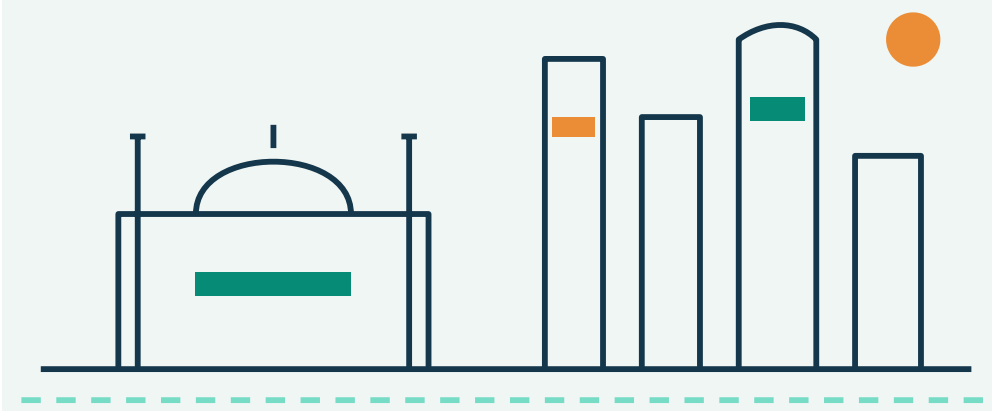
AN INTERNATIONAL MARKET ACCESS PROGRAMME

Egypt–United Arab Emirates Business Forum

ABU DHABI • 8–18 NOVEMBER 2027

Proposed dates within the Nafath 2027 programme



EGYPTIAN PRODUCTS. EMIRATI OPPORTUNITIES.

Meet the market. Build the relationship.

Connecting Egyptian exporters with qualified Emirati buyers through focused, mutually matched business meetings.

Organised by B2B Matchmaking

01 / ABOUT NAFATH

Opening markets. Creating connections.

Nafath is an export development programme designed to connect Egyptian companies with qualified international buyers through sector-focused trade missions and business forums.

The programme brings together market intelligence, exporter preparation, buyer selection and structured matchmaking to help companies build lasting commercial relationships.

The Emirati edition

The Egypt–UAE Business Forum connects Egyptian suppliers with Emirati hypermarket and cooperative chains, fresh-produce importers, food manufacturers, developers and home and fashion retail groups. The UAE already buys US$3.5bn a year from Egypt, and it re-exports across the Gulf, Africa and South Asia, so one buyer can open several markets.

100
Trade missions targeted annually

1,000
Egyptian exporters targeted

30%
Target reduction in participation costs

A practical route from market understanding to meaningful business conversations.

Programme figures are targets, rather than results achieved by this forum.

02 / THE ORGANISER

B2B Matchmaking

An Egyptian company specialising in the development and delivery of trade missions and business forums, connecting exporters with international purchasing networks.

800
Trade missions in the company's track record

100,000
B2B meetings delivered

US$2bn
Deals concluded

16 years
Experience by 2027

A team of 75 international trade specialists supports activity across Africa, the Middle East, Europe, Asia and the Americas.

Explore B2B Matchmaking ↗

Company credentials and performance figures supplied by the organiser.

03 / WHY UNITED ARAB EMIRATES

The Gulf's trading hub. Growing at 6.2%.

A US$445bn import market and regional re-export hub, with strong demand for food, building materials, furniture and electrical goods.

US$445bn
Merchandise imports / 2024

6.2%
Real GDP growth / 2025

US$6.09bn
Iron and steel article imports / 2024

US$6.37bn
Apparel imports / 2024

AED106bn Thirteen new Abu Dhabi residential communities, with more than 40,000 homes and plots by 2029

Multiple routes to market

Opportunities span hypermarket and cooperative chains, fresh-produce importers, food manufacturers buying ingredients, developers and contractors on housing communities, and regional retail groups sourcing furniture and apparel. Emirates Authority for Standardisation (MoIAT) conformity, municipality food registration and reliable sea and air freight are central to winning business.

Imports: UN Comtrade, 2024, via Trading Economics ↗
Growth: FCSC, via WAM, May 2026 ↗
Housing communities: WAM, 2025 ↗

04 / EGYPT–UNITED ARAB EMIRATES TRADE

A growing trade relationship.

