



INDIA → UAE · GOODS CORRIDOR

Doing Business from Dubai

A decision guide for Indian exporters, traders, distributors and manufacturers setting up in Dubai and the wider UAE

Key points

- 1 Dubai can be a market, a base for the Gulf, a route to Africa or a place to buy and sell under one company. Many businesses start with the first and add the others over time.
- 2 UAE corporate tax is 9% above AED 375,000. A free zone company can pay **0% on qualifying income**, but one breach costs the standard rate for five years.
- 3 From **1 October 2026**, export proceeds must reach India within **9 months** (12 months if invoiced in rupees), not 15.
- 4 A Dubai company does not make third-country goods eligible for CEPA benefits. Origin rules still decide.
- 5 Shipping through the Strait of Hormuz has been disrupted since 28 February 2026. Plan routes via Fujairah or Khor Fakkan and check insurance before committing to Dubai stock.

Who this guide is for

Promoters, CEOs and CFOs of Indian exporters, traders, distributors and manufacturers whose UAE or Gulf orders are growing, and who want to know whether a Dubai company makes sense, how to set one up, and what India and the UAE each require.

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Cross-border structuring, tax and compliance for founders, family businesses and CFOs, from the first decision to a running operation.

1. The short answer

Dubai can work for an Indian goods business in more than one way. It can be **a market**, where UAE customers buy what you already make or trade. It can be **a base for the Gulf**, with stock, sales and customer management for several countries in one place. It can be **a route to Africa** and other regions. And it can be **a place to buy from several countries and sell** under one company. Many businesses start with the first and add the others over time. Some never need more than the first.

This guide explains when a Dubai company makes sense, how to set one up, and what India and the UAE each require. It also covers the shipping disruption that began in February 2026, because it affects how and when you move goods. The decision to make is whether an India-only structure still fits your next stage of growth.

Why now?	Dubai's non-oil trade with India reached a record AED 222.5 billion in 2025, up 15%. 7,579 Indian companies joined the Dubai Chamber of Commerce in the first half of 2026. The India-UAE trade agreement (CEPA) has been in force since May 2022.
When does it make sense?	There is no fixed size. The usual signs: UAE orders are rising; a distributor is becoming critical to your sales; customers ask for a UAE invoice; you need stock or people on the ground; or your board is discussing Gulf expansion.
Can we own 100%?	Yes. Free zone companies can be fully foreign-owned. Since 1 June 2021, most mainland activities also allow 100% foreign ownership with no local partner. Some strategic activities follow separate rules.
How fast?	A free zone licence is often issued within 1 to 3 weeks once documents are complete. The bank account is usually the slowest step (2 to 10 weeks). A realistic plan is 3 to 4 months from decision to a company that can invoice and bank (Section 10).
What tax do we pay in the UAE?	0% on taxable profit up to AED 375,000 and 9% above. A free zone company can pay 0% on qualifying income if it meets every condition. If it fails one, it is taxed at the standard rate on all income for that year and the next four. VAT is 5%. Customs duty on most goods is 0% or 5%.
Can profits be taken back to India?	Yes. The UAE does not withhold tax on dividends. India taxes dividends from a foreign subsidiary at your company's normal rate. Profits kept in the UAE company bear only UAE tax until they are paid to you.
Does routing goods through Dubai give CEPA benefits?	No. CEPA benefits depend on where the goods were made and whether they meet the rules of origin.
What are the main risks?	Higher freight cost and less certain delivery while Hormuz is disrupted; losing the 0% free zone rate; the Dubai company being treated as Indian-resident (POEM); rejected CEPA claims; bank account delays.

2. Dubai at a glance

Dubai is a major place for moving and re-selling goods, and Indian businesses already use it in large numbers. The UAE re-exported goods worth AED 830.2 billion in 2025, and Dubai's non-oil trade with India grew 35% between 2022 and 2025.

