

# ANNUAL REPORT 2017



# DMCC IS MAADE FOR TRADE

It is why we built the world's flagship Free Zone. It is why we take a progressive view of the business landscape, and use global reach and high performance as the keys to empowering success.

It is why we ensure access to Dubai, the UAE and the world's markets for every company in our free zone and provide a wide range of business support and services, to accelerate your enterprise, and connect you to a global business network.

And, if you trade commodities, you will benefit from our world-class expertise and infrastructure.

It's all here, in a prestigious location: home to everything you need to live, work, and thrive.

In the heart of Dubai, the center of the trading world.

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The volatility that defined global markets in 2016 continued in 2017, bringing both challenges and opportunities.

**Ahmed Bin Sulayem DMCC Executive Chairman** 

## **A Message from Executive Chairman Ahmed Bin Sulayem**



**DMCC** is the Dubai Government Authority on commodities, trade and enterprise. Ever since our inception in 2002 we have committed to directing global trade flows through Dubai, becoming a world-leading organisation, and significantly contribute to the emirate's economic growth plan.

Our results in 2017 and schedule of activity throughout the year reflect this commitment in every dimension.

Last year we continued to facilitate trade and drive growth through connecting markets and creating new marketplaces. Our doors remained wide open to companies seeking international expansion, or looking for a base of operations in this part of the world. And our international profile rose even higher than ever hefore

DMCC was named 'Global Free Zone of the Year 2017' by The Financial Times fDi Magazine for a record third consecutive year. The annual global survey - considered the most prestigious of its kind - analysed our outstanding track record, year on year growth and ambitious expansion plans, concluding that we had once more, outperformed our peers in both domestic and international markets.

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One of many highlights of the year was breaking ground on our DMCC Coffee Centre; a state-of-the-art facility projected to handle up to 20,000 tonnes of green coffee bean annually, with an estimated annual trade value of up to \$100 million.

Another achievement would undoubtedly be the progress on our world-class smart district. Uptown Dubai. With seven high rise towers atop seven levels of podium, the central plaza of Uptown Dubai will boost the city's profile and place our Jumeirah Lakes Towers (JLT) district alongside other global destinations.

In 2017, we saw the impact of our responsible growth on our member companies, the JLT residential community and our partners across the emirate of Dubai. The specifics of which are detailed in the following pages, where you will see many examples of how we are living our purpose: sustaining and growing Dubai's position as the place to be for global trade today, and long into the future.

Thank you for your continued support, and I look forward to another strong year for DMCC.

Ahmed Bin Sulayem **DMCC Executive Chairman** 

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## **DMCC** continued to perform strongly in 2017,

building on the momentum created to attract 1,980 new businesses to our Free Zone. Finishing the year with 14,488 companies is testament to the strength and enduring appeal of our commercial proposition for leading organisations across the world.

**Gautam Sashittal DMCC Chief Executive Officer** 

## A Message from Chief Executive **Officer Gautam Sashittal**



Thank you for your support of DMCC. Our Executive Chairman, the management team, and I are pleased to report that our approach to responsible and sustainable growth produced outstanding performance in 2017.

Our primary focus is to grow trade through Dubai and the work we do in several commodities sectors is what cements our uniqueness.

Our trading platforms and exchanges - the Dubai Gold and Commodities Exchange (DGCX), the Dubai Diamond Exchange (DDC), DMCC Tradeflow, and the DMCC Tea Centre - all saw healthy volumes in 2017 despite challenging global economic headwinds.

Our business model remains robust and we are confident of delivering continued growth in the short, medium and longterm as global economy strengthens.

In the pages that follow is information that outlines many of our accomplishments in 2017. However, there is some activity deserving of particular recognition at the outset.

Firstly, DMCC's international strategy accelerated in 2017 with the number of Made for Trade Live global roadshows across our key focus markets.

