

A GULF NEWS SPONSORED SPECIAL REPORT

HAMRIYAH FREE ZONE AUTHORITY

SCRIPTING THE UAE LOGISTICS STORY

HFZA embraces technology and collaborates with the best in the business to present a new dynamic to the sector for the Northern Emirates and the UAE





“We aim to leverage emerging technologies to enhance efficiency and competitiveness”

In an exclusive chat on market dynamics, **Saud Salim Al Mazrouei**, Director, Hamriyah Free Zone Authority elaborates on the brand’s unique selling points and future opportunity that could drive growth for the brand and the free zone sector in the UAE



How has HFZA facilitated entrepreneurs, SMEs as well as big business to set up shop in the UAE in such a competitive environment?

For more than 25 years, HFZA has been instrumental in facilitating entrepreneurs, SMEs, and large businesses to establish their presence in the UAE. Our ability to offer a comprehensive suite of services and solutions that cater to the diverse needs of businesses of all sizes helped thousand of company gain foothold in this competitive environment. Whether it’s the seamless setup process, strategic location, modern infrastructure, or tailored support services, we provide a one-stop destination for entrepreneurs and businesses seeking to establish and grow their presence in the UAE.

■ Tell us more about the recent collaboration between Singapore’s Petrozo Energy and HFZA and what this means for overall sectoral growth?

The recent collaboration between Singapore’s Petrozo Energy and Hamriyah Free Zone Authority (HFZA) signifies a major milestone in the growth and development of the energy sector within the free zone and the broader UAE.

Petrozo Energy, a leading Singapore-based oil and gas company will establish a new manufacturing facility in the Hamriyah Free Zone, spanning over 430,000 square feet. The company is renowned for its extensive portfolio, producing a variety of products including fuel oils, petrochemicals, bitumin (asphalt), naphtha, and waterproofing materials, ca-

tering to a diverse range of industries worldwide.

HFZA delivers advanced facilities and infrastructure, designed to provide businesses with seamless access to major global markets and support a robust industrial and manufacturing sector. HFZA is committed to tailoring our services to meet the evolving needs of manufacturers and bolstering their expansion within the non-oil sectors not only to sustain the growth of the UAE's national economy but also to increase the industrial sector's contribution to the GDP and reinforce Sharjah's stature as a principal hub for production and export activities. Petrozo Energy's investment in Sharjah highlights the emirate's growing appeal for foreign direct investments and further cements Sharjah's status as a pivotal hub for expanding into regional and international markets.

■ **Logistics forms a critical part of free zone operations. What is the impact of HFZA's collaboration with Amazon and how this could boost productivity for both partners and benefit UAE in general?**

Hamriyah Free Zone Authority (HFZA) and Amazon UAE signed a lease agreement for a new logistics centre last year which will enhance delivery services for customers. Once launched, the new centre will enable a seamless delivery experience across the Northern Emirates. HFZA's strategic location and infrastructure, combined with over 20 years of Amazon's global technology and operational expertise will further scale convenience and reliability for customer orders.

The signing of this agreement marks a pivotal moment in the region's economic landscape, as HFZA and Amazon UAE come together with the shared goal of driving progress, innovation, and sustainable development.

■ **While alternative energy resources and the means to harness them is critical to the perception of the UAE as a future global hub for alternative energy sources, fossil fuels continue to contribute and drive the fortunes of the energy market globally. In this regard, what is the significance of the collaboration between HFZA and Halliburton earlier this year to set up a factory to manufacture cutting-edge drilling equipment, as well as the deal signed with Indian firm, Infinite Mining & Energy to invest in and set up a multifunctional oil refinery in the free zone?**

The collaboration between HFZA and Halliburton last January to establish a factory for manufacturing cutting-edge drilling equipment holds significant importance within the context of the UAE's energy landscape. While the UAE is indeed positioning itself as a global hub for alternative energy sources, it remains deeply connected to the fossil fuel industry. The partnership with Halliburton underscores the HFZA's commitment to innovation and technology advancement within the traditional energy sector, ensuring its competitiveness and sustainability in a rapidly evolving market.

Similarly, the deal signed with Indian firm Infinite Mining & Energy to establish a multifunctional oil refinery in Hamriyah Free Zone further solidifies the free zone's role as a key player in the energy industry. This collaboration not only enhances the UAE's refining capabilities but also strengthens economic ties between the UAE and India, two major players in the global energy market. The refinery's multifunctional nature indicates a strategic approach to diversification within the fossil fuel sector, allowing for greater flexibility and adaptability to changing market dynamics.

