

A wide-angle photograph of the Dubai skyline at sunset. The sky is a mix of deep blue and orange, with scattered clouds. The city lights are visible, reflecting on the water in the foreground. The Burj Khalifa is prominent on the left, and other skyscrapers are visible in the center. The water in the foreground is calm, showing a clear reflection of the city lights.

ROADSHOW PRESENTATION IN-COUNTRY VALUE CERTIFICATION PROCESS

ROADSHOW PRESENTATION

CONTINUING ON THE SAME PATH



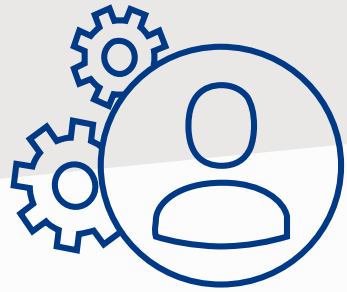
THE OBJECTIVES OF THE PROGRAM REMAIN THE SAME

EMIRATIZATION

GDP DIVERSIFICATION

SUPPLY CHAIN LOCALIZATION

VERIFICATION OF ENHANCED PROGRAM



MARKET FEEDBACK

Surveys
Exhibitions and events
Face to face meetings
Majlis sessions



VALIDATION

Participating entities
Subject matter experts
Certifying bodies



ALIGNMENT

Management approval
Legal and compliance
Relevant stakeholders



IMPLEMENTATION

Framework
MOU's
Communication



ROADSHOW PRESENTATION

ONE PROCESS ALIGNED ACROSS THE UAE

PARTICIPATING ENTITIES



ONE IN-COUNTRY VALUE CERTIFICATION PROCESS ACROSS ALL ENTITIES

ROADSHOW PRESENTATION

THE PROGRAM HAS EVOLVED



A UNIFIED BRAND THAT ESTABLISHES
THE ICV's PURPOSE AND PROPOSITION

CERTIFICATION VS. IMPLEMENTATION

- 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



ROADSHOW PRESENTATION

ONE FORMULA FOR ALL

							
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, & donations to universities & Sondoq Al Watan	1 to 3%	1 to 5 employees	$\frac{\text{Total Revenue from outside UAE}}{\text{Total Annual Revenue from UAE (Excluding Re – exports)}}$
$\frac{\text{Manufacturing cost incurred in UAE} + \text{Emirati Cost} + 60\% \text{ of Expat Cost}}{\text{Total Cost}}$					4 to 6%	6 to 50 employees	
SERVICE PROVIDERS	15% Progressive	AED, Million 5 to 50 = 5%	2-15% Progressive	above AED 200K to 20M Salary, Training, benefits & donations to universities & Sondoq Al Watan	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	$\frac{\text{Growth in NBV}}{\text{Original NBV}}$

IN-COUNTRY VALUE CERTIFICATION PROCESS

KEY CHANGES IN CONSIDERATIONS



IFRS FINANCIALS

All financials used to issue a certificate should be based on International Financial Reporting Standards (IFRS) and by a licensed auditor from Ministry of Economy



BRANCHES ELIGIBILITY FOR ONE CERTIFICATE

Branches in the same Emirate with identical activities and ownership listed on the licenses are eligible for one combined ICV certificate



PAYMENTS TO GOVERNMENTAL AUTHORITIES

Payments to free zone regulators and Government licensed entities are considered as 100% ICV



CREDIT TO MAINLAND SUPPLIERS

For ICV calculation purposes for service providers, a vendor who is based in UAE mainland will be automatically granted 10% ICV score



HEADCOUNT OF EMPLOYEES

Headcount of employees will be counted on an average basis in a year and not as per year end



CREDIT OF OWNER SALARY

Salary of Emirati owners who are part of the WPS can be included, and is capped to a total of AED 120,000/- monthly per owner. Bonus and other benefits will be excluded



INTERNAL COSTS

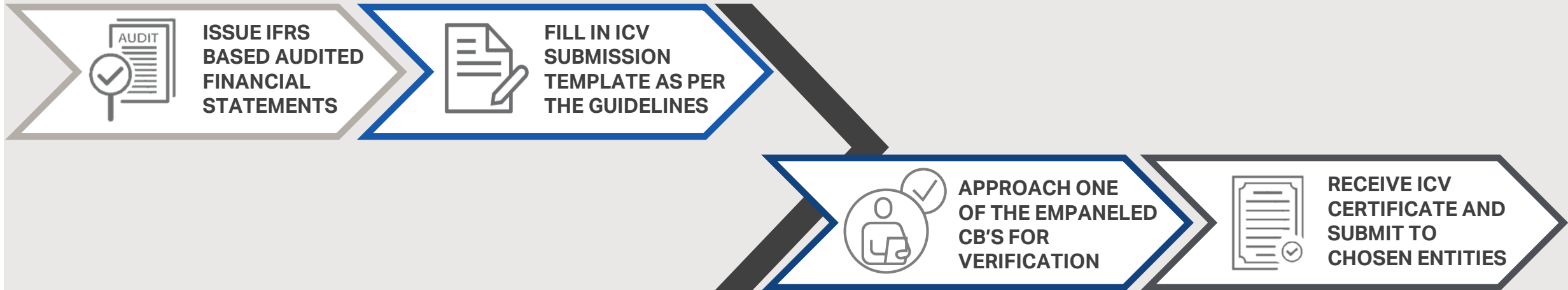
All internal costs are excluded from the calculations except for depreciation cost



EXPIRY OF THE CERTIFICATE

Validity of the certificate is for 14 months from the issuance of the audited financial statements or the issuance of new financial statements – whichever is earlier

HOW TO GET ICV CERTIFIED?



ROADSHOW PRESENTATION

UNIFIED EMPANELLED CERTIFYING BODY





THANK YOU

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