



# National In-Country Value Program

Information Kit for Partners

# National In-Country Value Program

Supporting local  
industries by directing  
purchases of partners to  
the national economy

- ✓ The National In-Country Value (ICV) Program aims to support the national economy and industry by redirecting the purchases of government and private sector entities to local suppliers who have obtained the ICV certificate according to specific criteria (the value of spending and investment in the country, Emiratization, research and development).
- ✓ Participation in the program is optional for suppliers, however, certificate holders will gain a competitive advantage in contracts awarding and purchase orders. The requirements of the certificate focus on developing the business of its holders and do not impose any additional burdens on the applicants.
- ✓ The program pursues several objectives, including localizing vital supply chains, developing local industries and services, stimulating and attracting investment, diversifying the economy, increasing domestic industrial production and creating high-skilled job opportunities.

## ICV Certificate



The Ministry of Industry and Advanced Technology (MoIAT) has authorized 21 independent auditing companies to issue the ICV certificate after determining the value of the suppliers' domestic spending on manufacturing, products and services, the volume of capital investments in the country, spending on payroll and expenses, use of advanced technology and export volume.



# Key Messages: Impact of ICV on the Economy

## The National ICV Program aims to:

- ✓ Increase the industrial sector’s contribution to national GDP in line Operation 300Bn objectives.
- ✓ Contribute to economic diversification.
- ✓ Attract foreign investments, especially FDI.
- ✓ Enable local industrial companies to expand their reach & enhance their competitiveness.
- ✓ Provide high-skilled job opportunities in sectors enabled by advanced technology & 4IR solutions.
- ✓ Increase the competitive of UAE essential products and services.
- ✓ Raise awareness about the quality of national products and boost their demand.

## Role of MoIAT in the ICV Program



### Strategic legislative role

Choosing certification companies, establishing & updating ICV’s mechanism & cooperating with Ministry of Finance to apply the program to all federal purchases.



### Organizational role

Expanding the scope of the program by inviting leading companies that are the main drivers of the national economy and industry to join.



### Operational role

Matching purchase requests with suppliers and ensuring they can be fulfilled from the local market.



### Technical role

Working with partners and suppliers to catalyze the adoption of advanced technology and share knowledge with global companies.



Launched on a small scale in 2018, the program has achieved significant success and was approved for national implementation

The program has redirected AED 88 billion of spending into the local economy

The program has created more than 2,000 high-skilled job opportunities in the private sector

The number of approved suppliers has exceeded 5,000

Registered suppliers represent diverse sectors – from logistics to construction

The program has strengthened the partnership between the public and private sectors, which contributes to the resilience and growth of the UAE economy



# Benefits ICV for Partners

The program brings a wealth of benefits to its partners, as it offers better control over supply chains and quality without imposing any additional burdens on them.

## Benefits of ICV for Partners include:

- ✓ Localizing value chains and strengthen industrial self-sufficiency and allowing better control over specifications and quality
- ✓ ICV helps ensure business continuity and expands the variety of local supply options
- ✓ Ensuring the presence of suppliers in the UAE results in significant time savings and simplifies logistics
- ✓ Better awareness of products and services in the local market helps in planning and expanding business goals
- ✓ ICV increases the partners' contribution to the UAE GDP



# Benefits of ICV for Suppliers

Registered suppliers enjoy multiple advantages, from increasing their chances of obtaining contracts from the program's partners to benefiting from financial and non-financial incentive packages provided by Emirates Development Bank (EDB), aimed at developing the suppliers' businesses and helping them improve their performance by adopting state-of-the-art technology.

## Benefits of ICV for Suppliers include:

- ✓ ICV promotes local companies & introduces their products to the market.
- ✓ ICV increases the ability of suppliers to provide high-skilled job opportunities.
- ✓ ICV creates opportunities for local suppliers to enter partnerships with foreign companies
- ✓ ICV provides suppliers with incentives from EDB.
- ✓ Suppliers benefit from increased demand for local products/services & greater opportunities for government contracting.
- ✓ Entrepreneurs and SMEs can accelerate their growth with the localization of value chains.



# Objectives of the ICV Program

The program pursues several objectives that benefit all stakeholders as well as the national economy, and help achieve the strategic goals of Operation 300Bn that seeks to double the contribution of the industrial sector to the country's GDP.

Increase the industrial sector's contribution to the national GDP

Encourage institutions and companies to develop plans & programs to improve performance & productivity

Create new job opportunities for Emiratis with adequate training and skills development

Localize the UAE's industrial supply chains

Facilitate international technology and knowledge transfer, and equip local workforce with specialized expertise

Attract foreign direct investments and enhance R&D in the industrial sector

Strengthen partnerships with regional and global manufacturers to enhance the capabilities of local manufacturers

Stimulate entrepreneurship in future industries and advanced technologies

Create a business environment conducive to the growth of SMEs in the industrial sector

Increase the percentage of industrial projects that benefit from government tenders



# Become an ICV Champion

## How can suppliers participate in ICV?



1

Issue audited financial statement based on IFRS standards

Fill in ICV template as per the guidelines

2



3

Approach one of the authorized certifying bodies for evaluation

Once ICV certificate is received, you are now eligible to submit to one of the participating entities

4



## How can you support the program and raise awareness about it?

- ✓ Visit ICV page <https://moiat.gov.ae/en/> and get to know all the details about the ICV program.
- ✓ Motivate local/international manufacturers to benefit from the ICV advantages & benefits.
- ✓ Use #ICV and #MoIAT in your social media posts.
- ✓ Send your questions about ICV to [ICV@moiat.gov.ae](mailto:ICV@moiat.gov.ae) to be answered.
- ✓ Repost, Retweet and Share the ICV content published across MoIAT's social media platforms.
- ✓ Talk about ICV across different platforms!
- ✓ Share your success stories highlighting products manufactured in the UAE on traditional and social media platforms.
- ✓ Download the Visual Identity Guidelines and join the awareness campaign by using the logo in your social media content.



# Social Media Guidelines

## Engage with us



Engage with your audiences and encourage them to post their own content using the hashtags #ICV to be featured on @MoIATUAE channels

Tag and mention our accounts on Instagram, Twitter and LinkedIn  
**@MoIATUAE**







## MEDIA

To download the ICV logo and visual identity guidelines: [Click here](#)

For more information, please reach out to the Government Communication Department at the Ministry of Industry and Advanced Technology on [media@moiat.gov.ae](mailto:media@moiat.gov.ae)

# Sample Posts

#ICV aims to make the best use of local products and services and to enable #MoIAT to improve the performance and sustainability of the industrial sector by increasing the in-country value of local industries, supporting local companies in their role as key drivers of socio-economic development and boosting their contribution to the GDP. #ICV #MoIAT



#ICV is a national local content program that aims to drive the growth of the private sector, diversify the economy, create job opportunities for Emiratis, attract #investment to industry, promote #R&D and facilitate knowledge transfer. #ICV #MoIAT