AED 222.5bn Dubai-India non-oil trade, 2025, up 15% <i>Dubai Chambers</i>	85,841 Indian companies active on the Dubai Chamber, June 2026, up 15% <i>Dubai Chambers</i>	AED 830.2bn UAE re-exports in 2025, up 15.7% (about US\$226bn) <i>WAM</i>	US\$101.25bn India-UAE trade in goods, FY2025-26 <i>Ministry of Commerce</i>
4.3 million Indians living in the UAE; over half in Dubai <i>Embassy of India</i>	2,300+ Indian companies in Jebel Ali Free Zone, April 2025 <i>DP World</i>	35% Rise in Dubai's non-oil trade with India, 2022 to 2025 <i>Dubai Chambers</i>	13.1% Growth in UAE non-oil trade in H1 2026, despite the regional conflict <i>WAM</i>

Dubai figures are in AED; 2025 figures pre-date the shipping disruption.

What this means for you

Indian businesses are already in Dubai at scale, so you will find advisers, staff and customers who know your market. Read the headline numbers with care. India's own goods exports to the UAE grew only about 2% in FY2025-26, to US\$37.36 billion, while imports from the UAE were larger at US\$63.89 billion. Growth in headline trade is not the same as growth for Indian exporters.

3. How do Indian businesses use Dubai?

Start with the role Dubai should play in your business, not the tax rate. Most businesses fit one or more of these:

Role	What it looks like	Often starts when...
A market for your goods	Sell directly to UAE customers, own the relationship, invoice locally and hold stock instead of relying on one importer.	UAE orders are rising, a distributor has become critical, or customers want a UAE invoice.
A base for the Gulf	Stock, sales, credit control and customer management for the UAE, Saudi Arabia, Oman, Qatar, Kuwait and Bahrain from one place. Goods of GCC origin, or already duty-paid on first entry, move between member states without further duty.	You sell across several Gulf markets and spend too much time managing separate distributors.
A route to Africa and other regions	Reach buyers across the Gulf, Africa and CIS markets from Dubai. DP World's Bharat Africa Setu programme aims to give Indian exporters access to 53 African countries and 260,000 points of sale.	Africa or another region is part of your export plan, but separate operations in each country are not practical.
A place to buy and sell under one company	You trade your own goods and goods from other countries to customers across the Gulf, Africa, Europe and Asia. Mixed orders can be put together in a Dubai warehouse and re-exported.	Customers want products you do not make, or you already source from China, Vietnam or Turkey.
A regional commercial base	International sales, purchasing, customer credit and distributor management sit in Dubai with real staff. Manufacturing and engineering stay in India.	International revenue spans several countries and senior commercial staff already work from Dubai.



Most businesses move in these steps. You do not have to take every step. The right step depends on your numbers, your products and how your customers buy.

4. What has changed in 2025–26?

Change	What it means for you
Shipping disruption in the Gulf (since 28 February 2026)	Shipping through the Strait of Hormuz has been disrupted. Jebel Ali is inside the Gulf, so ships must pass through the strait to reach it. The port is undamaged and operating, but container volumes fell 90.1% in Q2 2026. Many lines now land cargo at Fujairah or Khor Fakkan, east of the strait, and truck it to Jebel Ali in bond. UAE non-oil trade still grew 13.1% in H1 2026. Freight costs more and delivery is less predictable. Review routes, insurance and stock levels before committing to Dubai inventory.
UAE e-invoicing	Businesses with revenue of AED 50 million or more must appoint an accredited provider by 30 October 2026 and issue e-invoices from 1 January 2027. Smaller businesses must appoint one by 31 March 2027 and go live on 1 July 2027.
Free zone companies can sell onshore in Dubai	Since 3 March 2025, eligible Dubai free zone companies can apply for a Dubai mainland branch licence or temporary permit instead of forming a second company. Free zones in other emirates, such as RAKEZ, are not covered. Mainland income is taxed at 9%.
New annual report for free zone distributors	Since tax periods starting 1 January 2026, free zone distributors claiming 0% on goods distributed from a Designated Zone need an independent auditor's report each year confirming the conditions (FTA Decision 6 of 2026).
Small business relief extended	Companies with revenue of AED 3 million or less can elect to be treated as having no taxable income for tax periods ending by 31 December 2029 (previously 2026). Free zone companies claiming 0% cannot use it.
India: export proceeds back to 9 months	From 1 October 2026, export proceeds must reach India within 9 months of export (12 months if invoiced or settled in rupees). For goods in an overseas warehouse, the 9 months run from the date of sale. The temporary 15-month window has ended.
India: new Income-tax Act	The Income-tax Act, 2025 replaced the 1961 Act from 1 April 2026. Tax rates are unchanged.
What did not change	CEPA benefits still depend on rules of origin. A Dubai company does not make third-country goods eligible for Indian-origin benefits. Indian overseas investment, transfer pricing and tax-residence rules still apply.

