



Agriculture and
Agri-Food Canada

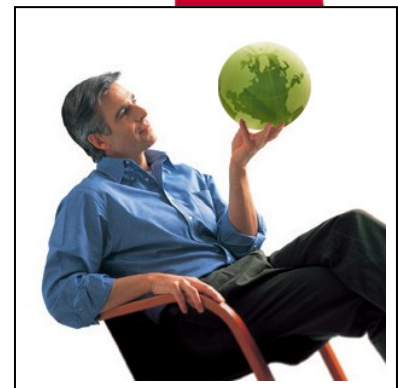
Agriculture et
Agroalimentaire Canada

**International
Markets
Bureau**

MARKET ANALYSIS REPORT | NOVEMBER 2009



Foodservice Profile— The United Arab Emirates (UAE)



Foodservice Profile — The United Arab Emirates (UAE)



▶ A MARKET WITH POTENTIAL

The United Arab Emirates (UAE) offers great potential for Canadian agri-food and seafood exporters. The UAE has become one of the top commercial and tourist destinations in the world, boosting demand within the country's foodservice sector. A large percentage of the agri-food and seafood products that are consumed in the UAE are imported, partly as a result of the climactic difficulties of producing crops in this region.

Opportunity for Canadian Exporters

The value of Canadian agri-food and seafood exports to the UAE has grown at a rate of 24% each year since 2000 (Statistics Canada, 2009). In 2008, Canada's total agri-food and seafood exports to the UAE reached CDN \$433 million¹. Canada has developed a reputation for top-quality food and beverages, thus earning the trust of many buyers from hotels and restaurants in the UAE.

The fastest growing Canadian agri-food and seafood export opportunities to the UAE foodservice sector are:

- ▶ Fish and Seafood products (Lobsters and Scallops)
- ▶ Meat products (Pork and Poultry)
- ▶ Sugar confectionaries (Maple Syrup)

A Growing Foodservice Sector

Hotels, restaurants and institutional catering companies are all major players in the UAE foodservice sector, with restaurants serving as the primary purchasers of food and beverages imported by the UAE and a major target of food distributors and traders. In order to meet the demand of dynamic consumer groups, food and ingredients with a wide range of quality and prices are imported.

The tourist and travel businesses in the UAE slowed down in 2009, with a direct impact on the foodservice sector in the country. Several sector indicators declined during the first quarter of 2009. However, the UAE will continue to be the essential commercial hub and tourist center of the Gulf and North Africa regions. According the Consulate of Canada in Dubai, growth in many foodservice areas, such as fast-food and quick-service restaurants, is expected this year. Once the global recession is over, the foodservice sector in the UAE is expected to return to the growth patterns observed prior to the recession.

¹All values stated in this report are in Canadian dollars.

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▶ DID YOU KNOW?

- ▶ In 2007, 300,000 new workers (*INJAZ*, July 2007) and 8.5 million visitors (Euromonitor International, 2008) from more than 200 countries arrived in the UAE.
- ▶ Restaurants in the UAE purchased over \$841 million food and beverages in 2008 and are expected to increase their purchases to \$1.2 billion by 2012 (Datamonitor, 2008).
- ▶ Hotels purchased \$239 million of food and beverages in 2008, and are expected to increase their purchases to \$344 million by 2012 (Datamonitor, 2008).
- ▶ The institutional catering industry prepares 1.7 million meals per day to serve airline passengers and workers in the UAE (Datamonitor, 2008).



▶ THIS REPORT

This report identifies opportunities in the foodservice sector of the UAE for Canadian agri-food and seafood exporters. The following section provides a brief overview of the UAE, followed by a profile of its foodservice sector, including information on key sub-sectors. After that, highlights of foodservice consumer demographics are provided. Next, a short overview of the distribution structure in the sector is presented, followed by a discussion of export opportunities for Canadian suppliers. The final section provides key sources for further information.

The attached Wholesaler List, provided by *Hoovers – A Dun & Bradstreet Company*, includes the contact information of agri-food traders and wholesalers operating in the UAE. The report relies on the most recent data available, but most of it was compiled prior to the onset of the current global recession. Trends noted should be seen as applying to the UAE market once the current recession ends.

