



UNITED ARAB EMIRATES
MINISTRY OF INDUSTRY
& ADVANCED TECHNOLOGY



National In-Country Value Program Suppliers Sessions



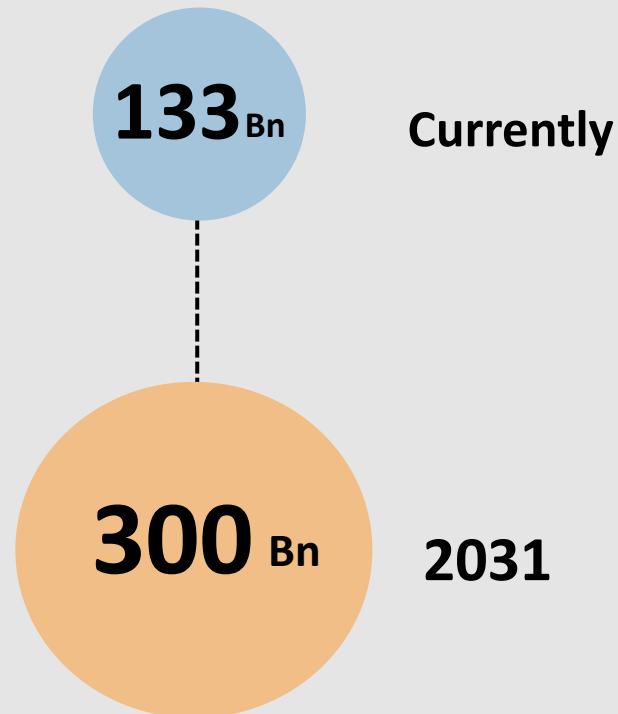
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Launch of Operation 300Bn

INDUSTRIAL VALUE ADDED (AED BN)



STRATEGIC OBJECTIVES

- 1 Creating a relevant, attractive and engaged business environment to meet local and international investor needs
- 2 Supporting continued growth of home-grown national industries and enhancing their competitiveness
- 3 Stimulating innovation and adopting advanced technology in industrial ecosystems of the future
- 4 Boosting UAE's reputation as a global destination for leading future industries with world-class infrastructure; a highly skilled and tech-advanced workforce



National ICV Program Objectives

OBJECTIVE

Boost economic performance and support local industries by redirecting higher portions of procurement spending into the national economy.

IMPACT



EMIRATIZATION



GDP
DIVERSIFICATION



SUPPLY CHAIN
RESILIENCE



MORE INDUSTRIAL
INVESTMENTS





ICV History





Why should you join the program?

Companies joining ICV will benefit from **increased demand for local products & services** to expand their businesses & win federal & government contracts & tenders.

Entrepreneurs as well as small and medium-sized companies will have greater **opportunities for growth** by virtue of the localization of value chains.

Increasing the opportunity for local companies to enter into **international partnerships** with international companies looking to take advantage of the competitive advantages of joint companies

The program represents an **opportunity to promote local companies** and introduce their products and the quality of their services.

ICV provides companies with many **competitive advantages**, including provision of **financing incentives and energy savings** for holders of the program's certificate

The program certificate holders will have a **contractual advantage** with the companies and federal authorities participating in the program

The program will **increase companies' ability to provide new and quality job opportunities** that contribute to improving their business.



National ICV Formula

MANUFACTURING COST & THIRD PARTY SPEND	INVESTMENT		EMIRATIZATION		EXPAT CONTRIBUTION		BONUS
50%	25%		15%		10%		5%
MANUFACTURERS	10%	$\frac{\text{Net Book Value of Assets in UAE}}{\text{Net Book Value of Total Assets}}$	2%	Up to AED 200K Salary, Training, benefits	1 to 3%	1 to 5 employees	$\frac{\text{Total Revenue from outside UAE}}{\text{Total Annual Revenue}}$ (Excluding Re – exports)
$\frac{\text{Manufacturing cost incurred in UAE} + \text{Emirati Cost} + 60\% \text{ of Expat Cost}}{\text{Total Cost}}$					4 to 6%	6 to 50 employees	$\frac{\text{Growth in NBV}}{\text{Original NBV}}$
SERVICE PROVIDERS	15% Progressive	AED, Million 5 to 50 = 5%	2-15% Progressive	above AED 200K to 20M Salary, Training, benefits	7 to 9%	51 to 200 employees	$\frac{\text{No. of Emiratis}}{100}$
$\frac{(\text{Value of Purchase} \times \text{ICV of supplier}) + \text{Emirati Cost} + 60\% \text{ of Expat Cost}}{\text{Total Cost}}$		AED, Million 51 to 100 = 5%					
		AED, Million 101 to 150 = 5%			10%	Above 200	



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ICV Participating Entities



FEDERAL ENTITIES

مجلس الأمن السيبراني
CYBER SECURITY COUNCIL





Certification vs Implementation

- National In-Country Value consists of two parts:
 1. The unified certification process (In-Country Value)
 2. The unique implementation program in each entity
- The different program names represents each entity's implementation program and method of using the certificate



