



Product Offtake

INITIATIVE 2024



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INTRODUCTION

The Product Offtake Initiative, initially launched at the 1st Edition of the Make it in the Emirates Forum, in June 2022, 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.

Today, the opportunities under the project offtake initiative are valued at AED143 Bn across more than 2000 products demanded by our partners.

Cumulative Value Achieved is **AED 62 billion**



PROJECT PARTNERS



SECTORS

ENERGY	01
GENERAL MECHANICAL EQUIPMENT & MATERIALS	02
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ENERGY

SECTOR

Total Offtake Value

AED **41 Bn**



Total # of Products

21



PRODUCT GROUPS

Drilling & Completion Equipment

AED **24Bn**

Average Forecast Period
9 Years

Well Logging Equipment

AED **5.9Bn**

Average Forecast Period
8 Years

Drilling Fluids

AED **4.9Bn**

Average Forecast Period
8.5 Years

Gas Lift Systems

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 27 Bn



Total # of Products

705



PRODUCT GROUPS

Compressors

AED 9.7Bn

Average Forecast Period
9 Years

Valves

AED 5.6Bn

Average Forecast Period
9 Years

Pipes & Fittings
(Metallic & Non-
Metallic)

AED 5.1 Bn

Average Forecast Period
7 Years

HVAC

AED 3Bn

Average Forecast Period
7 Years

Fasteners, Fans,
Turbines &
Filters

AED 1.3Bn

Average Forecast Period
8 Years

Pumps

AED 1.2Bn

Average Forecast Period
8 Years

Spare Parts &
Accessories

AED 480Mn

Average Forecast Period
7 Years

Gaskets,
Packing, &
Sealing Devices

AED 311 Mn

Average Forecast Period
8 Years

Lifts / Elevators

AED 178Mn

Average Forecast Period
4 Years

Mechanical
Instrumentation

AED 47Mn

Average Forecast Period
4 Years

REGISTER YOUR INTEREST HERE :



HEAVY INDUSTRIES

SECTOR

Total Offtake Value

AED 25.9



Total # of Products

34



PRODUCT GROUPS

**Fabrication &
Foundry**

AED 20.1Bn

Average Forecast Period
9 Years

**Metallic Goods
(Excludes Pipes)**

AED 4.1Bn

Average Forecast Period
8 Years

**Processed
Minerals**

AED 1Bn

Average Forecast Period
7 Years

Carbon Sources

AED 297Mn

Average Forecast Period
5 Years

Refractory

AED 178Mn

Average Forecast Period
8 Years

**Self-Healing
Cement
Technology**

AED 139Mn

Average Forecast Period
8 Years

Composite

AED 123Mn

Average Forecast Period
6 Years

REGISTER YOUR INTEREST HERE :



ELECTRICAL EQUIPMENT & ELECTRONICS

SECTOR

Total Offtake Value

AED 13 Bn



Total # of Products

161



PRODUCT GROUPS

Cables,
Conductors &
Wires

AED 3.4Bn

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 122Mn

Average Forecast Period
4 Years

REGISTER YOUR INTEREST HERE :



PETROCHEMICALS & CHEMICAL PRODUCTS

SECTOR

Total Offtake Value

AED 8 Bn



Total # of Products

51



PRODUCT GROUPS

Industrial
Chemicals

AED 6.2Bn

Average Forecast Period
10 Years

Caustic Soda

AED 1.7Bn

Average Forecast Period
10 Years

Plastic Material

AED 546Mn

Average Forecast Period
7 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
6 Years

Cleaning
Chemicals

AED 12Mn

Average Forecast Period
5 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 :



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 2.2 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	6 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	6 Years	AED 111 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

