC DEVELOPMENT



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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



Main Outcomes

- AED 110 Bn Value
- 300+ Products

+10 Bn

Additional Offtake Value
on 2022 List

2022

2023

AED 31 Bn
Localization Value

- AED 120 Bn Value
- 1400+ Products

02 HIGHLIGHTS

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



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

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ENERGY

SECTOR

Total Offtake Value **AED 33 Bn** 

Total # of Products **17** 

PRODUCT GROUPS

Drilling & Completion Equipment

AED 18.9Bn

Average Forecast Period
8 Years

Well Logging Equipment

AED 5.9Bn

Average Forecast Period
8 Years

Gas Lift Systems

AED 2Bn

Average Forecast Period
8 Years

Drilling Fluids

AED 2Bn

Average Forecast Period
8 Years

Production Equipment

AED 2Bn

Average Forecast Period
8 Years

Drilling Material

AED 975Mn

Average Forecast Period
8 Years

Seismic Sensors

AED 348Mn

Average Forecast Period
8 Years

Drilling Systems

AED 348Mn

Average Forecast Period
8 Years

Drill Pipes

AED 278Mn

Average Forecast Period
8 Years

Monitoring Systems

AED 186Mn

Average Forecast Period
8 Years

REGISTER YOUR INTEREST HERE :



GENERAL MECHANICAL EQUIPMENT & MATERIALS SECTOR

Total Offtake Value **AED 21 Bn**



Total # of Products **69**



PRODUCT GROUPS

Compressors

AED 9.7Bn

Average Forecast Period
9 Years

Pipes & Fittings
(Metallic & Non-Metallic)

AED 5.1Bn

Average Forecast Period
7 Years

Valves

AED 2.7Bn

Average Forecast Period
9 Years

**Fans, Turbines
& Filters**

AED 1.2Bn

Average Forecast Period
9 Years

Pumps

AED 1.1Bn

Average Forecast Period
8 Years

**Spare Parts &
Accessories**

AED 480Mn

Average Forecast Period
7 Years

**Gaskets,
Packing, &
Sealing Devices**

AED 302Mn

Average Forecast Period
8 Years

HVAC

AED 301Mn

Average Forecast Period
5 Years

Lifts / Elevators

AED 178Mn

Average Forecast Period
4 Years

**Mechanical
Instrumentation**

AED 47Mn

Average Forecast Period
4 Years

REGISTER YOUR INTEREST HERE :



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

REGISTER YOUR INTEREST HERE :



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

REGISTER YOUR INTEREST HERE :





DEFENCE EQUIPMENT, WEAPONS & ACCESSORIES SECTOR

Total Offtake Value **AED 5 Bn**



Total # of Products **28**



PRODUCT GROUPS

Ammunition Material & Components

AED 2.8Bn

Average Forecast Period **10 Years**

Monitoring & Control Systems

AED 1.5Bn

Average Forecast Period **5 Years**

UAV Engine

AED 449Mn

Average Forecast Period **5 Years**

Weapon Components

AED 270Mn

Average Forecast Period **10 Years**

REGISTER YOUR INTEREST HERE :



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 561 Mn

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

REGISTER YOUR INTEREST HERE :



PETROCHEMICALS & CHEMICAL PRODUCTS SECTOR

Total Offtake Value **AED 3 Bn**



Total # of Products **29**



PRODUCT GROUPS

Caustic Soda

AED 1.7Bn

Average Forecast Period
10 Years

Plastic Material

AED 994Mn

Average Forecast Period
6 Years

**Industrial
Chemicals**

AED 195Mn

Average Forecast Period
9 Years

Defoamer

AED 82Mn

Average Forecast Period
10 Years

**Oils, Lubricants
& Greases**

AED 40Mn

Average Forecast Period
8 Years

**Paints,
Varnishes &
Supplies**

AED 13Mn

Average Forecast Period
7 Years

**Cleaning
Chemicals**

AED 12Mn

Average Forecast Period
5 Years

REGISTER YOUR INTEREST HERE :