Secondly the DMCC Tea Centre, our world-class facility continues to go from **ANNUAL REPORT 2017** 

strength to strength. In 2017, the Centre handled over a remarkable 52 million kilos of tea, cementing the United Arab Emirates status as one of the world's largest re-exporters of tea.

Thirdly, DGCX, our world-class derivatives exchange, reached its highest annual traded volume in 2017. With 17.4 million contracts in 2017, valued at \$404.7 billion, we have delivered an average annual growth rate of 15 percent in the last five years.

Our engagement programme has grown exponentially with over 150 local and international events in 2017, and we are also proud to officially pledge our support to The United Nations Global Compact, the world's largest corporate sustainability initiative.

And finally, our Executive Chairman, Ahmed Bin Sulayem traversed the globe in 2017. His campaign to forge connections to new valuable markets, lead trade missions and promote both DMCC and Dubai around the world, has delivered a real return for our business.

I look forward to working across the entire spectrum of DMCC stakeholders to build on the success of 2017 and drive the outstanding and sustainable DMCC growth story.

**Gautam Sashittal DMCC Chief Executive Officer** 

## The Year in Review

2017 was an exciting and often challenging year for global markets. While there was much for traders to consider - from Brexit, to the opportunities presented by the Trump administration, to sustained low oil prices - DMCC had a another year of considerable achievement.

- to seven per working day
- Client satisfaction levels at 82 per cent

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- Client retention levels recorded at 86 per cent
- Groundbreaking on Uptown Dubai, our 10 million sq/ft, premium development
- DMCC roadshow events in our key focus markets, promoting DMCC
- 12 MoUs signed with leading trade partners across the globe
- DMCC Tea Centre broke records by handling 52.4 million kilos of tea
- DMCC branded high end tea: Shai Dubai
- Coffee centre construction commenced scheduled for 2018 opening
- Finalised our JLT Smart District strategy which will future proof our district and free zone

- 1,980 new companies in the Free Zone, equivalent Hosted the Dubai Diamond Conference, attended by a record number of delegates, representing 17 countries, with former British prime minister David Cameron and Sir Mark Moody Stuart of UNGC as key note speakers
  - Hosted the Dubai Precious Metals Conference that saw the historic launch of DGCX Shanghai Gold Futures (DSGC), following the signing of a landmark deal with the Shanghai Gold Exchange (SGE) in 2016. This yuan-denominated contract marked the first-ever usage of the Shanghai Gold Benchmark Price in international markets.
  - DMCC Tradeflow recorded a total 13,793 Murabaha transactions, with a total underlying value of AED80bn



## Performance **Highlights**







HOME TO OVER 14,488 FREE ZONE COMPANIES





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FDI FREE ZONE OF THE YEAR THREE YEARS IN A ROW



80bn



**KILOGRAMS OF TEA** HANDLED THROUGH THE DMCC TEA CENTRE



## Performance Highlights

NEW COFFEE CENTRE IS PROJECTED TO HANDLE UP TO 20,000 TONNES OF GREEN COFFEE BEAN PER YEAR

Commenced construction of Multi Commodities Centre BUILDING DUBAI AS A GLOBAL CENTRE FOR TRADE IN AGRI COMMODITIES

DEVELOPING MAJOR NEW SUPPLY CHAINS THROUGH DUBAI DMCC TEA CENTRE DRIVES UAE'S place forward as one of the world's largest re-exporters of tea MoU with Yunnan State Farms & Mega Capital Halal to facilitate the global trade of high quality Chinese Arabica coffee beans DCCC recognised by ESMA as a Third-country CCP under

EMIR

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DIAMOND TENDERS / AUCTIONS HELD

DGCX awarded 'Exchange of the Year 2017' by FOW ANNUAL REPORT 2017



- Bulk Murabaha
- Loans for Jewellery using Brinks' RFID technology

### NEW DGCX PRODUCT CATEGORIES LAUNCHED

- Metals: DGCX Shanghai Spot Gold and RAKBANK Retail Gold
- Hydrocarbons: Energy Spreads
- Equities: Global and Indian SSF
- Currency: ENBD Treasury