▶ THE UAE — HUB OF THE GULF



The UAE is spread over a total area of 83,600 km on the Persian Gulf of the Arabian Peninsula. The UAE is a federation of 7 emirates including Abu Dhabi (capital), Dubai, Sharjah, Ajman, Fujairah, Ras al-Khaimah, and Umm al-Qaiwain. The fastest growing emirates are Abu Dhabi and Dubai. Together, these two emirates account for over 80% of total income in the UAE.

In 2008, the UAE had a Gross Domestic Product (GDP) per capita of \$56,200, which was higher than the Canadian GDP per capita of \$48,165 in the same year. At the time this report was prepared, the world economy was continuing to weaken, and this economic slowdown is also evident in the UAE. A projection by the Standard Chartered Bank stated that they expect the UAE to have GDP growth of 0.5% in 2009; this is very modest growth compared to an average growth of 8.8% per year for the previous 5 years.

High temperatures and limited annual rainfall are constraints to the region's agricultural production. It is estimated that 80% of the agri-food products for human consumption and animal feed in the UAE are imported (Austrade, June 2008). The limited agri-food products that the UAE produces locally include: dairy products, poultry and eggs, seafood, fresh tomatoes, and some vegetables (Austrade, June 2008).

In 2007, the UAE imported \$9.3 billion worth of agri-food and seafood products from the world, which constituted 16.5% growth over its imports in 2006. The UAE is the primary destination within the Gulf Cooperation Council²(GCC) for Canadian agri-food products. In 2008, Canada exported \$432.8 million worth of agri-food and seafood products to the UAE which represented 59% of Canada's total agri-food exports to the GCC countries.

²Gulf Cooperation Council (GCC) countries include: Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the UAE.



▶ FOODSERVICE SECTOR PROFILE

Restaurants

In 2008, UAE restaurants purchased \$841 million worth of food and beverages, an increase of 12% over the previous year (Datamonitor, 2008). By 2012, food and drink purchases by UAE restaurants are expected to reach \$1.2 billion (Datamonitor, 2008).

There are currently over 11,000 stand-alone restaurants in the UAE, serving both residents and tourists (Manoukian, 2008). Dining outlets range from high-end restaurants and buffets, to fast food chains and cafés. There are 4,250 food establishments in Dubai, 3,000 in Abu Dhabi, and 2,775 in Sharjah (Manoukian, 2008). These restaurants serve multinational cuisine including traditional Arabic, European, American, Chinese, Thai, Indian, Pakistani, among others, to meet the demands of a diverse pool of consumer groups. Dining out is becoming increasingly fashionable in the UAE and new dining facilities are opening at a rate of approximately 500 per year to meet the rising demand.

Similar to western culture, people in the UAE like to spend time in restaurants with family or friends. Weekends and Islamic holidays are the busiest days for restaurants and buffets in the country, especially during the holy month of Ramadan when many Muslims like to enjoy a restaurant meal after a day of fasting (*Dubai FAQs*, 2009). The thriving restaurant business in the UAE is also a result of the growing number of expatriates in the country. A significant number of the temporary foreign workers in the UAE typically come to the country without their families. As a result, these single professionals tend to eat outside the home. Fast food outlets and casual restaurants with take-out service will continue to be popular among time-pressured foreign workers.

Hotels

Currently, there are over 400 hotels operating in the UAE. The majority of luxury hotels and hotel chains are concentrated in Dubai. These hotels include: Jumeirah, Rotana, the Fairmont, Le Meridien, Hyatt and Shangri La. By the end of 2007, Dubai had 318 hotels in total, with 32,616 rooms (Manoukian, 2008). Among these hotels, there are two luxury seven-star hotels, 45 five-star hotels, 50 four-star hotels, plus 111 hotel apartment buildings. By 2012, an additional 45,000 rooms are expected to be added to this market. Abu Dhabi had 45 hotels by the end of 2007, and is set to add 10,000 rooms by 2012.

A growing niche market in the UAE hotel sector is Islamic hotels. These hotels comply with Islamic law and all food served in an Islamic hotel is halal. Islamic hotels target the growing number of Muslim visitors to the UAE who prefer to stay in an environment that reflects their beliefs and values. However, such hotels are not only popular among Muslims; they are also very popular among non-Muslim travelers, such as German and Korean families and couples, as these hotels provide a quiet and safe environment (Kola, 2008).

Institutions

The continuing expansion of schools, hospitals, and large construction camps are important factors that contribute to the development of the institutional food catering sector in the country.

