



DMCC CHINA LUNCHEON

Opening Remarks

Gautam Sashittal, Chief Executive Officer, DMCC

Da Gia Xia Wu Hao and a very Good Afternoon!

Distinguished Guests, Ladies and Gentlemen, it's an honour and privilege to welcome you all here. DMCC is delighted to host this lunch to celebrate UAE-China trade relations.

I would like, in particular to, extend DMCC's warmest welcome to:

- Her Excellency Miss Li Lingbing, Consul General of People's Republic of China in Dubai
- The China Economic and Commercial Counsellor to Dubai
- Mr Jin Lei

- And Mr Zhang Xi Jing, Chief Representative from CCPIT

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 40bn US Dollars.

This year, the trade between UAE & China is expected to be some 60bn US Dollars. And by 2019, 80bn US Dollars.

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.

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 centre along the 'Belt and Road' maritime trading route.

In 2016, we signed a landmark agreement with the Shanghai Gold Exchange to license their flagship gold futures contract and this Chinese Yuan denominated contract which will settle at the Shanghai benchmark price, will be launched tomorrow!

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, the DCCC.

There are many ways we can collaborate further. Here are some examples:

Whether it's through;

- Our DMCC Tea Trade Centre, a key driver in enabling the UAE's 60 percent market share of tea re-exports [also handled over last 41.7m kilograms of tea last year]
- The Dubai Gold & Commodities Exchange (DGCX), our world-class derivatives exchange, that saw 36 per cent volume growth in 2016;
- Our Free Zone growth that sees 7 new companies set up a business every working day

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.

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 an obvious advantage. We are positioned at the crossroads, between East and West, North and South and in a strategic time zone which straddles East and West.

Dubai has world-class infrastructure to make exports or re-exports smooth, and straightforward.

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

Last year, 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, located only thirty minutes in a taxi from here, 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.

We will continue to identify new ways in which we can increase trade flows between China and Dubai.

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.

Sharing a meal is an important part of Arabian hospitality, and I believe an important part of Chinese hospitality, too.

Please enjoy the lunch and the opportunity we have today to deepen our professional and cultural ties.

I look forward to meeting as many of you as possible over the course of the afternoon.

And, to learn more about how we can help you – and of course explain more about the work we are doing at DMCC to bring Dubai and China closer together.

Thank you.