## **2** STRATEGIC MOUS SIGNED

- COFFEE: Collaboration with Yunnan State Farms Group and Mega Capital
- AGRI: MoU with Cropdata India
- GOLD: MoU with RAKBANK
- EXCHANGE: Collaboration with Abu Dhabi Securities Exchange (ADX)
- COMMODITIES: MoU with Richcomm Global Services DMCC
- DIAMONDS: Collaboration with Trans-Atlantic Gem Sales (TAGS)
- ISLAMIC FINANCE: Collaboration with AIMS, Dubai SME
- FREE ZONE: MoU with Dubai Healthcare City Authority (DHCA)
- FREE ZONE: MoU with Dispute Resolution Authority (DRA)
- DIAMONDS: MoU with ID-Diamonds
  BVBA

## Named the world's leading Free Zone by the Financial Time fDi magazine for a consecutive year

## Number One Free Zone in the World

DMCC was named the world's leading Free Zone in October by the Financial Times' prestigious fDi magazine for a third consecutive year.

The award was given in recognition of DMCC's relentless pursuit of improvement, particularly in terms of the services it offers to companies in its Free Zone.

fDi magazine editor-in-chief Courtney Fingar said of the decision to give the award to DMCC: "Despite ever tougher competition, DMCC continues to stand out from the crowd and is our choice as the world's top Free Zone for the third year running.

"Not content to rest on its laurels, DMCC is keeping at the forefront of technology and pioneering the use of electronic signatures and other services that save member companies time and hassle."

| FDI<br>FREE ZONES<br>OF THEYEAR<br>2017<br>WINNER: GLOBAL<br>OVERALL       | FREE ZONES<br>OF THE YEAR<br>2017<br>WINNER: GLOBAL<br>SME     |
|--|--|
| FDI<br>FREE ZONES<br>OF THE YEAR<br>2017<br>WINNER: MIDDLE EAST<br>OVERALL | FREE ZONES<br>OF THEYEAR<br>2017<br>WINNER: MIDDLE EAST<br>SME |

DMCC attracted seven new companies per working day in 2017. Leading brands in the Free Zone include: Alcatel Lucent Middle East & North Africa, Bombardier, Borr Drilling, Carrera Y Carrera, Colgate Palmolive, Duracell, John West Foods, LVMH. Nutricia-Danone. and Petronas.

DMCC Executive Chairman, Ahmed Bin Sulayem said: "Shaping the future of trade, DMCC and its member companies have emerged as a major contributor to Dubai's economy with a GDP contribution of 9.6 percent.

"Winning 'Global Free Zone of the Year' for the third year in a row is an honour and a tribute to the over 13,700 companies which make up the DMCC Free Zone and contribute to our success every day, driving the next wave of growth and innovation."

DMCC CEO Gautam Sashittal added: "To be ranked number 1 out of 60 free zones around the world is a significant achievement and affirms that the DMCC Free Zone provides a truly connected marketplace enabling progressive companies to trade with confidence and grow their businesses."

DMCC. Made for Trade.



## **Free Zone**

DMCC is a vibrant centre of commerce in which more than 92,500 people live, work, and thrive. The Free Zone, located over 200 hectares of prime Dubai real estate and containing 66 high-rise towers, is an internationallyrenowned centre for trade and enterprise.

In order to maintain DMCC's position as the leading international Free Zone, we overhauled, and optimized our organization and aligned our Free Zone rules and regulations with international best practice.

We also worked tirelessly to ensure all member businesses understood the breadth of the services we offer. Throughout the year, we surveyed client companies in order to monitor and benchmark satisfaction levels. In 2017, we recorded 82 per cent member satisfaction, with a retention at 86 per cent. These numbers make us proud.