5. Is Dubai right for you?

A strong fit if...

- UAE orders are rising and one importer or distributor controls your customer relationships.
- Customers ask for UAE invoices, local stock or faster delivery.
- You sell in several Gulf, African or CIS countries through separate agents.
- You already buy goods from other countries to sell on, or customers ask for products you do not make.
- Someone senior will work in Dubai: sales, purchasing or operations.

Think twice if...

- Your UAE sales are small or occasional. A good distributor agreement may serve you better.
- The main reason is a lower tax rate. UAE benefits depend on real activity there, and India can tax a UAE company managed from India.
- Decisions would still be made in India and nobody would work in Dubai.
- You cannot absorb higher freight costs or slower delivery while Gulf shipping is disrupted.
- You expect a Dubai company to give CEPA benefits on goods made outside India.

6. How do you set up? Six routes

Option	How it works	Best when	Watch out for
Export to a UAE importer	You sell to a UAE importer, who sells on. No UAE company.	You are testing demand.	The importer owns the customer relationship. You cannot issue UAE invoices or hold local stock.
Distributor or agent	A UAE firm sells for you under a written agreement.	You want to enter with limited investment.	Agree territory, exclusivity, targets and exit terms in writing.
Free zone company	You own 100% of a company licensed in a free zone such as RAKEZ, DMCC or JAFZA. It can import, store and re-sell goods. Selling into the mainland needs a distributor, or a mainland licence or permit.	You hold stock for the Gulf or re-export to other countries.	You must lease a facility. The 0% rate has strict conditions. Visas depend on the facility you lease; a flexi-desk usually supports only one or two.
Mainland company	You own 100% (for most activities) of a company licensed by the Dubai Department of Economy and Tourism. It can sell directly across the UAE and bid for government contracts.	Most of your sales are to UAE customers.	9% corporate tax above AED 375,000. No free zone 0% rate. A physical office is needed.
Free zone company plus mainland licence	A free zone company for stock and re-export, with a mainland branch licence or permit for local sales.	You need both.	Mainland income is taxed at 9% and does not count towards the 0% rate. Two sets of rules apply.
Joint venture or acquisition	You partner with, or buy, a UAE distributor.	You want customers, licences or staff faster than you can build them.	Valuation, due diligence, Indian overseas investment rules and integration.

Who owns the UAE company matters. If your Indian company owns it, it can invest up to 400% of its net worth under the automatic route, without prior RBI approval. If you hold it personally, the limit is US\$250,000 per financial year across all your overseas remittances, and the UAE company cannot have subsidiaries that you control or carry on financial services. Decide this before you incorporate.

7. Where should you set up?

There is no single best free zone. The right choice depends on what you sell, where your customers are, whether you need a warehouse or factory, and how you will reach mainland buyers. Greenwolf does not sell a particular zone: we first understand the business, then recommend the zone and licence that fit.