Overall, these collaborations highlight HFZA's commitment to driving innovation, fostering partnerships, and capitalizing on opportunities within the energy sector, both traditional and alternative. By leveraging its strategic location, world-class infrastructure, and business-friendly environment, HFZA continues to play a pivotal role in supporting the UAE's energy ambitions and contributing to its position as a leading player in the global energy market.

■ **How do you see the UAE steel and construction sectors growing and what is HFZA's role in it?**

The UAE's steel and construction sectors are poised for significant growth in the coming years, driven by ongoing infrastructure development, urbanization, and diversification efforts. The sectors

will continue to play critical roles in the growth of the UAE economy in years to come.

HFZA contributes to this significantly through its large number of steel manufacturing and fabricating companies with Ikgai Steel further adding into the numbers. Ikgai Steel will establish a new factory in Hamriyah Free Zone stretching over an area of 548,000 square feet and boasting an annual production capacity of 30,000 tonnes. The factory will be equipped with state-of-the-art plant and equipment, providing cutting edge technologies and high-end solutions for the iron and steel industry, backed by an estimated initial investment of AED 30 million.

HFZA prioritises heavy industry and provides exceptional incentives and facilities, allowing investors to enhance production efficiency. By establishing a factory at Hamriyah

Free Zone, Ikgai Steel gains access to strategic advantages such as streamlined processes, state-of-the-art infrastructure, and a business-friendly environment. This enables them to efficiently manufacture and distribute steel products to meet the growing demand within the UAE and the wider region.

Furthermore, HFZA's participation at industry events like

SteelFab 2024 provides a platform for networking, knowledge exchange, and showcasing the capabilities of the free zone in supporting the steel and construction sectors. Through these collaborations and engagements, HFZA reinforces its commitment to facilitating the growth and success of key industries, contributing to the overall economic prosperity of the UAE.

■ **Food manufacturing and retail are major components of HFZA's client portfolio. In this regard what were the free zone's major takeaways from Gulfood 2024, how is the turnkey exhibition supporting your vision and growth plans for HFZA in terms of attracting investment?**

Food manufacturing and retail

represent significant sectors within HFZA's client portfolio. The major takeaways from Gulfood 2024 have been instrumental in shaping our growth plans and vision for attracting investment. The turnkey exhibition has provided invaluable insights into market trends, consumer preferences, and emerging technologies in the food industry.

HFZA's Food Park is a central hub for the UAE's food industry, spanning 11 million square feet and accommodating over 1,700 food companies. It offers essential facilities like land, warehouses, and offices while fostering an environment for growth and innovation.

By participating in Gulfood 2024, HFZA has been able to showcase the Food Park, as an ideal destination for food-related businesses seeking to establish a presence in the region.

■ **With advancing technology and a host of nascent sectors including Artificial Intelligence, drones, biotechnology and more drawing investor interest globally, do you see a shift in business mindsets for free zone operations in Sharjah and the UAE? In this regard, what is your growth strategy over the next five years and how do you see HFZA continuing to play key roles in supporting the Sharjah economy and that of the UAE?**

As market dynamics and demand evolve, HFZA is committed to thinking innovatively to sustain its growth trajectory. Over the next years, our growth strategy revolves around diversification, innovation, and sustainability. We aim to expand our portfolio of industries beyond traditional sectors while leveraging emerging technologies to enhance efficiency and competitiveness.

Key elements of our growth strategy include attracting high-value industries, fostering a culture of innovation through Training, R&D initiatives, and promoting sustainability practices across all operations.

In supporting the Sharjah economy and the wider UAE, HFZA will continue to play a pivotal role as a driver of economic diversification and growth. By attracting investment, creating job opportunities, and fostering entrepreneurship, we contribute to the overall prosperity of the region. Furthermore, our focus on sustainability aligns with the UAE's vision for a green economy, while our efforts to promote innovation and technology transfer contribute to advancing the nation's knowledge-based economy agenda. ●



BUiLDiNg A LEgACY iN LogiSTiCS

The Global Logistics Park developed by Hamriyah Free Zone Authority meets rising global demand in the sector while also complementing the emirate’s excellent ecosystem, with its three world-class seaports and 150+ daily flights serving 85 countries

With ports on both the Arabian Gulf and the Gulf of Oman, the emirate of Sharjah has presented itself an unique geographical advantage, allowing it to be an integral part of the global supply chain.

With three world-class seaports and an international airport, as well as more than 150 daily flights serving 85 countries, Sharjah becomes a natural entry point into competitive markets in the MENA and beyond.

All this in turn also projects the nation’s enviable strategic location, allowing the UAE to be among the world’s leading exporters and importers.

A vital re-export point between east and the west, its comprehensive network of air, sea and land logistics channels has enabled the country to serve the exports and

re-exports industry on an increasingly impressive scale.