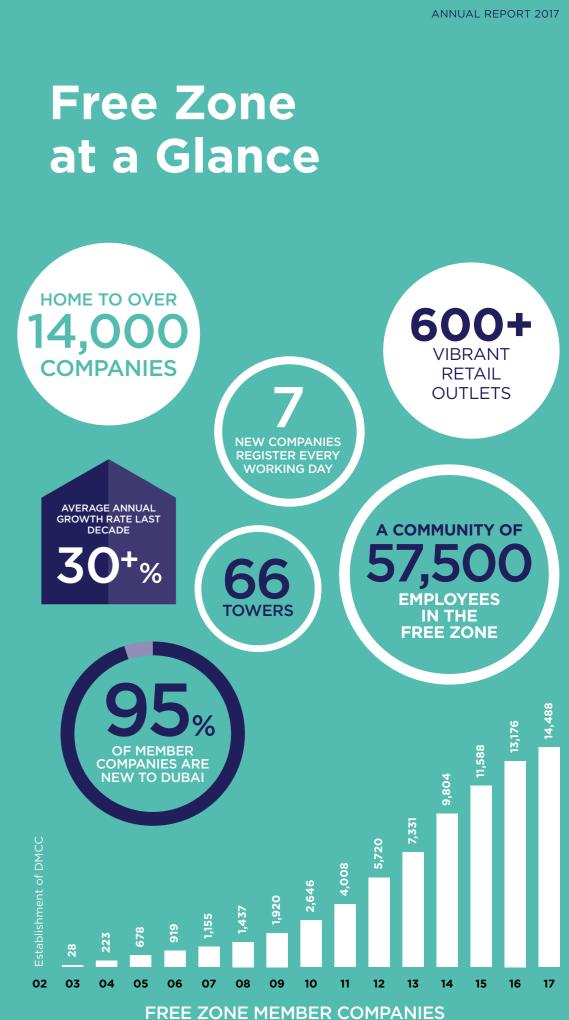
Over the course of the year, much important work was undertaken to improve the DMCC experience for businesses, both in terms of the dayto-day running of operations within the Free Zone and the opportunities client organisations have to leverage our international trading relationships. This work included:

- The successful rollout of an international marketing strategy, including well attended roadshows in the UK, India, Germany and China
- The signing of Memorandum of Understanding with departments of the Chinese government including Xian FTZ and China Chamber of Commerce

- The signing of eight new International Services Agreements covering fifteen countries
- The opening of the Chinese Business Centre in DMCC

We also launched several important innovations designed to enhance client organisation efficiency and ease of doing business. These included:

- DMCC Business Apps
- Internship packages
- Legal clinics, at which client companies heard prominent speakers and engaged in discussion of important legal issues facing companies operating in the UAE and trading internationally
- Enhanced Emirates ID processing capabilities for member companies
- Enhanced medical fitness processing capabilities for member companies





## **Property**

DMCC's Jumeirah Lakes Towers (JLT) district offers a world-class community in which to live and do business. Our 66 purpose-built residential and commercial towers covering 2 million square meters are maintained to the highest standards and we work constantly to innovate in order to proactively improve the experience of residents and Free Zone companies alike.

In 2017, we undertook significant work to enhance our portfolio of properties and continued to develop JLT as a worldclass community.

### Smart District

In 2017, DMCC focused on implementing a long-term Smart District strategy to ensure the entire Free Zone community can live, work and thrive in a cutting-edge community.

- A key initiative for ensuring DMCC stays at the cutting-edge of international commerce, our Smart District strategy is closely aligned with Dubai's smart city guidelines and aims to give the community greatly improved connectivity, sustainability and community experiences, utilising the latest smart technologies.
- We also implemented RTA Smart Parking initiative which has significantly improved the experience for visitors and supported our vibrant retail sector.

