



Tips & Tricks Dubai

Dates

Construction 'space only': from Saturday 24/05/2025 - 08:00 a.m. onwards

Construction 'shell scheme': only on Monday 26/05/2025 - 08:00 - 20:00

Exhibition days : From 27 May to 29 May 2025 from 10 a.m. - 6 p.m.

Dismantling: start on Thursday 29 May from 19h00, Friday 30 May dismantling must be finished by 15h00

Venue

INDEX 2025

DWTC (Dubai World Trade Centre)

PO Box 9292

Dubai, United Arab Emirates

Logistics

The official logistics partner for INDEX 2025, they are responsible for delivery of goods to the stand, rental of forklifts, The goods can of course be shipped with a transport company of your choice, just ask for a quote with delivery to the stand

DB Schenker

Mr Manoj John

manoj.john@dbschenker.com

Mr Edward Gillo

Edward.gillo@dbschenker.com

Other possible logistic partners:

Kristal Logistics

Geert Fere – fairs & exhibitions

+32 477 705 187

geert.frere@kristal-logistics.com

Pro-Messe Service

This German transport company is in charge of the transport from Germany, but is offering the same service for companies from the Benelux

Herr Norbert Kassel
n.kastl@pro-messe.de

DSV

+966 11 460 2124
info@sa.dsv.com

Standard Standdesign "Shell Scheme"



Projex Event service

Jake

indexhotelshow2025@projexuae.com

For any queries regarding the standard stand offered,
you can contact them directly.

Travel

Flights:

- From Belgium, there are direct flights to Dubai with Emirates
- From the Netherlands (Amsterdam Schiphol Airport), there are direct flights with KLM and with Emirates.

Hotels:

- For this, it is best to study [booking.com](https://www.booking.com).
- The fair grounds are located on Sheik Saeed Road, there are numerous hotels there. At the fair grounds, it is Novotel and Ibis
- Within walking distance: 25 Hours, Conrad, Sheraton, Fairmont, Voco,

Moving around in Dubai:

- Metro lines
- Taxis or Ubers are very reliable

Currency:

- Dirham: 1€ = approx. 4.17 AED
- Visa and Mastercard are accepted everywhere

International pasport

- For Travellers with a European passport, there are no additional formalities.
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Guidelines INDEX

- During construction, closed shoes and fluorescent vests are compulsory
- Shell Scheme stands are handed over cleaned before the fair opens, afterwards the exhibitor is responsible for cleaning. Extra cleaning can be ordered via the online manual.
- The first exhibition day is always opened by a high-ranking official. At that time, security is ramped up and every stand is expected to be manned. Protocol prohibits exhibitors from shaking hands with the official.

Vorbereiding

- Register exhibitor badges via the online exhibitor platform
- Install app so exhibitors can scan visitor badges (Free lead Capture App)
- Catering at the stand can be ordered via the online manual

Catering

- There are several restaurants on and around the fairgrounds, plenty of choice.

Wifi

- There is limited free wifi available on the fairgrounds, if internet is important at your stand then it is advisable to order it in advance via the
- There are also several mobile apps offering unlimited data for a small price:
 - o Holafly: <https://esim.holafly.com/nl/>
 - o Saily: <https://saily.com/nl/esim-saudi-arabia/>
 - o Etc....

Official embassies in Dubai

Here is where you can get additional information on doing business in Dubai

Belgische Ambassade Abu Dhabi

Ambassador H.E. Hr DELCOURT Antoine
 +971 2 410 02 00
 +971 50 441 34 60 Noodnummer buiten de
 openingsuren

abudhabi@diplobel.fed.be

Flanders Investment & Trade

Yoke Wagemans
dubai@fitagency.com

Wallonia

Anne Kinart
dubai@awex-wallonia.com

Nederlandse Ambassade

Ambassador: Hr SANDEE Hans
 Economic advisor : Jeroen Schillings
 +971 50 248 3606
DBA-EA@minbuza.nl

Luxembourg Ambassade in Abu Dhabi

+971 2 207 9999
Adudhabi.amb@mae.etat.lu

Interesting websites

The Netherlands:

<https://www.rvo.nl/onderwerpen/landen-en-gebieden/saoedi-arabie/exportregels>
<https://www.rvo.nl/onderwerpen/subsidiespelregels>

Belgium:

<https://export.flandersinvestmentandtrade.com/nl/subsidies/>
<https://www.awex-export.be/fr/aides-et-subsides>
<https://info.hub.brussels/nl/subsidies/premie-om-te-exposeren-op-een-fysieke-beurs-het-buitenland>
<https://export.flandersinvestmentandtrade.com/nl/landen/saudi-arabie/infofiche>

Luxembourg:

<https://luxembourgtradeandinvest.com/>
<https://luxembourgtradeandinvest.com/our-international-network/ltio-abu-dhabi>

Tips to do business in the UAE

- **Networking is essential:** Building relationships and local presence are crucial to successfully doing business in this region.
- **Be patient:** Decision-making can take time. Be prepared for a slower process as decisions often require multiple layers of approval. Definitely keep in mind a timeline of 18 to 36 months to complete deal and be patient and flexible in your payment terms.
- **Face-to-face meetings:** Face-to-face meetings are highly valued. Physical presence helps build trust. Since negotiations cost time, it is recommended to apply for a UAE number that allows you to communicate easily using What's App, for instance.
- **Formal communication:** Use formal titles and addresses. A respectful tone is essential, especially in the early stages of business relationships.
- **Be culturally aware:** Understanding diverse cultures and religions is crucial for success. The local population consists of a mix of Emiratis and expats which creates a mix of market preferences.
- **Build personal relationships:** Trust and personal relationships are crucial. Take time to get to know your interlocutors before jumping into business.
- **Know the laws and regulations:** There are several Free Trade Zones, each with their own rules. If you want to establish an office, you need specific licences or approvals. Work with local authorities or legal experts to ensure that all required licences are obtained and you are always up-to-date with the latest legislation.
- **Summer holidays:** During the summer holidays, from June to August, many people in Dubai travel abroad, making it a less ideal time for business activities. It is advisable not to do business during this period.

Touristic sites



BURJ KHALIFA

For now, the highest tower in the world at 828 metres. There is a 360° panoramic view.

If you want to visit it, it's best to book online in advance. The best view is in clear weather.

Link to booking: <https://www.tiqets.com/NL/>



HIGH TEA & AFTERNOON TEA IN THE BURJ AL ARAB

An ideal way to see the extravagant interior of the super de luxe Burj Al Arab hotel

Link to reservation:

<https://www.getyourguide.nl/burj-al-arab-l3309/>



SOUK MADINAT (MADINAT JUMEIRAH)

A compact shopping centre in typical Arabic style, with plenty of restaurants. You can also take a boat ride on one of the abras

Link to more info: <https://www.jumeirah.com>



DUBAI MALL

The largest shopping centre in the world with an aquarium and ice rink. Every evening you can also enjoy a water fountain show there.

Link to more info: <http://dubaimall.startpagina.nl/>



DUBAI CREEK

The Dubai Creek runs through the centre of the city. Formerly a fishing port and trading centre for local merchants, the Creek is now mainly used as a crossing point for tourists who want to go from one side to the other.



PALM EILAND WITH THE ATLANTIS HOTEL

This artificial island in the shape of a palm tree consists of a crown with 16 branches and a trunk surrounded by an 11km breakwater. You have several restaurants, beaches and luxury hotels here. The most famous hotel on this island is the 5-star hotel Atlantis The Palm.



DUBAI MIRACLE GARDEN

A flower garden with 45 million flowers of 60 different species. There are not only flowers and plants, but also other objects to admire.

Some examples include the world's largest flower clock, cars decorated with flowers, a replica of the Burj Khalifa, etc. it is also accessible by public transport.



DUBAI MARINA

Beautiful promenade at one of the marinas. You will also find many restaurants, shopping centres and playgrounds there.

Link for more info: <http://www.thebeach.ae/>