ViSiON TO PROViDE SUSTAiNABLE COMMERCiAL gROWTH

Understanding the advantages that Sharjah presents to the world as a global logistics hub, HFZA went a step ahead to create the Global Logistics Park. Part of vision of the Government of Sharjah to provide sustainable industrial and commercial growth, the Global Logistics Park offers full-service distribution infrastructure, servicing a range of subsectors.

This includes storage, logistics, distribution, e-commerce fulfilment, and consumer packaged goods, as well as transportation, packaging and repackaging services, and freight forwarding. The Global Logistics Park’s full-service distribution infrastructure sup-



ports investors via land, sea and air.

With warehouses ranging in size from 200 to 600 square metres, the Global Logistics Park also provides excellent telecommunication links and customs procedures to move goods more efficiently.

All this infrastructure and tech-

nology helps the Global Logistics Park connect companies with a potential market of more than two billion people, from both the east and west.

PROMiNENT iNVESTORS

Global Logistics Park enjoys the support of some prominent inves-

Hamriyah Free Zone: By The Numbers



Established in **1995**



Provides more than **285** online services to investors



It's unique location offers investors access to **1.5 billion** potential customers



HFZA helps investors set up their business in just **60 minutes**



30 million square metres in size



360° degree connectivity



6,500+ Investors



163 countries



2nd largest Industrial Free Zone in the UAE



tors including the Gulf Agency Company (GAC) and Gultainer. Among the few integrated shipping and logistics companies with a full-fledged operations office in Sharjah, GAC's Hamriyah Free Zone branch provides the company with additional access to a larger customer base thanks to the free zone's strategic location and excellent services.

Gultainer, one of the world's leading international ports and logistics solution providers is another major investor. Opening a concession stand at the free zone, Gultainer and HFZA today form a seamless trade corridor.



GULFTAINER A LEADING OPERATOR OF REGIONAL PORTS AND TERMINALS

Brand makes great strides in expanding tailored trade solutions to customers over five decades of growth

Gulftainer, a subsidiary of Crescent Enterprises (CE), was established in the Emirate of Sharjah in 1976, and since then it has become a leading operator of regional ports and terminals, and a provider of customised supply chain and logistics solutions. Over the past five decades, the company has taken great strides in expanding its tailored trade solutions to customers by keeping them at the heart of its business and became a trusted supply chain enabler in niche markets.

Through a continued collaboration between Sharjah Ports Authority and Gulftainer, the company was the first to operate a container terminal in the Middle East, which is Sharjah Container Terminal and then Khorfakkan Container Terminal. This underscores the value of public-private partnerships and their vital role in revolutionising port infrastructure and bolstering trade for the UAE's maritime landscape, the region and beyond.

Outside the UAE, Gulftainer's portfolio encompasses managing container terminals such as Jubail Commercial Port and the Jubail In-

dustrial Port in Saudi Arabia and the Umm Qasr Port in Iraq.

Further afield, Gulftainer manages and operates Canaveral Cargo Terminal at Port Canaveral in Florida, USA.

Its portfolio covers freight forwarding, supply chain operations and logistics through its subsidiaries, Momentum Logistics and Ava-

lon Transport.

In 2008, Momentum Logistics was established as a third-party integrated logistics provider – a subsidiary of Gulftainer. It specialises in providing end-to-end customised logistics solutions including freight forwarding, customs clearance, consolidation and transportation. With our in-depth regional



● Simon Aynsley, Chief Sales & Commercial Officer, Gulftainer

expertise and a global reach operation in the UAE, Saudi Arabia, Iraq and the USA, we are committed to delivering fast and safe last-mile delivery to customers, aiming to enhance their supply chain.

The company also provides cross-border transportation of packed, dry and refrigerated cargo to end-users across the Gulf region and Middle East countries, through its subsidiary Avalon General Land Transport. Avalon relies on its core values of Safety, Integrity, Service and Respect to satisfy its customers and win their loyalty. Avalon's mission is to value customer's needs and be a service-driven organisation with innovation and reliability that consistently meets and exceeds the expectations of its customers.

