UAE SOLUTION SHEET

DUBAI'S SUPERHUB VALUE PROPOSITION IN PRACTICE

FALL 2025

SCENARIO 1: GLOBAL CONSUMER GOODS GROUP

BACKGROUND:

Global consumer goods group seeking an integrated regional hub that combines capital efficiency with supply chain control to serve high-growth GCC markets.

OBJECTIVE:

Enable regional expansion with streamlined cash management, faster product distribution, and strong governance.

WHAT IS ACHIEVED

- Reduced lead times for product delivery and distribution across GCC markets
- Improved working capital management through centralized treasury functions in DIFC
- Enhanced operational efficiency with JAFZA's bonded warehousing and port adjacency
- Robust governance and compliance via DIFC legal entities and regulatory oversight
- Optimised tax position leveraging DIFC's 0% corporate tax on qualifying foreign income
- Seamless integration of financial and operational activities within one city

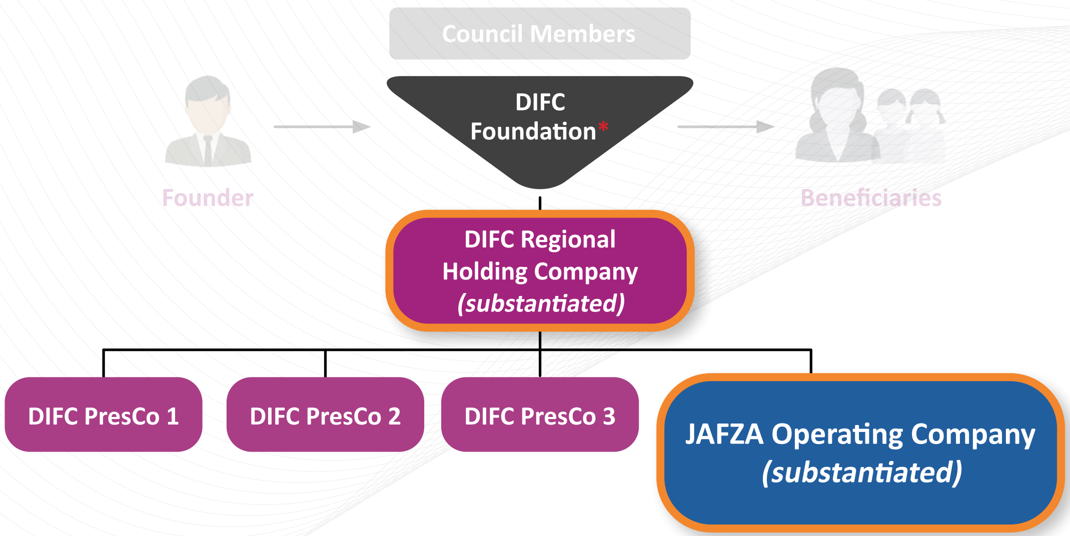
SOLUTION:

DIFC

- Establish **Regional Holding Company** overseeing MENA operations
- Set up **Treasury SPVs** (Prescribed Companies – PresCos) for centralized cash pooling, IP licensing, and inter-company financing – benefiting from DIFC's **0% corporate tax** on qualifying foreign income and robust legal framework

JAFZA

- Operate **regional warehousing and distribution hub** adjacent to Jebel Ali Port
- Manage inventory for efficient GCC distribution, leveraging bonded warehousing and expedited customs clearance



*Recommended for asset protection, business continuity, and legacy planning

SCENARIO 2: E-COMMERCE TRADER & SUPPLY-CHAIN OPERATOR

BACKGROUND:

E-commerce firm aims to integrate structured online trading and risk management with efficient regional fulfilment and logistics operations.

OBJECTIVE:

Enable seamless order execution with strong governance and streamlined supply chain management.