• Co-working space DMCC added a total of 24,455 sq/ft of serviced offices and desks across various business centre locations within DMCC Free Zone, taking the total area to 156,438 sq/ft of coworking space for Start-ups and SMEs. • Unique grade A commercial spaces DMCC is also creating unique, worldclass grade A commercial spaces. OneJLT which we delivered end of 2015, is a good example of this with sustainability at the core of Dubai's ongoing developments, OneJLT is a LEED Gold Standard commercial tower, which provides energyefficient commercial space over 14 floors. Today you will find Etisalat, Modul University, Tim Hortons, and many other businesses in OneJLT.

### **Uptown Dubai**

In 2017, DMCC broke ground on its new premium district, 'Uptown Dubai'. Phase 1 incorporates a signature tower designed by Adrian Smith and Gordon Gill, which will house Grade A commercial space, a 5-star lifestyle hotel under the SO by Accor brand, as well as brand residences.

Uptown Dubai, will include more than 10 million sq/ft of grade A commercial and residential space, more than 200 retail and F&B outlets, approximately 3,000 residences, a unique central entertainment plaza, and a number of luxury hotels all offering supreme amenities for residents, workers and guests. Uptown Dubai will be anchored by two iconic super-tall towers.

The district's main podium, 28 metres above ground, features a two-level central plaza that will be larger than New York Times Square, circled by world class outlets, connected to a retail mall below, all with direct access to the iconic towers.

Although Uptown Dubai is set to become a destination of choice for the global business community, its masterplan equally sets out to create a vibrant destination for millennials and families seeking dynamic shopping and dining experiences, as well as entertainment and cultural events. Uptown Dubai aims to deliver the best in smart urban living and mobility with connectivity to public transport. Uptown Dubai is conveniently located close to DMCC's Jumeirah Lakes Towers, a community of over 92,500 people, as well as major commercial projects in Dubai's Southern belt such as Expo 2020 and Al Maktoum International Airport.

Over the next decade, the landmark development will create over 10,000 new jobs in Dubai.

Additionally, in 2017 DMCC completed and launched a branding initiative designed to create a distinct brand identity for the Uptown Dubai development.



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## ابیاوں دیں UPTOWN DUBAI

DMCC's mission is to place Dubai at the center of global trade.

## Gateway to Trade

DMCC is owned by the government of Dubai. We are dedicated to enhancing Dubai's position as the world's leading gateway for the international commodities trade and enterprise.

We do this by creating an environment in which businesses have everything they need to flourish. We provide the best physical, financial and digital infrastructure, as well as the regulatory frameworks, services and expertise needed to build a marketplace in which success is achievable.

Our member companies have access to our world-class hard and soft infrastructure, providing connectivity necessary to drive success in their businesses. We leverage our resources to shape and grow key industries and commodities markets and are committed to facilitate the future of trade.

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## Commodities

### Supporting the global commodities trade is a key strategic priority.

Throughout the year, we completed a number of significant initiatives to enhance global trade in commodities and to support our members as they looked to create mutually advantageous commodities trading relationships.

These initiatives were wide ranging and included globally significant networking events such as the 2017 Dubai Diamond Conference, which was attended by 378 delegates from 17 countries.

In order to build upon the previous success of our work to support trade in precious metals and stones we:

- built the UAE's first state-of-the-art diamond polishing facility for Nemesis International. This was the latest addition to support the diamond industry, with access to customs, vaulting, polishing, boiling, cutting, certification, transport and logistics services all under one roof in Almas Tower.
- Held ten diamond auctions/tenders
- Completed an alignment assessment of DMCC's Dubai Good Delivery standard in orderto ensure they aligned closely with OECD guidelines
- Initiated high-level stakeholder engagements with the Responsible Jewellery Council and United Nations Global Compact.