ADNOC'S ICV
Program



ALDAR's ICV
Program

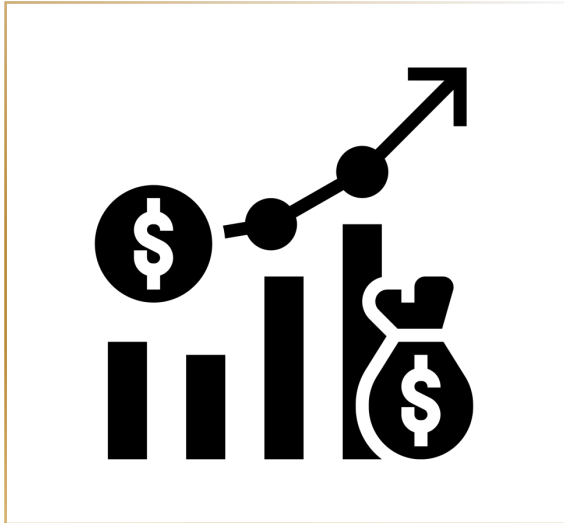


ADLC
Program





Newly Established Companies/SMEs (less than 10 months)

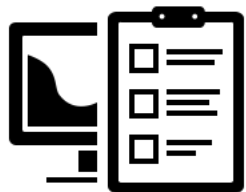


Management Accounts

- No requirement for Audited Financial Statements if established less than 10 month as of certification date
- Certification based on management accounts
- Typically score high in Third Party Spend/Goods Manufacturing
- Relatively quick turnaround time for certification



How Do Companies Get an ICV Certificate?



1

ISSUE IFRS BASED AUDITED
FINANCIAL STATEMENTS

FILL IN ICV SUBMISSION
TEMPLATE AS PER THE
GUIDELINES

2



3

APPROACH ONE OF THE
EMPANELED CERTIFYING
BODIES FOR VERIFICATION

RECEIVE ICV CERTIFICATE
AND SUBMIT TO CHOSEN
ENTITIES

4





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Certifying Bodies





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ICV Website contents



Visit the ICV website to learn more:

<https://moiat.gov.ae/en/icv>



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ICV Guidelines & certification Template

ICV GUIDELINE





ICV CERTIFICATION TEMPLATE (EXCEL SHEET)

[https://moiat.gov.ae/en/icv/information
-for-suppliers](https://moiat.gov.ae/en/icv/information-for-suppliers)





Emirates Development Bank

EDB ICV Incentive Scheme		Term Loans		Working Capital Facilities	
	ICV Score	Interest rate/margin	Granted Tenor	Interest rate/margin	Granted Tenor
A. 	>= 60%	Less by up to 20%	Extend Up to 12 months	Less by up to 20%	Extend Up to 60 days
B. 	40% – 59.99%	Less by up to 15%	Extend Up to 9 months	Less by up to 15%	Extend Up to 45 Days
C. 	20.00% – 39.99%	Less by up to 10%	Extend Up to 6 months	Less by up to 10%	Extend Up to 30 Days
D. 	0 – 19.99%	As per EDB standard pricing	As per EDB standard tenor	As per EDB standard pricing	As per EDB standard tenor



Emirates Development Bank- Financing Solutions Suite

EDB offers a tailored financial solution suite to Support SMEs and Corporates operating in strategic priority sectors in the UAE , while promoting innovative technologies to build a knowledge- based economy

Asset Backed Financing

Medium and long term assets financing

- Manufacturing Facility
- New Production Lines
- Machineries and Equipment
- Green Financing
- Commercial Vehicles

Reverse Factoring

Unlocks the receivables for SMEs tied up in invoices against Large Corporates in the UAE

- Financing Supply Chain through digital Platform to support SMEs Working Capital needs and large Corporate Supply Chain payments

Supply Financing - Pre-Sales

To Finance your Working Capital through revolving credit line

- Financing available for purchases from local & international suppliers

Project Financing

To meet your medium to long term financing needs

- Business Expansion Loan
- Project Financing Loan

Receivable Financing - Post – Sale Financing

To Finance your Working Capital through revolving credit line

- Financing receivables to convert your credit sales to immediate cash flow.



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ICV Certificate Holders Financing offering

ICV Certificate Holders Operating in strategic priority sectors in the UAE can benefit from EDB Financing offering in Collaboration with MoIAT

The Key Features Financing offering For ICV Certificate Holders

- Higher LTV
- Reduction on the applied margin interest rate
- Extended Tenor

EDB strategic Sectors

- Manufacturing
- Advanced Technology
- Healthcare
- Food Security
- Infrastructure

Submit Your Request

Call us at: 80027274

To learn more, visit our website:

www.edb.gov.ae

*Approvals subject to EDB T&C



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Open Channels

For more information or inquiries, please contact us via email on:

ICV@moiat.gov.ae



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THANK YOU