The institutional catering sector in the UAE is divided into two sub-sectors: In-flight catering and industrial catering. According to the report *TRENDS...food in the United Arab Emirates* (2009) prepared by the Consulate of Canada in Dubai, in-flight catering business in the UAE is dominated by one major company, Emirates Catering, which serves a large percentage of the UAE airlines and airports. More than 150,000 meals are prepared and served to airline passengers every day in the UAE, with over 50% delivered in Dubai. Meal costs vary depending on the class and length of the flight (Manoukian, 2008).

The industrial catering sector in the UAE is comprised of an estimated 50 registered catering companies. Nearly 60% of the industrial catering sector is dominated by one company based in Abu Dhabi. Four other companies capture an additional 30% of the market. The remaining 10% of the market is divided among 45 smaller catering companies (Manoukian, 2008). Industrial catering companies in the UAE mainly serve off-shore and on-shore oil rigs, cafeterias, labour camps, naval contingents, and freight and cruise liners. It is estimated that 1.5 million meals are prepared and served every day by these companies. The institutional catering business is very competitive in the UAE as ordering companies have the ability to negotiate on price because of the large volumes they purchase.

► **CONSUMER DEMOGRAPHICS**



Temporary Residents

By the end of 2008, the UAE's total population was approximately 4.5 million; it is estimated that this number is growing at an average rate of 3.6% each year (Euromonitor International, 2009). Temporary residents or expatriates account for 78% of the total population and for 90% of the total workforce in the UAE. This ratio is even higher in Dubai, where 90% of its total population consists of foreign residents (equal to 1.6 million).

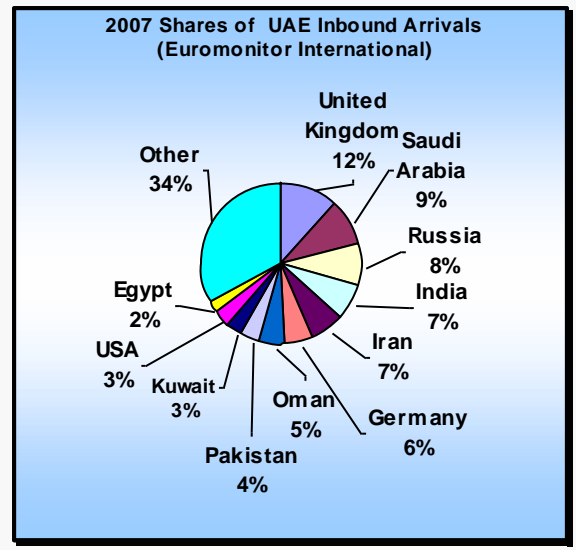
The population of the UAE is predominantly male (68%) and most of these male residents are between the ages of 30 and 40. A large proportion of male residents in the UAE are temporary foreign workers living in the country without their families. They originate from more than 200 countries and fill a wide range of employment positions (Euromonitor International, 2008). Many foreign nationals come to work in the country for a period of time, ranging from a couple of months to several years, then return to their home countries.

According to an estimation provided by *Euromonitor International*, a large percentage of expatriates in the UAE are of Indian nationality; they represent an estimated 50% of the total foreign population in the country. Other significant national groups are Pakistanis, Bangladeshis, Filipinos, and a fast growing British population. The number of expatriates in the UAE is expected to increase in coming years. It is projected that, by the end of 2009, 82% of the 5.2 million people expected to populate the UAE will be foreign nationals. The rapidly expanding population of expatriates in the UAE is one of the factors contributing to the country's booming foodservice business. According to *TRENDS...food in the UAE (2007)*, approximately 26% of UAE residents eat out at a quick service restaurant at least once a week.

Visitors

Another factor that contributes to the booming foodservice sector in the UAE is the growing tourism industry. The UAE, particularly the emirate of Dubai, has been successful in marketing itself as a top commercial and tourist destination and welcomed over 8.5 million visitors in 2007 (Euromonitor International, 2008). Within that same year, the UAE's tourism industry generated revenue of \$42.3 billion which was equivalent to 1% of the country's GDP (Euromonitor International, 2008). It is projected that the UAE's travel and tourism industry will post revenues of \$62.9 billion by 2017 due to the UAE government's ongoing focus on promoting this sector (Euromonitor International, 2008).