In 2017, every opportunity sought to enhance the relationships we have with trading bodies around the world, and to create new ones for the benefit of our members. Notably, we signed twelve strategic Memoranda of Understanding with:

- Yunnan State Farms Group and Mega Capital in China
- Cropdata Ltd. In India
- RAKBANK in the UAE
- Abu Dhabi Securities Exchange in the UAE
- Richcomm Global Services DMCC in the UAE
- Trans-Atlantic Gem Sales (TAGS) from Russia
- AIMS, Dubai SME
- Dubai Healthcare City Authority (DHCA)
- DIFC's Dispute Resolution Authority (DRA)
- ID Diamonds BVBA



## **DMCC** Tradeflow

DMCC Tradeflow is a digital platform for registering possession and ownership of commodities stored in UAE-based facilities.

The platform facilitates collateralised inventory financing and Commodity Murabaha.

Commodity Murabaha supports Shariahcompliant lending and borrowing using underlying commodities.

In 2017, DMCC Tradeflow recorded a total 13,793 Murabaha transactions, with a total value of AED80bn, an increase of 33 per cent on 2016.

We launched two new Tradeflow products:

- Bulk Murabaha, to offer capability to process numerous transactions simultaneously.
- Loans for Jewellery using Brinks' RFID Technology that tags pledged jewellery to ensure goods are tracked and not exchanged without the pledgee's consent





# DMCC Tea Centre & DMCC Coffee Centre

Since it was launched in 2005, the DMCC Tea Centre has helped the UAE grow into a leading global trade hub for tea.

DMCC Tea Centre, which spreads over 24,000 square metres, offers the international tea trading community world-class facilities in which to do business, including state-of-the-art climate-controlled warehousing, and dedicated tasting, blending and packaging areas.

In 2017, 52.4m kilograms of tea was handled through the DMCC Tea Centre, up from 41.6m kilograms the previous year.

### Shai Dubai

In 2017, DMCC launched its own signature Shai Dubai blends of tea. Available in six varieties of blends, Shai Dubai is the culmination of expertise accumulated over years of dedication to the worldwide art of fine teamaking. Offering the best of Arabian hospitality, Shai Dubai represents the tradition of tea sharing within the city's modernity.

### **DMCC Coffee Centre**

In 2017, we developed plans for a DMCC Coffee Centre, intended to create a marketplace for coffee. Additionally, we made agreements with global players in the international coffee industry to facilitate the global trade of high quality Chinese Arabica coffee beans. Ground-breaking took place in November 2017. The DMCC Coffee Centre is to offer storage and warehousing facilities, offices and colocation space within a 7,500 square metre temperature controlled facility.

Due to open in late 2018, the DMCC Coffee Centre is expected to handle up to 20,000 tonnes of green coffee beans per year.

### Agri

DMCC launched the Food Trade Group in October 2016 to grow the global food trade by connecting financiers and traders alike, and, ultimately provide the agri food trade with a forum to share knowledge to prepare for the next wave of growth.



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## Dubai Gold and Commodities Exchange (DGCX)

DGCX continued to cement its global reputation as the leading Middle East bourse for the trade in derivatives.

DGCX, our world-class derivatives exchange with a well-established clearing house DCCC, reached its highest annual volume traded with an aggregate of 17.4 million contracts in 2017, valued at USD 404.7 billion, an annual average growth rate of 15 per cent in the last five years.

We launched new products in four asset classes:

- Metals: The DGCX Shanghai Spot Gold and RAKBank Retail Gold contracts
- Hydrocarbons: Energy spreads
- Equities: Five new American and Indian Single Stock Future (SSF) contracts



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- Currency: ENBD Treasury contracts DGCX's status as the region's leading derivatives hub was recognised on several occasions throughout the year. Notable achievements included:
- DGCX was named Exchange of the Year by FOW Global Investor MENA Awards 2017
- DGCX was FRSA approved
- DCCC was recognised by the European Securities and Markets Authority (ESMA) as a European Markets Infrastructure Regulation (EMIR) third country central counterparty (CCP)

## Community

DMCC's Jumeirah Lakes Towers community is the ideal place in which to live, work, and thrive, providing access to a wide range of life-enriching amenities and meeting points. Today, Jumeirah Lakes Towers is home to 66 commercial and residential towers, more than 600 retail outlets, restaurants and cafes, parks and running tracks.