WHAT IS ACHIEVED

- Seamless integration of online sales activities with physical goods fulfilment and storage
- Risk mitigation through DIFC's robust legal and regulatory environment
- Enhanced operational efficiency via JAFZA's bonded logistics and port access
- Improved dispute resolution capabilities supporting cross-border e-commerce
- Optimised customs and tax management reducing costs and delays

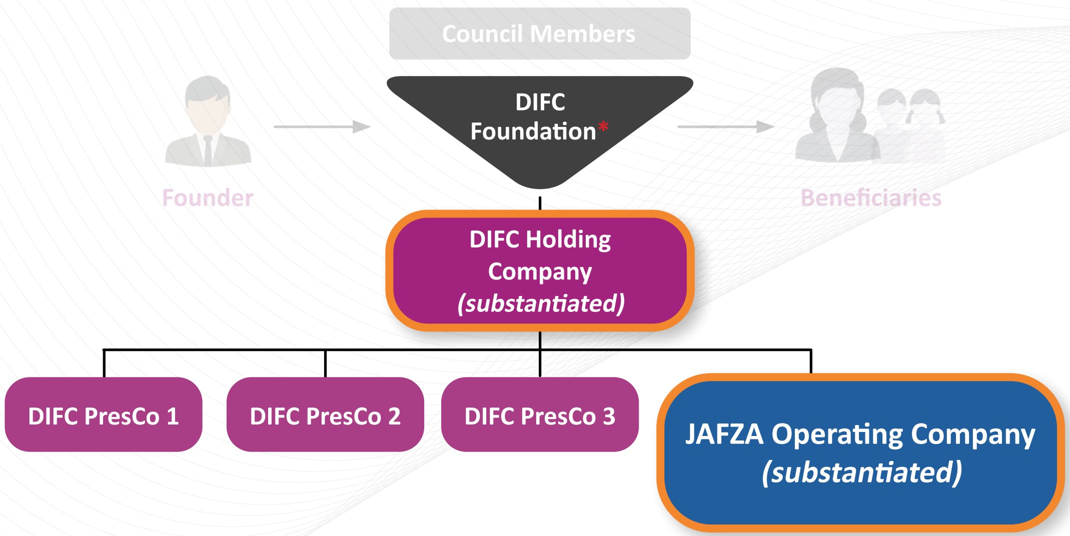
SOLUTION:

DIFC

- **Holding company** consolidating shares in **dedicated trading-focused SPVs**, with a comprehensive risk-management framework
- Leverage access to professional services and the DIFC Courts for dispute resolution and legal certainty

JAFZA

- Operate regional fulfilment and distribution centres with bonded warehousing
- Benefit from direct connectivity to Jebel Ali Port for fast, duty-free import/export and last-mile delivery



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SCENARIO 3: FAMILY-OWNED CONGLOMERATE (MULTI-SECTOR)

BACKGROUND:

Family-owned group seeking to scale operations across diverse sectors, while professionalizing governance and implementing asset protection.

OBJECTIVE:

Establish institutional governance and succession planning alongside efficient manufacturing and distribution.

WHAT IS ACHIEVED

- Institutionalised group governance with clear succession and asset protection
- Scalable operational platform integrating manufacturing and distribution across the region
- Flexibility for growth and investment, including M&A, through dedicated DIFC SPVs
- Cost-efficient physical operations supported by JAFZA's infrastructure and bonded facilities
- Enhanced wealth management and legacy planning within a robust regulatory environment

SOLUTION:

Setting up **two verticals:**

- one to hold **business (operational) assets**
- the other to hold **non-business (passive) assets**

Business Holding Structure

DIFC

- Set up **Foundation** and **Group Holding Company** (HoldCo) to oversee business operations
- Create sector-specific SPVs for mergers & acquisitions and new ventures
- Use DIFC for strategic oversight, corporate governance, and access to financial and legal infrastructure

JAFZA

- House **operating companies** for manufacturing and distribution within a single industrial platform
- Leverage **JAFZA's infrastructure** for cost-efficient production, bonded warehousing, and regional logistics

Non-Business Holding Structure

DIFC

- Set up **Foundation** and **Single Family Office (SFO)** for governance, wealth management, and succession planning
- Consolidate private assets, including real estate holdings and investment portfolios
- Ring-fence private assets through dedicated SPVs, ensuring asset protection and segregation
- Utilise structure for long-term wealth preservation, succession planning, and family governance