Additionally, Gulf Stevedoring Contracting Co. (GSCCO), a subsidiary of Gulftainer, has received an extension to concession agreement along with The Saudi Ports Authority (Mawani) until end of 2024, which signals a new era of collaboration to build an ambitious business strategy to tap into trade and logistics' investment opportunities in the Kingdom of Saudi Arabia. Despite the increased competitive environment in the region, our container volumes at Jubail Commercial Port increased by 3%, where GSCCO handled 549,000 TEU in 2023 compared to 535,000 TEU in 2022. However, we spare no effort to increase the General Cargo operations at our facilities. ●

GAC SHARJAH

YOUR PARTNER OF CHOICE FOR SHIPPING, LOGISTICS AND MARINE SERVICES

GAC has been pioneering global standards in the Emirate of Sharjah since 1969

GAC Sharjah is part of the GAC Group, a global leader in integrated shipping, logistics and marine services. Since its establishment in 1969, it has been a pioneering force in the Emirate and fostered strong relationships with local authorities and stakeholders. The company has a solid reputation for its unwavering commitment to reliability, efficiency and excellence in the regional maritime sector, and has carved a niche for itself as a trusted partner in delivering comprehensive solutions tailored to meet the diverse needs of clients.

Strategic expansion of GAC Sharjah's operations within the Hamriyah Free Zone Authority (HFZA) in 2017 was a major milestone on its journey.

This strategic move not only underscored the company's forward-thinking ethos but also strategically positioned it within a dynamic investment landscape teeming with growth opportunities. By taking advantage of HFZA's prime location, accessibility and robust infrastructure, GAC Sharjah has honed its operations to cater to the evolving demands of its clients, with a particular focus on dry bulk and offshore services.

Alwyn Mendonca, Managing Director, GAC Sharjah, emphasises the strategic significance of this expansion, saying, "Our presence in the Hamriyah Free Zone has allowed us to offer an even broader range of services to our clients," says Alwyn. "From specialised ship-



ping services to tailored logistics solutions, we are well-positioned to meet the diverse needs of our clients while driving efficiency and excellence in every aspect of our operations."

GAC Sharjah's diverse range of integrated services showcases its versatility in navigating the complexities of local, regional and global trade. These services include ship agency, husbandry services, launch services, bunker fuels, rig mov-

ing operations, offshore support, freight services, project logistics, land transportation, warehousing, and more. Little wonder then that it is the preferred partner for a wide spectrum of clients, providing them with seamless and reliable solutions to meet their evolving needs.

An unwavering dedication to excellence is at the heart of GAC Sharjah's success, underlined by its stringent adherence to international standards such as ISO 9001 and Trace certification, as well as HSSE compliance.

This ensures the consistent high-quality and safe operations across its services, driving customer satisfaction and setting a benchmark for others in the global trade and logistics landscape.

That corporate mindset fosters progress and prosperity for all stakeholders involved, solidifying GAC Sharjah's position as a leading force in the industry. ●



OUR PRESENCE IN THE HAMRIYAH FREE ZONE HAS ALLOWED US TO OFFER AN EVEN BROADER RANGE OF SERVICES TO OUR CLIENTS"

ALWYN mENDONCA,
Managing Director, GAC Sharjah

Take **your pick**

Choice is a wonderful thing - and that's what you have when you dip into GAC Sharjah's integrated shipping, logistics and marine solutions. All served with quality, expertise, compliance as well as respect for you and the environment.

Make your selection @gac.com/sharjah





• Officials from Hamriyah Free Zone Authority and Amazon UAE sign the lease for a new logistics centre

UAE READIES FOR A NEW ERA IN LOGISTICS SOLUTIONS

HFZA-Amazon partnership marks a new period in innovation for the Northern Emirates while spotlighting the importance of the logistics sector for the UAE economy

When the Hamriyah Free Zone Authority (HFZA) signed a lease agreement last year in October with the local arm of global logistics and e-commerce brand, Amazon, it marked a new era in innovation and economic growth for the Northern Emirates, while also highlighting the importance of the logistics sector for the UAE and the region.

Big ON NUMBERS

In a study released by global research and consulting firm, Prec-

edence Research last year, predictions are the global logistics sector will be worth around \$18.23 trillion by the year 2030, with a CAGR of 10.7 per cent between 2023 and 2030. Closer to home in the region, the UAE is expected to be a major contributor to growth of the logistics sector, around the same time-frame.

Figures released by global market research firm Mordor Intelligence predict the UAE logistics sector to be worth approximately \$30.19 billion by 2030, with a CAGR of 7.01 per cent during the period

WITH THE HELP OF SMART SENSORS AND IOT DEVICES, WAREHOUSES CAN ALREADY MONITOR STOCK LEVELS IN REAL-TIME, ALLOWING FOR BETTER INVENTORY PLANNING AND OPTIMISATION.

2024-2030. And while conventional logistics and the push and pull of market forces are expected to play their parts in supporting the industry, new-age technologies are being seen as the catalysts expediting growth.

These include everything from automation systems, cloud-based logistics platforms, and digital twins for equipment monitoring and warehouse simulation, as well as AI-driven optimisation software, IoT networks for real-time supply chain visibility, and blockchain options for freight tracking.