The two main types of visitors to the UAE are leisure tourists and business travelers. Among all the inbound visitors in 2007, 74% were leisure tourists (6.3 million arrivals), an increase of 7% from 2006. Family and friends represented over 40% of all leisure travelers to the country. Approximately 2.1 million business travelers visited the UAE in 2007. Conferences, fairs, and exhibition travelers (MICE sector) are a fast developing sector in the UAE, accounting for 46% of the total business arrivals in 2007 (985,000 arrivals).



	2005	2006	2007
Total ('000 people)	7,606.80	7,944.60	8,451.40
Leisure Tourist ('000 people)	5,626.10	5,916.00	6,318.90
Friends	25%	24%	22%
Families	22%	21%	21%
Organised tour groups	18%	18%	18%
Couples	14%	14%	15%
Singles	12%	12%	13%
Backpackers	3%	4%	4%
Others	7%	8%	7%
Business Arrivals ('000 people)	1,980.70	2,028.70	2,132.50
MICE	44%	45%	46%
Other	56%	55%	54%

Source: Euromonitor International

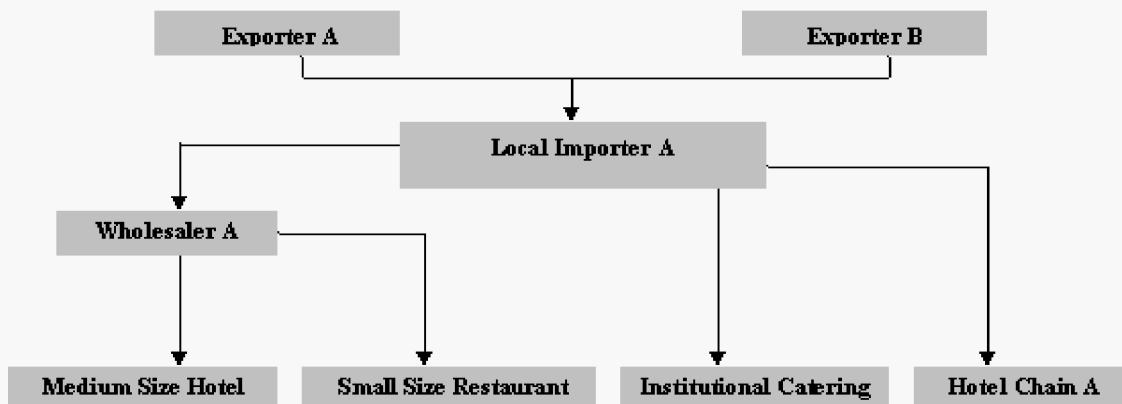
In 2007, 12% of visitors (both leisure and business) to the UAE originated from the United Kingdom, with over 1 million arrivals in 2007. This was a 14% increase from the previous year. Another significant portion of visitors originated from Saudi Arabia, with 0.8 million visitors in 2007, an 11% increase from the previous year. Russia and India ranked 3rd and 4th for traveler origins in 2007.

Due to the recent economic downturn, tourist flows from developed countries are expected to slow slightly, as consumers in North America and Western Europe are cutting back on discretionary spending. However, the UAE has boosted marketing efforts in emerging markets, such as India and China, and this could improve its position. Tourism from the Gulf could also help compensate for the loss of European and North American tourists (Euromonitor International, 2008). According to *Gulfnews (December 13, 2008)*, from mid-April until the end of 2009, 42 cruise ships are expected to make stops at Dubai ports. According to the Consulate of Canada in Dubai in their 2009 report *TRENDS...Food in the United Arab Emirates*, a total of 200,000 tourists are expected to arrive in Dubai by cruise ships during the same period.

▶ DISTRIBUTION STRUCTURE



The diagram below shows the broad structure of the foodservice distribution system in the UAE. The structure varies depending on the buying power of the foodservice business and the type of products that are distributed through the chain.



It is uncommon for hotels and restaurants to import directly from foreign suppliers since foodservice businesses do not like dealing with issues such as import regulations, transportation, and storage space. Instead, they rely on local importers and wholesalers. Local importers in the UAE usually carry a wide range of products originating from various countries. Many foodservice businesses tend to purchase products from more than one importer as it allows them to benefit from a competitive environment and to secure product variety (Manoukian, 2008). Chain restaurants in the UAE, such as McDonald's, source the majority of their food supplies from franchise-owned suppliers. These exclusive suppliers are closely monitored by the company's headquarters to ensure the quality and consistency of the food products they carry.

Canadian exporters may find value in promoting their agri-food products to chefs in the UAE, especially when they have new and innovative products. Executive chefs are often responsible for making buying decisions for their hotels and restaurants. In general, agri-food exporters market their products directly to these decision makers through trade shows and cooking shows focused on the UAE market.