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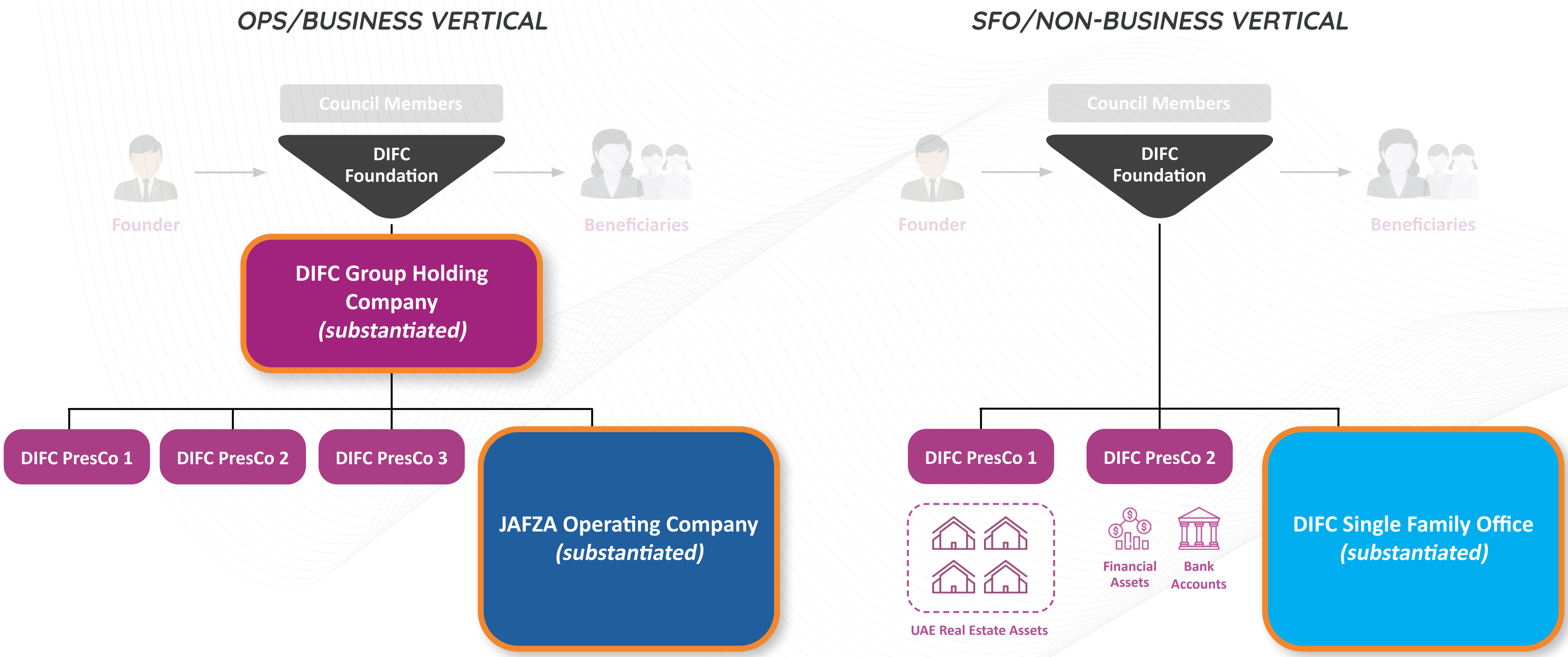

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M/HQ is a multi-services platform catering to successful individuals and entrepreneurial families. Our one-stop-shop offering is unique in the Middle East: a holistic and cross-disciplinary combination of a market-leading corporate services firm, a private client specialist team and a regulatory & compliance services practice, all through one single platform.

We have extensive experience advising on a broad range of wealth structuring and legacy planning issues. We particularly assist in establishing and servicing **Single- and Multi- Family offices, Family- and Group- Holdings, Foundations** and other asset consolidation/ protection and intergenerational wealth management structures.

Headquartered in the UAE, we are an entrepreneurial firm for entrepreneurial clients.

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