MAKE TECHNOLOGY WORK FOR YOU

A study published in October last year on LinkedIn by international freight forwarding services platform, Think Global Logistics presents a bird's eye perspective on technology trends in logistics in the near future and how they could positively impact the sector.

For instance, a key area that should see technology making a significant impact in logistics globally is in inventory management. With the help of smart sensors and IoT devices, warehouses can already monitor stock levels in real-time, allowing for better inventory planning and optimisation. The move reduces costs in the long term while also aiding in customer satisfaction, ensuring products are available when needed 24/7.

LAST-MILE DELIVERY

Logistics firms have been working overtime in the past decade in ironing out niggles in last-mile delivery modules. Now, with drones and autonomous vehicles stepping into the picture, a lot of these theories have started to make sense to industry players, and in real time. Innovation



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in the space thanks to these instruments are helping last-mile delivery solutions to not just be faster and more cost-effective, they are also environmentally friendly, helping reduce carbon emissions associated with traditional delivery methods.

Locally, players such as HFZA are already in sync with such systems.

In an exclusive chat, Saud Salim Al Mazrouei, Director, HFZA agrees with the idea of embracing new-age technology to help the free zone and logistics sectors evolve and move to the next level of growth.

He says, "As market dynamics and demand evolve, HFZA is committed to thinking innovatively to

sustain its growth trajectory. Over the next five years, our growth strategy revolves around diversification, innovation, and sustainability. We aim to expand our portfolio of industries beyond traditional sectors while leveraging emerging technologies to enhance efficiency and competitiveness." ●

NAVIGATORS SHIPPING AND LOGISTICA LLC

YOUR PREFERRED LOGISTICS PARTNER IN THE UAE

In the business of freight forwarding since 2011, the brand makes curated logistics solutions possible

NAVIGATORS Shipping and

Logistica LLC (NSAL), is one of the fastest growing shipping and logistics companies in the UAE.

Our extensive global network and our collaborative efforts in boosting the global trade have made us the most preferred logistics partner in the regions, where we operate.

Our commitment is in providing first class cargo management services to our clients with full



SERVICES

- **NVOCC**
- **OCEAN FREIGHT**
- **AIR FREIGHT**
- **SUPPLY CHAIN**
- **E-CLEARANCE**

lead teams towards the future, through innovative and inspiring ideas, cutting edge technology solutions, invigorated spirit, and strategies.

NAVIGATORS Shipping operates

from 4 offices in the UAE out of which 2 are in Dubai and 1 in HAFZA, Sharjah and 1 in Abu Dhabi. Last 4 years Navigators have won several global awards and accolades.

- AIR AND SEA CHARTER
- OVERLAND TRANSPORTATION
- TURNKEY PROJECTS, ABNORMAL LOADS

The company was chosen as the logistics partner for many landmark building projects in the UAE like the Etihad rail project. Navigators ensure that the employees of the company are enjoying a perfect work-life balance, and the frequent employee engagement programmes keep the office atmosphere live and vibrant.

ARAB INDIA SPICES LLC
Dr Harish Tahiliani,
 Managing Director



“
**THE AUTHORITIES IN
 HAMRIYAH FREE ZONE ARE
 VERY COOPERATIVE AND
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 HERE EXCEEDS ANYTHING
 WE FOUND IN THE OTHER
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 LOOKED AT”**

Arab India Spices LLC is the second-largest manufacturer and processor of pulses in the world and one of the largest suppliers of value-added pulses, staple foods and spices. The company was founded in the UAE in 1986 and has its headquarters in Ajman. It offers a wide range of products, including nuts, peas, beans, seeds, spice powder and whole spices. It operates one of the largest distribution chains in the UAE, with a fleet of more than 100 vehicles, and serves customers on five continents. It became an investor at Hamriyah Free Zone in 2018, attracted by its port facilities and its close proximity to the



Arab India Spices milling facility. Its vessels berth at Hamriyah Port, and it takes less than fifteen minutes to transport its bulk cargo to the plant.

Harish Kumar Lal Tahiliani, Managing Director of Arab India Spices LLC, says, “The authorities in Hamriyah Free Zone are very cooperative and the ease of operations here exceeds anything we found in the other locations we had looked at. The infrastructure here is excellent and the authorities are very friendly, helpful and flexible. The procedures are simple, and the management team is quick to resolve any issues.”

The company’s operations have

expanded since setting up in Hamriyah Free Zone. “We were the first company to import pulses in a bulk vessel and we were very unsure about how we should handle the unloading and clearing of the cargo,” says Tahiliani.