Option	Best suited for	Physical operations	Selling to UAE mainland customers	First-year cost (AED, indicative)
RAKEZ (Ras Al Khaimah, under an hour from Dubai airport)	Cost-conscious trading, e-commerce, light manufacturing and warehousing	Strong: industrial land, warehouses from 150 m ² , labour accommodation	Through a mainland distributor, a RAKEZ non-free zone or dual licence, or a separate mainland branch. Not covered by Dubai's permit	From about 14,000 (licence, 1 visa, shared desk)
DMCC (Dubai, JLT)	Commodity and general trading, services, tech; strong Indian community	Limited: office towers, no large warehousing	Dubai permit or branch licence, or a distributor	About 35,500–43,800 (licence, flexi desk, 1 visa)
JAFZA (Dubai, Jebel Ali Port)	Stockholding, re-export, distribution, manufacturing	Very strong: land, warehouses, showrooms, port access	Dubai permit or branch licence, or a distributor	About 40,000–55,000 (flexi desk, 1 visa)
IFZA (Dubai Silicon Oasis)	Low-cost general trading and services set-ups	Minimal: desks and offices only	Dubai permit or branch licence, or a distributor	About 17,700–21,400 (1 visa)
Meydan Free Zone (Dubai)	Digital trade, e-commerce and services start-ups	Minimal: desk included	Dubai permit or branch licence, or a distributor	About 20,750 (licence, 1 visa)
Dubai mainland (DET)	Selling directly across the UAE, retail, government contracts	Any suitable premises; registered lease required	Direct, without restriction	About 18,750–21,050 in government fees with 1 visa, plus office rent

Option	Strength	VAT Designated Zone	Main limitation
RAKEZ	50,000+ companies, including 11,500+ Indian firms; RAKEZ has an office in Mumbai	Industrial zones only (Al Hamra, Al Ghail, Al Hulaila)	Not in Dubai: no Dubai mainland permit; a flexi desk allows one visa
DMCC	26,000+ companies from 180+ countries; 4,080+ Indian companies, its largest foreign community	Not clearly designated; confirm before relying on it	Among the dearer zones for a small start-up; not for warehousing
JAFZA	11,000+ companies; port and logistics hub; 2,300+ Indian companies	Yes	Port volumes down while Hormuz is disrupted; costly for service-only firms

Option	Strength	VAT Designated Zone	Main limitation
IFZA	High-volume, low-cost zone	No	Prices only through agents; no industrial or logistics facilities
Meydan Free Zone	Fast digital licensing	No	Office-only; no physical operations
Dubai mainland	Full access to UAE customers	Not applicable (5% VAT onshore)	No 0% free zone rate; office lease needed

Other options include Dubai Airport Free Zone (a Designated Zone beside DXB, suited to air freight) and Fujairah Free Zone (a Designated Zone east of the Strait of Hormuz). Costs are indicative, October 2026: RAKEZ, DMCC, JAFZA and Meydan from the zones' own published prices; IFZA and mainland from adviser estimates. Visas, office upgrades, warehouses, audit and banking cost more. We confirm current fees with the zone before you commit.

Designated Zones. The 0% rate on distributing goods works only when the goods enter the UAE through a VAT Designated Zone and are distributed from it to a customer who resells or processes them. JAFZA, DAFZA, Fujairah Free Zone and RAKEZ's industrial zones are designated; most office-based zones are not. Since 2026, an independent auditor must confirm these conditions each year.

Selling onshore from outside Dubai. Since March 2025, Dubai free zone companies (DMCC, JAFZA, IFZA, Meydan, DAFZA) can get a Dubai mainland branch licence or six-month permit. This does not apply to RAKEZ, which is in Ras Al Khaimah. A RAKEZ company reaches mainland customers through a distributor, a RAKEZ non-free zone or dual licence, or a separate mainland branch. Mainland income is taxed at 9% in every case.