▶ EMERGING EXPORT OPPORTUNITIES

Many Canadian agri-food products, such as high quality food and seafood, continue to present growing export opportunities, despite the current economic downturn.

As of April 2009, the development of tourist and travel businesses has been slowing in the UAE; this has a direct impact on the prosperity of the foodservice sector in the country. According to *eTurboNews*, several sector indicators declined during the first quarter of 2009; the number of tourist nights spent in Dubai declined by over 16%, the occupancy rate fell from 90% in 2008 to 73% in the first quarter of 2009 and hotel revenue declined by 15% during the same period. Nevertheless, while the foodservice sector is not expected to grow as fast as it did prior to 2009, the UAE will continue to be the essential commercial hub and tourist center of the Gulf and North Africa. According to the Consulate of Canada in Dubai, growth in many foodservice areas, such as fast-food and quick-service restaurants, is expected to be positive.



Making the most of export opportunities

Seafood

The UAE has rapidly emerged as one of the top destinations for premium seafood products. The booming foreign population, tourism industry and economic progress in the region have fuelled an increasing demand for high-end seafood products such as lobsters, scallops, and other high quality fish. In 2008, hotels and restaurants in the UAE purchased \$111 million in seafood products from importers and distributors, an increase of 46% from 2000³. The demand from the UAE foodservice sector for seafood is expected to grow by 42% and reach \$158 million by 2012 (Datamonitor, 2008).



Lobsters and scallops are the two fastest growing Canadian seafood exports to the UAE; they are popular for their premium quality and reasonable price. In 2008, the total export value of lobsters (live or frozen) from Canada to the UAE reached \$1.3 million, an increase of 370% from 2000. Canada began exporting scallops to the UAE in 2004, when there were only \$84,973 of scallops (live and frozen) being exported to the UAE. In 4 years, the total export of scallops from Canada to the UAE rose by 770% and reached \$742,544 in 2008 (Statistics Canada, 2009).

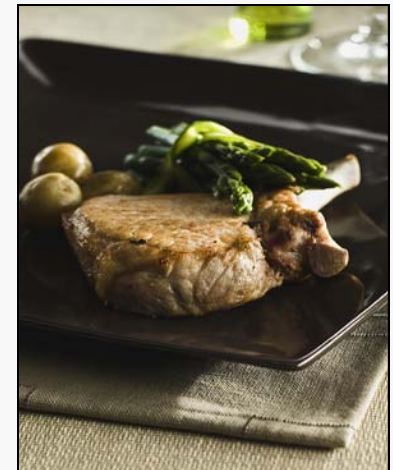


Maple Syrup

Maple syrup has become a popular item to serve with breakfast or dessert in UAE hotels and restaurants. Among UAE consumers, maple syrup is recognized as a healthier alternative to white or brown sugar. It is usually served with pancakes, waffles, cereal, fruit, and tea in restaurants. Canadian maple syrup exports to the UAE started to rise in 2004, with exports of \$14,631, increasing to \$83,825 in 2008 (Statistics Canada, 2009).

Pork

In 2008, hotels and restaurants purchased \$32 million in pork products from importers and distributors, which was a 54% increase over 2000 (Statistics Canada, 2009). The demand for pork products from the foodservice sector in the UAE is expected to grow by 10% per year. By 2012, this market is expected to be worth \$71 million (Datamonitor, 2008). In recent years, Canadian exports of frozen pork and ham to the UAE have grown steadily. The total exports of pork and ham from Canada to the UAE reached \$1 million in 2008 (Statistics Canada, 2009). The growing demand for pork products is attributed to the fast growing population of non-Muslim visitors and expatriates from European and American countries.



³ All values of purchase are measured at foodservice businesses Point of Purchase price.



Multi-product Considerations

Canada has developed a positive reputation in Middle Eastern countries, especially in the UAE, for food quality and high safety standards, giving this country a competitive advantage. The Canadian Halal Export Alliance (CHEA), a non-profit organization, aims to ensure that Canada continues to increase export opportunities for Canadian food products targeted at Muslim consumers. CHEA may be of assistance to Canadian companies through its activities which include research, education, development and promotion of Canadian-produced halal food products destined for global Muslim markets (AAFC, 2008).