“However, after the vessel arrived, we were surprised that everything went very quickly and smoothly with the help of the Hamriyah Free Zone authorities. This gave us the confidence to increase our volumes. We started bringing in more vessels and finally decided to build our own silo storage facility, which can now accommodate an aggregate of 52,000 metric tonnes of beans and pulses.”

PETROLEUM SPECIALITIES FZE,
APAR INDUSTRIES
Rishabh Desai,
 Director



Setting up in Hamriyah Free Zone had enormous appeal for Petroleum Specialities. The GCC and North Africa are huge markets for transformer oil, so expansion into a new factory was essential. And, the UAE was seen as an ideal location, being geographically close to those important markets.

Rishabh Desai, Director of Petroleum Specialities FZE, says, “The ships carrying our raw material can come all the way up to the jetty at Hamriyah Free Zone. All we have to do is connect pipes from the tanker to our own tanks and the oil flows in directly. It’s a huge cost saving.”

And since oil is a sensitive product, this direct link from tanker to factory provides zero chance of contamination, which allows better quality control. “Delivery times to our customers are also much faster,” says Desai, adding, “Now we can operate a just-in-time model, and completely customise the prod-



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 BUSINESS, WE JUST ABOUT
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 TO BEAT 90,000.”**

uct when we receive the order, giving us more flexibility, instead of having to pre-mix batches as we did before.” The results have been spectacular.

“In our first year of business, we just about touched 45,000 metric tonnes,” says Desai. “Last year, we

did about 70,000 tonnes and this year we are aiming to beat 90,000.”

Desai is quick to give credit to the team at HFZA. “The management has always been so welcoming, accommodating, reasonable and understanding,” says Desai. “They seem less rigid and much more willing to listen to and understand our problems than we found elsewhere.”

They’re ready to sit down with you face-to-face, listen to your problems and then give you the right solution. We have faced hurdles, of course, but whenever that happened, the HFZA team was always willing to listen and help us out.

Kudos to them, they’ve made our lives very easy. It’s been a really good experience.”

ARCELOR MITTAL DSTC FZE

Girish Chander,
Chief Executive Officer



ArcelorMittal S.A. was formed in 2006 with the merger of Luxembourg-based Arcelor and India based Mittal Steel, and is a multinational steel and mining corporation.

With a goal of helping build a better world with smarter steel, ArcelorMittal is the largest steel manufacturer in North America, South America and Europe. It has steel manufacturing plants in 16 countries, with customers in over 150 nations.

The company constantly innovates to produce steel using processes that are more efficient, use less energy, and emit significantly less carbon, which is used for electric vehicles and renewable energy infrastructure that support societies. ArcelorMittal DSTC FZE set up in Hamriyah Free Zone in 2019, where they have a carbon steel and anticorrosion coating plant that caters to the oil and gas industries and water pipeline segments.



The company was mainly attracted to Hamriyah Free Zone due to its proximity to the seaport, as well as HFZA's investor-friendly business model where the business could be run easily and in a cost-effective manner.

HFZA's supportive team that listens to investors' concerns and provides adequate solutions were additional benefits of working out of Hamriyah Free Zone.

Operations have expanded since establishing itself in Hamriyah

Free Zone, with the company acquiring the assets of a pipe & coating mill in 2021, and leasing 1.3 million square feet of industrial land for its operations.

Girish Chander, CEO, ArcelorMittal DSTC FZE, says, "We started with a small office in 2019, leasing around 50,000 square metres of land. We added another 27,000 square metres of land at the beginning of 2020, followed by another 70,000 square metres with a total CapEx of around Dh80 million."



WE STARTED WITH A SMALL OFFICE IN 2019, LEASING AROUND 50,000 SQUARE METRES OF LAND. WE ADDED ANOTHER 27,000 SQUARE METRES OF LAND AT THE BEGINNING OF 2020, FOLLOWED BY ANOTHER 70,000 SQUARE METRES WITH A TOTAL CAPEX OF AROUND DH80 MILLION."

LAMPRELL

Ian Prescott,
CEO



ONE OF THE CRITICAL ADVANTAGES OF BEING LOCATED IN THE HAMRIYAH FREE ZONE IS THE SUPPORT AND COOPERATIVE RELATIONSHIP WE MAINTAIN WITH THE HAMRIYAH PORT AUTHORITY"

Lamprell has been operating out of the Hamriyah Free Zone for over two decades, marking a significant presence since its establishment there.

Ian Prescott, CEO, Lamprell, says, "Our Hamriyah facility, which boasts approximately 540,000m2 with over 1.2 km of quayside, strategically positions us in the heart of one of the region's most pivotal maritime hubs.

The decision to base our operations in Hamriyah has been instrumental in facilitating the growth and expansion of our business in the energy industry over the years.