Situated over 200 hectares, Jumeirah Lakes Towers is a great location from which to access everything Dubai has to offer – from world class shopping, to international financial centres, to some of the planet's best beaches.

DMCC is constantly striving to upgrade infrastructure, amenities and services to ensure that our community remains a prime destination for businesses and residents in Dubai.

In 2017, DMCC's Jumeirah Lakes Towers community was awarded Family Friendly Location of The Year by Khaleej Times.







## **Our People**

### At DMCC we take enormous pride in developing our people.

We believe that people are our greatest asset.

With a diverse workforce comprising 44 nationalities, we strive to continually lead with our values and beliefs that enable our people to develop their potential, bring their full self to the workplace, and engage in a world of inclusion.

Investing in our people and our core values is paramount to our success in the marketplace. In 2017, we worked to enhance the skills of our people, particularly in terms of identifying and developing leadership qualities. We enrolled 99 employees into the DMCC leadership academy in which students could benefit from participating in a wide range of modules run by both Wilson Learning and DMCC teachers. In total, some 6,448 hours of leadership training were completed in 2017.

### Emiratisation

DMCC takes very seriously its responsibility to develop young Emiratis professionally. In 2017, we embraced several initiatives in line with the DMCC Emiratisation strategy, most notably employing a number of Emiratis through the DMCC Emirati Graduate Development Programme. Additionally, over the course of the year we grew the number of Emiratis employed by DMCC by fourteen per cent, making UAE nationals DMCC's second largest employee group by nationality.

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### Fun days and social events

Every year we host a family fun day in the beautiful green park next to our offices, helping families of DMCC employees to get to know each other - and it's a great excuse to get out in the sun and chill out. We also host numerous social gatherings for our people throughout the year.

### Health and Wellness

We strongly believe in the health and wellness of our people, and we uphold this through various initiatives including the introduction of Yoga in the Workplace. We are not only investing in the physical health of our employees but in their minds and spirits too.

### **Employee Town Halls**

Every quarter we hold town hall meetings where the entire company has an opportunity to share their experience - it's a time to recognise great performance by awarding our best people and developing strong and open communications across the company.

## **Our Brand**

The DMCC brand is an integral part of our work to connect markets and to create opportunity for the people we serve. In all geographies, we strive to make sure the DMCC brand is recognised as a trusted symbol of quality, dynamism, and integrity.

Notable achievements for the year included:

With a primary objective to attract business to DMCC, our marketing agenda is content driven and digitally enabled, but also industry relevant and geo specific.

- We refreshed our corporate brand identity to amplify the impact of our international outreach strategy
- A new multi-lingual website and a comprehensive digital strategy were launched in March. Since launch, we have increased traffic to the site by 48%
- Our Thought Leadership programme, including reports published on Blockchain, Food Trade,

700% increase of lead generation through digital marketing



VAT, and Brexit, are helping drive engagement. 20% of people that register on our website, have discovered DMCC through Thought Leadership

- 1,200 prospects in focus geographies visited "Made for Trade Live" roadshows. Events were held in the UK, China, India and Germany
- We created and unveiled the Uptown Dubai brand and started crafting a comprehensive marketing program that will support the launch of the new district in 2018



of leads come to DMCC through inbound/outbound marketing channels

## **International Outreach**

new business.