For more information on halal requirements, certification associations, and export opportunities, please refer to *Global Halal Food Market Brief (AAFC 2008)*, *Halal Food Products- Market Report (AAFC 2006)*, and *Global Halal Food Market (AAFC 2007)* on the Agri-food Trade Service website at <http://www.ats.agr.gc.ca/info/info-eng.htm>.

Exploring Potential Opportunities

Canadian Beef

The growing number of Muslim tourists and Islamic hotels in the UAE is expected to mean greater demand for halal beef products. India, Australia and New Zealand are currently the key halal beef exporters to the UAE.

Canada has obtained access for halal certified UTM (beef derived from cattle under thirty months of age) to the UAE. In 2007, Canada exported bone-in and boneless halal certified Under Thirty Months (UTM) beef to the country for the first time, with a value of \$3,000. In 2008, the value of Canadian UTM exports to the UAE increased to \$23,048 (Statistics Canada, 2009).

Wild Blueberries

Blueberries are seen as a premium fruit in the UAE due to their high anti-oxidant content. The unique flavour and nutritional value of blueberries has led to increasing popularity among health conscious UAE consumers. Foodservice businesses have started to include more items on the menu that use blueberries as ingredients. The first export of frozen wild blueberries from Canada to the UAE was in 2007, with an export value of \$105,599 (Statistics Canada, 2009).

▶ FOR MORE INFORMATION

For information on **market potential and qualified contacts in the UAE market**, please contact:

Market Development:

Nawal Benzaid

Bilateral Relations and Technical Trade
Agriculture and Agri-food Canada
Telephone: (613) 773-1623
nawal.benzaid@agr.gc.ca

Market Access:

Garth Ehrhardt

Bilateral Relations and Technical Trade
Agriculture and Agri-food Canada
Telephone: (613) 773-1614
garth.ehrhardt@agr.gc.ca

Consulate of Canada in Dubai:

Richard Séguin

Trade Commissioner
Telephone: (011) 971-4314 (5503)
richard.seguin@international.gc.ca



For information on **product labeling requirements In the UAE**, please refer to:

- ▶ Agri-Food Sector Profile-United Arab Emirates (UAE) July 2007
<http://www.ats.agr.gc.ca/afr/4355-eng.htm>
- ▶ Halal Requirements for Food Products and Ingredients:
http://www.codexalimentarius.net/download/standards/352/CXG_024e.pdf

For information on **halal certification and certifying organizations**, please refer to:

- ▶ Agri-Food Trade Service — Global Halal Food Market Brief, June 2008. http://www.ats.agr.gc.ca/africa/4491_e.htm#5
- ▶ TRENDS...food in the United Arab Emirates — Meats and Other Halal Foods 2008.
http://www.ats.agr.gc.ca/afr/4385_e.htm

For information on **food safety and sanitation**, please refer to:

- ▶ Global Halal Food Market Brief, June 2008: http://www.ats.agr.gc.ca/africa/4491_e.htm

For further information regarding **the UAE market and trade**, please visit:

- ▶ The Canadian Trade Commissioner Service—United Arab Emirates at:
<http://www.tradecommissioner.gc.ca/eng/offices-multiple.jsp?cid=30G>
- ▶ Or directly contact members of the Consulate of Canada in Dubai at:
<http://www.infoexport.gc.ca/eng/contact-our-team.jsp?cid=30G&oid=417>

▶ KEY RESOURCES

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▶ **WHOLESALER LIST**



This document includes the contact information for agri-food traders and wholesalers located in the UAE. The data is provided by *Hoovers—A Dun & Bradstreet Company*.

