



China Yibin Annual International Tea Conference

17-19 March 2017

Sanjeev Dutta Director DMCC

Ladies and Gentlemen, distinguished guests, friends,

It is great to be here with you in Yibin, such a beautiful corner of the People's Republic of China.

The China Yibin Annual International Tea Conference has risen to become a landmark event in the global tea calendar.

Yibin is such an important location in the global tea trade and has been for more than 3,000 years.

The early harvest of Yibin's green teas are a true delicacy, and it gives us all great pleasure, I am sure, to be able to see and taste them at their source.

It is especially rewarding to be here so early in the year for Yibin, as we all know, is the earliest of all the green tea harvests and is celebrated for that fact.

So before I begin to share the story of DMCC and our Tea Centre in Dubai I would like to take a second to congratulate the China Yibin Annual International Tea Conference and all of you here for making this a truly global event.

These are exciting times for trade between China and Dubai.

Since 2014, China has been Dubai's number one trading partner.

Last year bilateral Dubai-China trade was worth more than USD 40bn.

This year, it is forecast we will see in the region of USD 60bn. And by 2019, USD 80bn.

That kind of exponential growth is enormously mutually beneficial.

It is natural that we together now look for ways to harness our strong bilateral trade relations to build for a strong future of trade.

And, we at DMCC, are proud to represent Dubai here in China this week, as we work together to strengthen the growing economic, cultural and social ties between our two nations.

At DMCC we welcome China's 'Belt and Road' initiative and the new opportunities it brings.

We believe we can play a pivotal role in facilitating trade flows between China, and the rest of the world, and enhance Dubai's role as a key trading center along the 'Belt and Road' maritime trading route.

DMCC have already created several strategic and mutually beneficial partnerships in China; with the Ningxia Province, the Yunnan province, the Shanghai Gold Exchange, Agricultural Bank of China, Yunnan State Farms Group to name but a few.

And The Bank of China and ICBC Bank are amongst the clearing banks on our Clearing House for our Dubai Gold & Commodities Exchange.

But there are many ways we can collaborate further, which brings me to one of my favourite subject matters which is of course TEA!

As any tea trader, grower or broker will know, Dubai has for centuries figured as a global entrepot in the tea trade.

Our DMCC Tea Centre, has become a key driver in enabling the UAE's 60 percent market share of tea re-exports.

Last year we handled over last 41.7m kilograms of tea through the Tea Centre and we are seeing demand for more, from all over the world.

We have even introduced our own tea brand, Shai Dubai, which will be available for everyone to enjoy very soon.

To complement our expansion and growth at DMCC we are constantly innovating, creating and developing new platforms and services - all with the view to increasing trade flows through Dubai, and in turn the UAE.

We do that by providing world-class infrastructure. The DMCC Tea Centre is a strong example of this.

We have worked with our customers and member companies to ensure we provide the right facilities and solutions so that their products reach their end-users full of flavour, with the best packaging and as quickly as possible.

Today, we process teas from 13 different tea-producing countries, including India, Sri Lanka, Indonesia, Kenya, Rwanda Tanzania, Mozambique, Vietnam, Japan, Uganda and of course China.

Our Tea Centre now offers a business centre, storage, blending solutions, professional advisory, tea tasting and financing in addition to warehousing services.

Our clients and member companies range from the biggest in the world to some of the smallest and nimblest entrepreneurs.

And we pride ourselves at DMCC on offering the same level of service and access to them all.

If you haven't been to visit us at the DMCC Tea Centre, we would welcome you at any time.

We would very much like the opportunity to make you feel right at home with us whether it's through:

- Our DMCC Tea Trade Centre

Or

- The Dubai Gold & Commodities Exchange (DGCX), our world-class derivatives exchange, that saw 36 per cent volume growth in 2016;

Or

- Our Free Zone that sees 7 new companies set up a business every working day

Certainly, at DMCC we have the necessary expertise when it comes to connecting global markets.

So how does this work in practical terms?

Our Free Zone, ranked number one in the world by the Financial Times, fDi Magazine, for the 2nd year running, is already home to more than 150 thriving Chinese companies.

These companies include Hisense, Sinopec and the China State Construction Engineering Corporation.

Every Chinese company at DMCC enjoys an ultra-modern commercial environment with the benefits of 100 percent ownership and no restrictions on repatriation of profits.

Throughout the year, we host regular trade forums and networking events like today to bring our business communities closer.

Dubai has so much to offer the Chinese business community:

Our geography is perhaps an obvious advantage. We are positioned at a natural crossroads, between East and West, North and South.

Our time difference, too, is convenient for China, relative to other international centres of business.

But we also have the necessary world-class infrastructure to make export or re-export smooth and straightforward.

Whether goods are shipped by sea or air, Dubai's ability to process exports is unmatched in the region.

Last year, for example Dubai's airports processed more than three and half million tonnes of air freight, much of it originating from China.

Likewise, Jebel Ali port processed some fifteen million freight containers, many of them for re-export, to or from China.

Given these figures, it seems hardly surprising that Dragon Mart Dubai, is the largest Chinese trading hub outside of mainland China.

China and Dubai have so much in common.

We are both strong economies that are driven increasingly by the opportunities of global trade.

We are both economies excited by the possibilities of the coming years and the ways in which the old realities of international trade are being rewritten.

But, most importantly, we are both economies that are dynamic and have our best years ahead of us.

In recent years, DMCC has focussed on deepening our ties with China.

We have travelled regularly to China, and will continue to do so, in fact we are taking our new international roadshow 'Made for Trade Live' to Shanghai and Shenzhen in April.

We will continue to identify new ways in which we can add value to Chinese business.

And, to bring Dubai and China ever closer together. But it is not just about business. Cultural mutual understanding is at the core of any successful partnership.

We look forward to continuing our path to the future with our friends and partners in China, and the entire tea industry - and look forward to meeting many more of you during the remainder of the China Yibin Annual International Tea Conference.

Thank you.