8. Tax, money and law

Topic	What you need to know
UAE company tax	0% on taxable profit up to AED 375,000 and 9% above.
Free zone 0% conditions	Real operations, staff and premises in the free zone; qualifying income; transfer-pricing compliance; audited IFRS accounts; and non-qualifying revenue within the lower of 5% of revenue or AED 5 million. Missing a condition means the standard rate on all income for that year and the next four.
Income that can qualify for 0%	Sales to other free zone companies, manufacturing and processing, logistics services, and qualifying distribution from a Designated Zone. Sales to individuals do not qualify. Mainland branch income is taxed at 9%.
Small business relief	Revenue of AED 3 million or less can elect "no taxable income" for tax periods ending by 31 December 2029. Not available to free zone companies claiming 0%.
VAT	5% on standard-rated UAE supplies. Goods supplied within a Designated Zone are generally outside the scope of UAE VAT (different from zero-rated or exempt). Services in the zone are usually standard-rated.
Customs duty and CEPA	UAE customs duty on most goods is 0% or 5%. CEPA can reduce duty on eligible Indian-origin goods, subject to product schedules and origin rules.
Money in: overseas investment from India	Overseas commitments are limited to 400% of net worth (last audited balance sheet) under the automatic route, counting equity, debt and guarantees. File Form FC through your bank, the Annual Performance Report and the FLA return.
Selling from India to your UAE company	Prices between your companies must be at arm's length; both countries' transfer-pricing rules apply. Export proceeds must reach India within 9 months (12 if invoiced in rupees). Goods exports are zero-rated for GST.
Money out	The UAE withholds no tax on dividends. India taxes them at your company's normal rate: 25.17% effective on the 22% regime. With no UAE withholding tax there is little to credit, so model the total tax first.
Could India treat the UAE company as Indian?	Yes. If key management and commercial decisions are in substance made in India, India can tax its worldwide income. This place-of-effective-management test does not apply if the UAE company's turnover is ₹50 crore or less in the year.
Real presence and banking	Tax treatment and bank approval both depend on real activity: people, premises, stock and decision-making in the UAE.
Yearly rhythm	UAE: tax registration within three months of incorporation; tax return within nine months of year-end; VAT returns; audit and Designated Zone report where required; e-invoicing from 2027. India: Form FC, Annual Performance Report, FLA return, transfer-pricing report, foreign asset disclosure.

Worked example · keeping the 0% rate (AED, illustrative)

A distributor in a Designated Zone has revenue of 40,000,000 and profit of 2,000,000. Its limit on non-qualifying revenue is the lower of 5% (2,000,000) or 5,000,000: **2,000,000**.

Stays within the limit: 1,500,000 of sales go to mainland retail customers, earning 75,000 profit. Tax is 0% on qualifying profit plus 9% of 75,000 = **6,750**.

Breaches the limit: retail sales reach 2,500,000. The company loses free zone status for this year and the next four. Tax becomes 9% of (2,000,000 – 375,000) = **146,250 a year**, about 731,000 over five years. Watch mainland and retail sales monthly and route them through a mainland branch or a distributor.

9. Support from both governments

Programme	What it offers
India–UAE CEPA (in force since 1 May 2022)	Duty cuts on Indian-origin goods, subject to origin rules. A goal of US\$100 billion in non-oil, non-precious-metals trade by 2030. In January 2026, the two governments agreed to double total trade to US\$200 billion by 2032.
Rupee–dirham settlement	Exporters and importers can invoice and pay in rupees or dirhams, which can cut conversion costs. Use is still limited; ask your bank.
Bharat Mart (DP World, Jebel Ali Free Zone)	A 2.7 million sq ft trading platform for Indian goods, with about 1,500 showrooms when complete. DP World announced it for opening by the end of 2026. Confirm the current date before you plan around it.
Bharat Africa Setu (DP World and Government of India)	A programme to help Indian exporters reach African markets through DP World's network.