Agri-food Product Traders/Wholesalers in the UAE

Company Name	Location	Sales (US\$ m)	Employees	Phone Number
4 K S General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	10	-2721582
Abdul Razak Hussain	Deira, Dubai, United Arab Emirates	N/A	35	-2254839
Adel Al Hussain General Trading Co. L.L.C.	Deira, Dubai, United Arab Emirates	N/A	18	-2253579
African & Eastern (Near East) L.L.C.	Abu Dhabi, United Arab Emirates	N/A	67	-6770792
Afsasa International L.L.C.	Dubai, United Arab Emirates	9.5	6	-42269864
Agri Commodities & Finance L.L.C.	Deira, Dubai, United Arab Emirates	40.8	6	-2237830
Ahmed Al Ali Trading Co. L.L.C.	Al Qusais, Dubai, United Arab Emirates	N/A	30	-2671893
Al Accad Contracting & General Trading Organic Foods And Cafe	Satwa, Dubai, United Arab Emirates	N/A	N/A	-3988439
Al Ain Cold Stores L.L.C.	Karama, Dubai, United Arab Emirates	N/A	43	-3964000
Al Aqili Group L L.C.	Dubai, United Arab Emirates	817.2	1600	-43247029
Al Fadel Trading Company L.L.C.	Sharjah, Sharjah, United Arab Emirates	10.9	65	-5338952
Al Habtoor Trading Enterprises L.L.C.	Deira, Dubai, United Arab Emirates	N/A	35	-2690635
Al Hathboor Foods L.L.C.	Deira, Dubai, United Arab Emirates	3.8	500	-3333140
Al-Ma International Co. L.L.C.	Dubai, United Arab Emirates	53.3	35	-43457929
Al Mahsool Trading L.L.C.	Rashidiya, Dubai, United Arab Emirates	1	25	-2893136
Al Maya Lal's Trading Company	Dubai, United Arab Emirates	N/A	1800	-2821584
Al Mehtab Trading Co. L.L.C.	Deira, Dubai, United Arab Emirates	32.7	21	-2261310
Al Rashideen Trading Company L.L.C.	Deira, Dubai, United Arab Emirates	N/A	300	-42676805
Al Sharq Al Aqssa Trading Company L.L.C.	Abu Dhabi, United Arab Emirates	N/A	10	-5510818
Al Tenmia Food Est	Dubai, United Arab Emirates	4.4	28	-3392469
Ali Al Ashar Trading L.L.C.	Dubai, United Arab Emirates	1.3	4	-506536413
Ali Askari Gerashi General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	70	-42259563
Ali Kath Trading Company L.L.C.	Dubai, United Arab Emirates	1.1	4	-43200520
Alma Foodstuff L.L.C.	Dubai, United Arab Emirates	N/A	15	-43403109
Arab Beverages Est	Al Quoz, Dubai, United Arab Emirates	N/A	170	-3381851
Arabian American Technology Co. Est	Dubai, United Arab Emirates	24.5	90	-2894473
Arsh Star General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	15	-2261551
Asida Trading Company	Deira, Dubai, United Arab Emirates	N/A	20	-2725265



Agri-food Product Traders/Wholesalers in the UAE

Company Name	Location	Sales (US\$ m)	Employees	Phone Number
Deira Coast General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	10	-2290383
Dubai Co-Operative Society	Dubai, United Arab Emirates	N/A	200	-8852362
Dubai Gulf Centre Trading L.L.C.	Dubai, United Arab Emirates	N/A	1500	-43247029
Emke General Trading L.L.C.	Dubai, United Arab Emirates	N/A	12000	-2669106
Epsilon International	Jebel Ali Free Zone, Dubai, United Arab Emirates	N/A	N/A	-3959584
Euroleaf Tabak Corporation	Jebel Ali, Dubai, United Arab Emirates	N/A	N/A	-8837890
Falcon Global General Trading L.L.C.	Dubai, United Arab Emirates	N/A	250	-2894469
Fanan Foodstuff L.L.C.	Rashidiya, Dubai, United Arab Emirates	N/A	15	-2858390
Fineway International Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	N/A	-2253932
Food Specialities Ltd.	Jabel Ali, Dubai, United Arab Emirates	10.1	80	-8068629
Galadari Ice Cream Company L.L.C.	Deira, Dubai, United Arab Emirates	N/A	400	-2855394
General Enterprises Company	Deira, Dubai, United Arab Emirates	190.6	1000	-42223160
Gholami & Abedi Vegetables & Fruits Co. L.L.C.	Al Aweer Industrial Area, Dubai, United Arab Emirates	N/A	N/A	-3200837
Global Food Industries	Sharjah, United Arab Emirates	N/A	175	-5331684
Green House Supermarket L.L.C.	Sharjah, United Arab Emirates	N/A	1000	-65331247
Greenfield Foodstuff Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	N/A	-2653276
Gulf International	Dubai, United Arab Emirates	N/A	260	-2823853
Gulf Trading & Refrigeration Company L.L.C.	Karama, Dubai, United Arab Emirates	N/A	310	-43370429
Gyma Enterprises	Jabel Ali, Dubai, United Arab Emirates	N/A	86	-8815929
Hussein Ahmadi General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	N/A	-2735444
Ibsons General Trading Company L.L.C.	Deira, Dubai, United Arab Emirates	N/A	70	-2264225
Index Trading Company L.L.C.	Deira, Dubai, United Arab Emirates	2.2	40	-42650614
Island Sky Trading L.L.C.	Deira, Dubai, United Arab Emirates	55.8	10	-42294451
Jashanmal National Company L.L.C.	Deira, Dubai, United Arab Emirates	87.1	650	-2665662
Joudi International	Dubai, United Arab Emirates	N/A	100	-42279582
Khatoon General Trading Est	Deira, Dubai, United Arab Emirates	15.3	5	-2247695
M H Enterprises L.L.C.	Al Quoz, Dubai, United Arab Emirates	N/A	300	-3469473
Malsons Trading Company L.L.C.	Al Quoz, Dubai, United Arab Emirates	N/A	100	-3394540
Maritime & Mercantile International L.L.C.	Deira, Dubai, United Arab Emirates	215	550	-2094029