From this facility, Lamprell has

successfully delivered numerous complex offshore and onshore process modules and platforms, as well as fabricated and refurbished jack-up rigs for the oil & gas sector.

Lamprell has also delivered multi-purpose vessels and wind turbine foundation structures for the offshore wind sector.

Notably, Lamprell's Hamriyah yard houses its recently commis-



sioned renewables production line, which has put the UAE on the map with this first-of-its-kind facility in the Middle East. This innovative assembly line streamlines its manufacturing processes and significantly boosts Lamprell's production efficiency, solidifying its leading position in the production of wind turbine foundation structures.

"One of the critical advantag-

es of being located in the Hamriyah Free Zone is the support and cooperative relationship we maintain with the Hamriyah Port Authority," says Prescott.

"Our quayside provides direct access to deep waters, facilitating the efficient loading and launching of large offshore structures as well as vessels, and provides a gateway to global maritime routes."

GAC SHARJAH

Alwyn Mendonca,

Managing Director



Gulf Agency Co. Shj Ltd. (GAC Sharjah) is part of the GAC Group, a global provider of integrated shipping, logistics and marine services. Emphasising world-class performance, a long-term approach, sustainability, innovation, ethics and a strong human touch, GAC delivers a flexible and value-adding portfolio to help customers achieve their strategic goals.

Established in 1956, the privately owned group employs around 8,000 people in more than 300 offices worldwide. GAC Sharjah was one of the first foreign companies to set up in Sharjah, UAE, in 1969

and has built strong relationships with the local authorities.

GAC Sharjah provides a comprehensive portfolio of shipping and logistics services, from agency and husbandry services to specialised services to all kinds of vessels calling the ports of Sharjah. Its offshore services include 360-degree support to major Energy companies with pipe-laying and oil rig handling.

The combination of GAC Sharjah's local expertise with the GAC Group's international experience and its global network has made



it the partner of choice for many long-standing customers. GAC Sharjah expanded its operations within Hamriyah Free Zone when it opened its office in 2017 to meet the high demand of customers, particularly in dry bulk and offshore sectors, for its services.

Alwyn Mendonca, Managing Director, GAC Sharjah, says, "Setting up an office within the Hamriyah Free Zone was a strategic business move."



SETTING UP AN OFFICE WITHIN THE HAMRIYAH FREE ZONE WAS A STRATEGIC BUSINESS MOVE"

HFZA offers investors a robust and vibrant investment environment. Companies also enjoy full ownership, exemptions from all commercial levies and repatriation of capital and profits. Shipping and logistics companies such as GAC are attracted to its strategic location, accessibility and road network connectivity, which fully support easy access to the port and customs for efficient and smooth movement of goods from the free zone to local and international destinations.

"We centralised our operations in the free zone facility, which has led to increased efficiency and better customer service. Demand for our services has increased, mainly our dry bulk services."

Mendonca has nothing but praise for Hamriyah Free Zone. "GAC Sharjah has established strong relationships with the free zone team. The authorities are flexible, easy to work with and helpful in addressing issues. Their professional and well-rounded support has enabled us to carry out our operations smoothly and efficiently." GAC's facility in Hamriyah Free Zone is ISO 9001 and Trace certified and HSSE compliant, underlining the company's commitment to quality and safety of its staff.

ALBWARDY DAMEN,

DAMEN SHIPYARDS SHARJAH FZE

Lars Seistrup,

Managing Director



Damen Shipyards Sharjah FZE (DSSh) is a joint venture between the Damen Shipyards Group and Albwardy Marine Engineering, a well-established name in the Gulf region. The shipyard was opened formally in January 2014 by His Highness Doctor Shaikh Sultan Bin Mohammad Al Qasimi, Member of the Supreme Council and Ruler of Sharjah, on its 284,000-square-metre site with direct and unrestricted access to the sea.

It specialises in building and repairing ships of up to 125 metres in length. The facility is equipped

with a 120 x 26.5-metre shiplift, with a 5,200-tonne capacity, and is connected to eight dry berths, each of which is 125 metres long. It also features a fully enclosed blasting and painting shed and an undercover new-build construction hall.

There is also extensive adjacent repair space, with 1,200 metres of quay with a water depth of up to nine metres.

DSSh has the facilities to repair and construct all types of vessels, and has recently delivered tugs, workboats, support vessels, dredgers, landing craft, floating docks, barges, and pontoons.