10. Illustrative setup timeline: 3 to 4 months

Weeks 1 to 3	Decide the role, the owner and the location. Check how much overseas investment your Indian company's net worth allows. Check origin rules for your main products. Review shipping routes and costs.
Weeks 3 to 6	Reserve the company name, apply for the licence and sign the lease. Free zone licensing is often 3 to 14 business days once documents are ready. Prepare the bank document pack.
Weeks 5 to 10	Receive the licence. Register for corporate tax and, where required, VAT. Open the UAE bank account. Send the investment through your Indian bank and file Form FC. Apply for visas.
Weeks 10 to 16	Sign the supply and pricing agreement between your companies. Set up invoicing, including e-invoicing. Move first stock and issue the first UAE invoices.
Months 4 to 12	File the first VAT returns. Prepare the first audit, Designated Zone report and corporate tax return. Make the Indian annual filings. Review the pricing between your companies.

Estimate based on published adviser ranges. Bank approval and document attestation cause most delays.

11. Main risks and how we manage them

Risk	What it means	How we manage it
Shipping cost and delay	Gulf freight costs more and routes are less certain. Jebel Ali container volumes fell 90.1% in Q2 2026. Several insurers cancelled war-risk cover from March 2026; buy-back cover costs more.	Plan routes through east-coast ports. Compare UAE stock against direct shipment. Keep stock levels modest. Check cargo insurance before shipping.
Losing the 0% tax rate	Missing one condition means the standard rate on all income for that year and the next four.	Model the activity before incorporation. Keep non-qualifying sales within the limit. Keep audited accounts, the auditor's report, transfer-pricing files and real operations in place.
UAE company taxed as Indian	If key decisions are made in India, India can tax the UAE company's worldwide income.	Put real decision-makers and staff in Dubai. Record who decides what. Price between the companies at arm's length from day one.
CEPA claim rejected	Customs can refuse the preference and charge normal duty, often back-dated.	Check origin product by product. Keep bill-of-material and cost records. Obtain the certificate of origin before shipping.
Export proceeds overdue	The window is now 9 months, not 15. Late realisation needs bank approval and can bring FEMA action.	Set credit terms to fit. Track receivables from the UAE company monthly.
Overseas investment limits and filings	Investing above 400% of net worth needs RBI approval. Missed filings bring penalties under FEMA.	Check headroom first. File Form FC, the Annual Performance Report and the FLA return on time.
Bank account delays	UAE banks check ownership and activity closely. Advisers quote 2 to 10 weeks.	Prepare a full document pack. Show real premises, contracts and customers. Start the bank process alongside the licence.
Late filings in the UAE	Late tax registration costs AED 10,000 (waived if the first return is filed within seven months of year-end). Late returns cost AED 500 a month in the first year. Late payment is charged at 14% a year.	We run one compliance calendar for both countries and file on time.

12. Indian companies that have done it

Examples from stock exchange filings and press reports. All four were incorporated in 2026, during the Gulf shipping disruption.

Company	Location	What they set up
Greaves Cotton (engineering: engines and gensets)	Dubai	Greaves International Trading FZE, a wholly owned subsidiary incorporated on 18 June 2026 as its base for international trading and distribution. It starts with the GCC and plans to expand to the Levant and Africa.
Dhampur Bio Organics (sugar)	Jebel Ali Free Zone	DBOL International Food and Beverages Trading FZE, a wholly owned subsidiary for trading, distribution and packaging of sugar and other consumer products.
Himadri Speciality Chemical	Dubai Airport Free Zone	Ardent Impex FZCO, a wholly owned subsidiary incorporated on 22 June 2026 for trading in industrial chemicals and petrochemicals. Disclosed on 31 August 2026.
Precot (textiles)	JAFZA (offshore)	Precot Holdings Limited, a holding and investment company incorporated on 6 July 2026. An example of a holding structure rather than a trading base.

13. Frequently asked questions

Is a Dubai company's income taxable in India?

Not normally, if the company is genuinely run from Dubai. India taxes the dividends you receive. If key decisions are made in India, India can treat the company as Indian-resident and tax all its income, unless its turnover is ₹50 crore or less in the year.