CIVIL, STRUCTURAL, BUILDING MATERIALS, EQUIPMENT & SUPPLIES SECTOR

Total Offtake Value **AED 2.8 Bn** 

Total # of Products **14** 

PRODUCT GROUPS

Structures

AED 1.7Bn

Average Forecast Period
5 Years

**Construction
Equipment &
Material**

AED 1 Bn

Average Forecast Period
5 Years

**Explosion Proof
Enclosures**

AED 27Mn

Average Forecast Period
8 Years

**Telecommunication
Shelters**

AED 10Mn

Average Forecast Period
5 Years

REGISTER YOUR INTEREST HERE :



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 825Mn

Average Forecast Period
10 Years

**Lab Storage &
Packaging**

AED 225Mn

Average Forecast Period
7 Years

**Gastrointestinal,
Hepatobiliary
System**

AED 118Mn

Average Forecast Period
10 Years

REGISTER YOUR INTEREST HERE :



AVIATION

SECTOR

Total Offtake Value **AED 901 Mn** 

Total # of Products **12** 

PRODUCT GROUPS

**Air Transport
Equipment &
Systems**

AED 874Mn

Average Forecast Period
5 Years

**Flight
Consumables**

AED 26Mn

Average Forecast Period
5 Years

REGISTER YOUR INTEREST HERE :



DATA, TELECOMMUNICATION EQUIPMENT & SYSTEMS SECTOR

Total Offtake Value **AED 746 Mn** 

Total # of Products **4** 

PRODUCT GROUPS

Fiber Cable

AED 350Mn

Average Forecast Period
5 Years

**Telecommunication
Systems**

AED 239Mn

Average Forecast Period
5 Years

Datalink

AED 133Mn

Average Forecast Period
4 Years

Sim Cards

AED 25Mn

Average Forecast Period
5 Years

REGISTER YOUR INTEREST HERE :



FOOD, BEVERAGE & AGRICULTURAL TECHNOLOGY SECTOR

Total Offtake Value **AED 510 Mn** 

Total # of Products **43** 

PRODUCT GROUPS

Animal-Based Protein

AED 133Mn

Average Forecast Period
5 Years

Processed Food

AED 111Mn

Average Forecast Period
5 Years

Beverages

AED 108Mn

Average Forecast Period
5 Years

Fruits & Vegetables

AED 62Mn

Average Forecast Period
5 Years

Dairy Products

AED 61Mn

Average Forecast Period
5 Years

**Other Food,
Beverage, &
Catering Related
Products**

AED 36Mn

Average Forecast Period
5 Years

REGISTER YOUR INTEREST HERE :



04 APPENDIX (1/3)

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

04 APPENDIX (2/3)

Sector	Product Group Name	Average Forecast Period	Value
 Pharmaceuticals	Dermatological & Personal Care	10 Years	AED 71 Mn
	Ophthalmic	10 Years	AED 56 Mn
	Genito Urinary System	10 Years	AED 38 Mn
	Gastrointestinal, Hepatobiliary System	10 Years	AED 26 Mn
 Office, Residential Equipment & Supplies	Paper Products	5 Years	AED 28 Mn
	Office Stationery & Supplies	5 Years	AED 9 Mn
	Furniture & Office Equipment	5 Years	AED 4 Mn
Others	Shelving & Storage	5 Years	AED 93 Mn
	Cleaning & Laundry Equipment	5 Years	AED 93 Mn
	Material Handling System Accessories & Supplies	7 Years	AED 89 Mn
	Automotive & Automobile Equipment	5 Years	AED 81 Mn
	Kitchen Appliances, Cookware & Utensils	5 Years	AED 76 Mn
	Protective Equipment	6 Years	AED 47 Mn
	Textiles & Apparel	5 Years	AED 45 Mn

04 APPENDIX (3/3)

Sector	Product Group Name	Average Forecast Period	Value
Others	Footwear	5 Years	AED 5 Mn
	Luggage	5 Years	AED 4 Mn
	Industrial Equipment & Accessories	6 Years	AED 3 Mn