Agri-food Product Traders/Wholesalers in the UAE

Company Name	Location	Sales (US\$ m)	Employees	Phone Number
Mcpai And Company	Jabel Ali, Dubai, United Arab Emirates	3.1	16	-48836443
Miad General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	36	-2232319
Modern Bakery L.L.C.	Dubai, Dubai, United Arab Emirates	N/A	1250	-3370129
Mohsen Line General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	30	-2287528
Mostafawi Carpets And Curtains L.L.C.	Dubai, United Arab Emirates	10.9	150	-3523806
Mustafa Malik Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	12	-2254680
Natvar And Company	Deira, Dubai, United Arab Emirates	N/A	35	-2268929
Pal International Foodstuffs Company L.L.C.	Dubai, Dubai, United Arab Emirates	N/A	43	-2858076
Prizer General Trading L.L.C.	Karam, Dubai, United Arab Emirates	35.4	28	-3370079
Rashideen International Holding Company Limited L.L.C.	Dubai, United Arab Emirates	N/A	250	-2827049
Rashwell Company L.L.C.	Deira, Dubai, United Arab Emirates	N/A	50	-2261884
Reckitt Benckiser Arabia	Jabel Ali, Dubai, United Arab Emirates	N/A	50	-8817295
Royal Golden General Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	18	-2262329
Sa Adallah Sa Adallah Trading Company L.L.C.	Dubai, Dubai, United Arab Emirates	N/A	17	-43241521
Salam Studio & Stores L.L.C.	Abu Dhabi, United Arab Emirates	N/A	241	-2791029
Sea World Fish Processing L.L.C.	Ajman, United Arab Emirates	N/A	35	-67443588
Shaikh Abdul Khaliq And Sons L.L.C.	Deira, Dubai, United Arab Emirates	N/A	75	-42266392
Simba Global L.L.C.	Deira, Dubai, United Arab Emirates	12.3	20	-2225664
Spinneys Dubai L.L.C.	Dubai, United Arab Emirates	N/A	3000	-43554279
T Choithram & Sons L.L.C.	Al Qouz, Dubai, United Arab Emirates	N/A	1500	-346803
T Choithram And Sons L.L.C.	Al Aweer Industrial Area, Dubai, United Arab Emirates	N/A	16000	-3338478
The Food Center L.L.C.	Deira, Dubai, United Arab Emirates	N/A	27	-42824308
Tradeways Trading L.L.C.	Deira, Dubai, United Arab Emirates	N/A	10	-42235594
Tulsidas Lalchand General Trading Company L.L.C.	Opposite Abra Area, Dubai, United Arab Emirates	N/A	36	-3534631
Unilever Gulf	Jabel Ali, Dubai, United Arab Emirates	N/A	200	-8814581
Unitra Trading Est L.L.C.	Dubai, United Arab Emirates	N/A	100	-2698478
Wellington Marketing	Jabel Ali, Dubai, United Arab Emirates	N/A	100	-8813188
Zafco Trading L.L.C.	Deira, Dubai, United Arab Emirates	163.4	80	-8861729
Zafcomm L.L.C.	Deira, Dubai, United Arab Emirates	9.5	20	-42290811

Information is sourced from — **Dunn & Bradstreet (Hoovers)** online database

The Government of Canada has prepared this report based on primary and secondary sources of information. Although every effort has been made to ensure that the information is accurate, Agriculture and Agri-Food Canada assumes no liability for any actions taken based on the information contained herein.

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