Free zone or mainland: which is better for a trading company?

Choose a free zone such as RAKEZ, JAFZA or DMCC if you hold stock for re-export or sell to other free zone businesses; it can pay 0% on qualifying income. Choose mainland if most sales go to UAE customers; it pays 9% above AED 375,000. Dubai free zone companies can also get a Dubai mainland licence.

How much does it cost to set up a free zone company in the UAE?

For a licence, a desk and one visa, published prices start at about AED 14,000 in RAKEZ and AED 20,750 in Meydan, rising to about AED 35,500–43,800 in DMCC and AED 40,000–55,000 in JAFZA. Warehouses, extra visas, audit and banking add more.

Can an Indian company open a subsidiary in Dubai?

Yes. An Indian company can invest up to 400% of its net worth under the automatic route, without RBI approval, reporting through its bank (Form FC). An individual can invest within the US\$250,000 yearly LRS limit, with restrictions.

What is the time limit to receive export payment in India?

From 1 October 2026, export proceeds must reach India within 9 months of export, or 12 months if invoiced or settled in rupees. For goods in an overseas warehouse, the 9 months run from the date of sale. Your bank can extend it for good reason.

Is VAT charged in Dubai free zones?

It depends on the zone. Goods supplied within a Designated Zone, such as JAFZA, DAFZA or Fujairah Free Zone, are generally outside the scope of VAT. Services there, and supplies into the mainland, are normally taxed at 5%.

Is Jebel Ali port open?

Yes. DP World says Jebel Ali is operational and undamaged. But traffic through the Strait of Hormuz has been disrupted since 28 February 2026, and many lines land cargo at Fujairah or Khor Fakkan and truck it to Jebel Ali in bond.

14. How Greenwolf helps you expand to the UAE

Setting up a UAE company is the easy part. Setting up the right UAE structure around your existing Indian business is where the real work begins.

Greenwolf looks at both sides of the structure: commercial, tax, FEMA, ownership, banking and ongoing compliance. We then coordinate execution across India and the UAE, so you are not left managing an Indian CA, a UAE setup agent, a bank and a freight forwarder who never speak to each other.

- 1 First, we tell you whether you need a UAE company at all.**

We look at your products, customers, distributors, UAE and Gulf orders, and shipping routes. Sometimes a stronger distributor agreement or direct export from India is enough, and we will say so. If a UAE company makes commercial sense, we tell you why, and what role it should play: local market, Gulf stock base, re-export hub or regional trading company.
- 2 We identify the right UAE setup.**

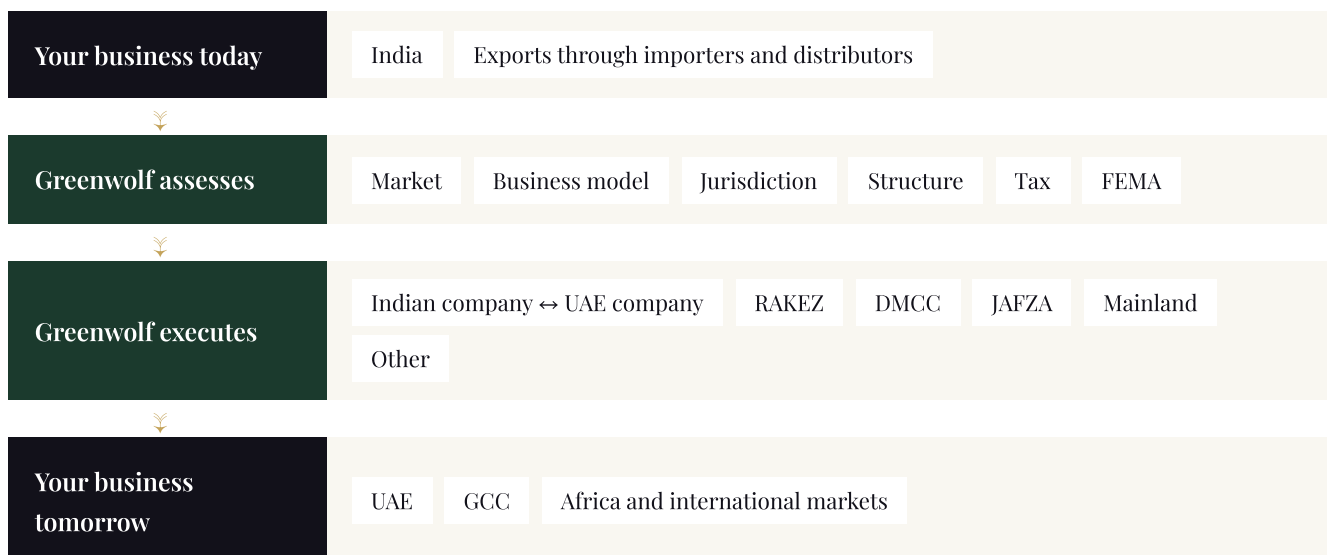
Free zone or mainland? RAKEZ, DMCC, JAFZA, another free zone or Dubai mainland? Trading, general trading or industrial licence? Do you need a warehouse, a Designated Zone for your distribution model, or a route to sell onshore? We compare the practical options on your products, customers, cost and plans, not on where incorporation is cheapest.
- 3 We structure India and the UAE together.**