EGYPT'S NON-OIL EXPORTS TO UNITED ARAB EMIRATES / 2025

US$1.16bn

▲ **+5%** vs 2024 (US$1.10bn)

GROWTH SINCE 2020

+56%

Egypt's exports to United Arab Emirates, from US$740m in 2020

TOTAL BILATERAL TRADE / 2025

US$9.67bn

All goods, exports plus imports

EGYPT'S TRADE SURPLUS

US$4.39bn

All goods, exports minus imports, 2025

EGYPT'S EXPORTS TO UNITED ARAB EMIRATES BY MISSION SECTOR / 2025

7 of 11 sectors grew in 2025; fastest: Food & Beverages **+49%**

Engineering, Electrical & Metals

US$399m

▲ **+11%** vs 2024 **+81%** since 2020

Agricultural Produce

US$260m

▲ **+4%** vs 2024 **+72%** since 2020

Food & Beverages

US$193m

▲ **+49%** vs 2024

+144% since 2020

Garments & Textiles

US$50.4m

+69% since 2020 −33% vs 2024

Cosmetics & Personal Care

US$43.1m

−29% vs 2024

Building Materials, Marble & Ceramics

US$38.5m

▲ **+46%** vs 2024 **+92%** since 2020

Chemicals & Paints

US$30.7m

+161% since 2020 −25% vs 2024

Detergents & Home Care

US$26.7m

▲ **+26%** vs 2024 **+48%** since 2020

Furniture & Home Textiles

US$26.3m

▲ **+9%** vs 2024

Plastics

US$15.8m

+25% since 2020 −8% vs 2024

Printing & Packaging

US$9.30m

▲ **+34%** vs 2024

US$ values of Egypt's reported exports. Non-oil exports exclude mineral fuels (HS 27) and gold and precious metals (HS 71). Growth compares 2025 with 2024 and with 2020; small 2024 bases (under US$0.5m) are not given a rate. Mission sectors by HS chapter: food & beverages 04, 11, 15–22; agricultural produce 06–10, 12–14; building materials 25, 68–70; engineering, electrical & metals 72–76, 78–91; garments & textiles 50–56, 58–62; furniture & home textiles 57, 63, 94; plastics 39; printing & packaging 48–49; chemicals & paints 28–29, 31–32, 38; detergents 34; cosmetics 33.

Egypt's trade with United Arab Emirates, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

WHY JOIN THIS FORUM

Room to grow. Reasons to join.

Egypt's non-oil exports to the UAE have grown +56% since 2020, and the economy grew 6.2% in 2025. Emirati buyers re-export across the Gulf, Africa and South Asia, so one deal can reach many markets.

▲ +5%
Growth in Egypt's non-oil exports to United Arab Emirates in 2025, to US$1.16bn

6.2%
UAE real GDP growth in 2025

0%
Customs duty on Egyptian goods under the Greater Arab Free Trade Area

AED106bn
New Abu Dhabi housing communities to 2029

FASTEST-GROWING MISSION SECTORS IN UNITED ARAB EMIRATES / EGYPT'S EXPORTS

▲ +49%
Food & Beverages
US$193m in 2025, from US$129m in 2024

▲ +46%
Building Materials, Marble & Ceramics
US$38.5m in 2025, from US$26.4m in 2024

▲ +34%
Printing & Packaging
US$9.30m in 2025, from US$6.95m in 2024

▲ +26%
Detergents & Home Care
US$26.7m in 2025, from US$21.3m in 2024

30%
Target reduction in participation costs through Nafath

100,000
B2B meetings delivered by the organiser

US$2bn
Deals concluded by the organiser

Emirati imports from Egypt, 2024: UN Comtrade via Trading Economics ↗

UAE GDP, 2025: FCSC via WAM ↗

Egypt's trade with United Arab Emirates, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

05 / THE PROJECT PIPELINE

Landmark projects. Future opportunities.

Three programmes shaping Emirati demand for building materials, furniture and electrical goods.

HOUSING / TO 2029

Abu Dhabi residential communities

Thirteen communities worth AED106bn, delivering more than 40,000 homes and plots for citizens.

POTENTIAL SECTOR FIT

Tiles, marble, sanitaryware, doors, cables, furniture.

CONSTRUCTION / 2025

Fastest-growing sector

Construction grew 11.1% in 2025, the fastest of any UAE sector.