The joint-venture partners already operated three existing yards in Dubai and Fujairah that focused on repairs, conversions, dry-dockings, and rig repairs and conversions for the oil and gas industry. With that experience under their belts, they saw Hamriyah Free Zone as the perfect location for a



HAMRIYAH FREE ZONE HAD THE SPACE, THE INFRASTRUCTURE AND THE IDEAL LOCATION, MAKING IT THE MOST ATTRACTIVE OPTION FOR US. WE WERE ABLE TO BUILD THE PERFECT SHIPYARD IN THE PERFECT PLACE."

new shipyard.

Lars Seistrup, Managing Director, Albwardy Damen, says, "Shipyards need a large area, a complex infrastructure, and a large investment. Hamriyah Free Zone had the space, the infrastructure and the ideal location, making it the most attractive option for us."

We were able to build the perfect shipyard in the perfect place." Like other investors, Seistrup values a "very close and positive" relationship with the management team at Hamriyah Free Zone and cites that as a major advantage. "Access to the top management is very easy," he says.

Shipyards are dependent on the global economic situation and the oil price, but despite fluctuations in both variables, the DSSh operation has expanded considerably over the seven years since its inception. "To date, we have repaired over 2,000 vessels and built sixty new ships," Seistrup says. "Our success is only possible due to the full support of the Hamriyah Free Zone's Chairman, His Excellency Sheikh Khaled bin Abdullah bin Sultan Al Qasimi, his management team and the Sharjah Port Authorities."

HFZA: A LEADING MANUFACTURING AND INDUSTRIAL HUB IN THE MENA REGION

The modern free zone is spread across 30 million sqm of prime industrial land, offering the unique advantage of sea, land and air connectivity

Established in 1995, Hamriyah Free Zone is ideally located in the Emirate of Sharjah in the UAE, offering economically viable incorporation services. These include modern infrastructure, logistics, investor connectivity and critical operations support for its investors, encouraging regional and international trade and commerce. More than 6,500 companies, both Fortune 500 enterprises and SMEs, currently operate and flourish at Hamriyah Free Zone.

The modern free zone is spread across 30 million sqm of prime industrial land, offering a unique advantage of sea, land and air connectivity. Offering an access to a 14-metre deep port and 7-metre deep inner harbour, Hamriyah Free Zone is home to the highest number of steel fabricators in the region and also a primary hub for oil and gas companies in the region. Hamriyah Free Zone Authority (HFZA) offers investors the opportunity to open a company in one of six diverse sectors.

These key sectors are:

- **OIL AND GAS**
- **INDUSTRIAL MANUFACTURING**
- **FOOD PARK**
- **MARITIME INDUSTRY**
- **GLOBAL LOGISTICS PARK**
- **ACCELERATOR HUB**

Solutions: HFZA offers cost-effective offices and licensing options to support aspiring entrepreneurs, with a wide range of services and facilities built to help them reach their goals. HFZA has also streamlined and simplified the procedures which enables the entrepreneurs to get their licence in less than 60 minutes. International standard, pre-fabricated warehouses are available to suit your business requirements. These light industrial units provide appropriate electrical loads and lighting and are equipped with roller doors and a loading bay. Hamriyah Free Zone offers prime industrial plots of land starting from 2,500 sqm at competitive fixed-lease rates for the first five years and a range of facilities such as an extensive



network of transportation, power, water and waste management, dedicated labour accommodation with recreational facilities, and much more.

The free zone also offers a host of exclusive benefits:

- Business set-up in less than 60 minutes
- Full foreign ownership permitted
- 100 per cent repatriation of capital and profits
- No customs duty on import, export and re-export
- No corporate and income taxes
- VAT designated zone
- On-site customs
- VIP service with an exclusive

- lounge
- Convenient access to over 300 online services for visas, renewals and other services
- Effective and efficient call centre
- An array of licences, including commercial, service and industrial
- Highly developed infrastructure and telecommunications link
- 24-hour security and CCTV within the free zone
- On-site labour accommodation with recreation centres
- On-site medical facilities

COMMERCIAL LICENCE TRADING:

This licence allows the holder to import, export, sell, distribute and

store items specified on the licence.

GENERAL TRADING:

This licence allows trading (import, export) of unlimited number of products.

E-COMMERCE:

This licence allows the holder to carry out trading of goods and services over electronic network.

INDUSTRIAL LICENCE:

This licence allows the holder to import raw materials for the purpose of manufacturing, processing and/or assembly of specified products, packaging and exporting of the finished products.

SERVICE LICENCE:

This licence allows the holder to conduct services or consultancy services listed on the licence.

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FREE ZONE AUTHORITY

BE A GLOBAL BUSINESS AT THE LOGISTICS PARK

GLOBAL LOGISTICS PARK



SUB-SECTORS

Storage

Consumer Packed Goods

Logistics

E-commerce Fulfillment Centre

Distribution

Packaging & Repackaging

Transportation

Freight Forwarding