142 Local and international events

**O** United Arab () India **Emirates** 

New Delhi Mumbai Kolkata

Singapore

Dubai

**O** Germany Cologne

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DMCC's international outreach aims to drive awareness and attract



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**O** United Kingdom London Birmingham

O China Shenzen

# Principal Risks and Opportunities

DMCC is mindful of macroeconomic, geopolitical These include:

### Macroeconomic Risks

- Low oil prices affecting exporters
- Slow MENA growth due to low oil price
- Reduced GCC state spending on infrastructure or fuel subsidies
- Slow global trade due to weak market sentiment

### **Macroeconomic Opportunities**

- Oil price resurgence leading to strong GCC trade growth
- Non-oil sectors supporting strong Dubai economic performance
- High levels of 2018 direct foreign investment into Dubai
- Strong local stock market performance

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### and legal and regulatory risks and opportunities that might impact performance, short-term or long-term.

### **Geopolitical Opportunities**

- Lifting of sanctions on Iran leads to strong regional growth
- Strong global trade as a result of Trump presidency/Brexit

### **Legal and Regulatory Risks**

• GCC states still adjusting to imposition of VAT, could dampen trade sentiment

## **Connecting Markets Across the World**









EU

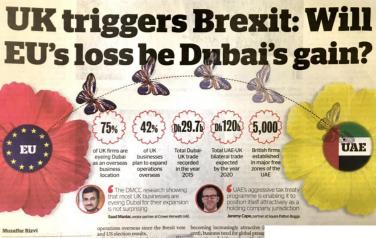


Dubai Precious Metals Conference, Dubai, April 2017



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DMCC making waves with international research launched in UK, March 2017

## Awards and Recognition

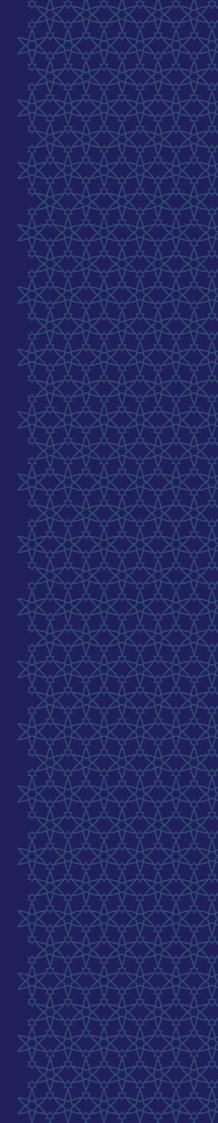
- Ahmed Bin Sulayem, Executive Chairman, DMCC Honored by the **Diamond Dealers Club (DDC)**
- Ahmed Bin Sulayem, Executive Chairman, DMCC Received honorary World Jewelry Hub membership
- DMCC named Top Investment Agency
  - DMCC Tradeflow won the **Best Murabaha Platform** at Islamic Business & Finance Awards
  - DGCX won Exchange of the Year Award 2016
  - DGCX's Indian Rupee Quanto futures named **Most Innovative New Contract**
  - Legal 500 Middle East Team Powerlist 2016
  - The Oath Middle East Legal Awards 2016 Kiran Scarr receives "Honourable Mention", General Counsel of the Year



• The 9x fDi Awards

GLOBAL - Free Zone of The Year GLOBAL - Free Zone of The Year for SME's MIDDLE EAST - Free Zone of The Year MIDDLE EAST - Free Zone of The Year for SMEs **BESPOKE AWARDS: Facilities Upgrades, Legal** Support, Smart City Strategy, Red Tape Reduction, Thought Leadership.

- CFO of the Year CFO Middle East, Jignesh Sanghvi, CFO, DMCC
- CIO 100 Awards Abdalla Al Ali, IT Director, DMCC
- CIO of the Year 2017 Abdalla Al Ali, IT Director, DMCC
- Best Integrated PR Campaign PRCA Awards for Future of Trade
- DGCX Dubai India Crude Oil Futures (DICO) voted 'Best New Derivatives Contract' by FOW Global Investor Asia Capital Markets Awards in Singapore







www.dmcc.ae