POTENTIAL SECTOR FIT

Cement, steel, ceramics, glass, electrical fit-out.

RAIL / ONGOING

Etihad Rail

The national rail network is adding passenger services, stations and freight terminals.

POTENTIAL SECTOR FIT

Steel, cables, electrical systems, building materials.

Project summaries: Abu Dhabi Housing Authority via WAM; FCSC; Etihad Rail. Sector fit is indicative analysis; procurement opportunities depend on project schedules and supplier qualification. No affiliation or participation is implied.

06 / PARTICIPATING SECTORS

One forum. Multiple buying channels.

Eleven Nafath mission sectors, matched to what Emirati buyers already source from Egypt.

- Engineering, Electrical & Metals
- Agricultural Produce
- Food & Beverages
- Cosmetics & Personal Care
- Chemicals & Paints
- Detergents & Home Care
- Building Materials, Marble & Ceramics
- Garments & Textiles
- Furniture & Home Textiles
- Plastics
- Printing & Packaging

Product-level qualification determines the buyer shortlist for every exporter.

SECTOR OPPORTUNITIES

Who buys, and how.

FOOD & AGRICULTURE

Retail Food & Fresh Produce

Citrus, grapes, potatoes, onions, frozen vegetables, cheese and processed foods.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- LuLu Retail ↗
- Majid Al Futtaim (Carrefour) ↗
- Spinneys ↗
- Union Coop ↗
- Abu Dhabi Coop ↗

BUYING ROUTE Category buyers, private-label teams and fresh-produce importers.

Food Manufacturing & Distribution

Ingredients, juices, dairy, cocoa products and packaging.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Agthia ↗
- Barakat ↗

BUYING ROUTE Procurement and sourcing teams.

CONSTRUCTION & INDUSTRY

Building Materials, Marble & Ceramics

Marble, granite, tiles and sanitaryware for housing communities.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Aldar ↗
- Modon ↗

BUYING ROUTE Developer and contractor procurement.

Engineering & Electrical

Cables, switchgear, lighting and electrical components.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Visit website ↗
- EWEC ↗
- Aldar ↗

BUYING ROUTE Vendor registration with utilities and developers.

HOME, FASHION & BEAUTY

Furniture & Home Textiles

Furniture, carpets, bedding and home accessories.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Home Centre Visit website ↗	Pan Emirates ↗	IKEA UAE ↗

BUYING ROUTE — Range buyers and franchise sourcing teams.

Garments, Cosmetics & Personal Care

Cotton apparel, perfumes, soaps and personal care.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Landmark Group ↗	Apparel Group ↗	Majid Al Futtaim (Carrefour) ↗

BUYING ROUTE — Private-label and central sourcing teams.

Illustrative invitation targets; attendance and purchasing interest are subject to qualification and confirmation. Names identify their respective owners.

Product fit

Positioning, ingredients, pack formats and category relevance.

Supply readiness

Pricing, capacity, documentation and reliable replenishment.

07 / HOW TO APPLY

Your route to the Emirati market.

A clear, six-step journey from registration to business meetings.

01 **Register your interest**
Submit your contact and company details, website, participating sector and product information.

02 **Analyse your export opportunities**
We assess your product's potential in the Emirati market and identify relevant opportunities and buyer categories.

03 **Confirm your participation**
Review and sign the participation agreement to formalise your company's place in the forum.

04 **Review the initial buyer list**
Receive an initial list of potential buyers, review their profiles and share your feedback on relevance.

05 **Submit your buyer wish list**
Nominate the buyers you would like to meet. Your preferences inform outreach and the matchmaking process.

06 **Attend your B2B meetings**
Take part in the scheduled business meetings with buyers, based on mutual interest and confirmed availability.

YOUR PRIORITIES SHAPE THE MATCHMAKING

The initial buyer list is provided for your review. You may also submit a wish list of additional buyers you would like to meet.

Buyer nominations are subject to qualification, interest and availability. A wish-list submission does not guarantee an appointment.

NAFATH / UNITED ARAB EMIRATES

Your next market.
Your next connection.

Bring an export-ready product. Meet a relevant purchasing partner.

Egypt–United Arab Emirates Business Forum

Abu Dhabi · 8–18 November 2027

Proposed dates; event day and venue to be confirmed.

www.i-b2b.co ↗