This is where most of the value sits. We decide who should own the UAE company (your Indian company or the promoters), how it is funded from India within the overseas investment limits, which functions stay in India and which move, how goods are priced between the two companies, how export proceeds come back within 9 months, how the 0% free zone rate is protected, and how profits eventually return to India.
- 4 We execute the setup through one coordinated team.**

Licence and incorporation, bank account support, visas, UAE corporate tax and VAT registration, the e-invoicing provider, Form FC and overseas investment filings in India, and the supply agreement and transfer-pricing file between your companies. We coordinate the zone, the bank and our partners in the UAE, and work alongside your existing Indian accountants.
- 5 We keep both sides compliant after launch.**

India and the UAE are run as one structure, not as two unrelated companies with two unrelated accountants. One calendar covers the UAE audit, tax return, VAT, Designated Zone report and e-invoicing, and the Indian Annual Performance Report, FLA return, transfer-pricing report and export realisation.
- 6 We help the structure evolve as the business grows.**

Saudi Arabia and the wider GCC, Africa, warehousing, new shareholders, a joint venture or acquisition, a holding company, promoters moving to Dubai, or bringing profits back to India. Greenwolf stays on as your cross-border adviser as the structure becomes more complex.



What you have at each stage

After the assessment

A clear recommendation: whether to set up, which route and which zone, what it will cost and how long it will take.

After structuring

A structure chart, how the two companies will trade and price, and the tax position in India and the UAE.

After set-up

A licensed, funded and banked UAE company, registered for tax, with its contracts and invoicing in place.

After launch

Filings made on time in both countries, and one team that knows both sets of books.

What we need from you. A decision-maker who can approve each step, the documents of your Indian company and its directors, and a named person to lead the UAE business.

Start with an assessment

In one conversation we will tell you whether a UAE company makes sense for your business, which setup fits, what it involves and how long it will take.

Speak with a strategist: www.greenwolfadvisors.com · info@greenwolfadvisors.com

Sources: Dubai Chambers; UAE Government Media Office (WAM); Ministry of Commerce and Industry and Embassy of India, UAE; DP World (April 2025, July 2026 and H1 2026 results); Seatrade Maritime; PwC Worldwide Tax Summaries, UAE; UAE Ministerial Decisions 229 of 2025 and 131 of 2026; FTA Decision 6 of 2026; Dubai Executive Council Resolution No. 11 of 2025; RBI FEMA (Export and Import) Regulations, 2026; FEMA (Overseas Investment) Rules, 2022; Income-tax Act, 2025; CBDT Circular 8 of 2017; company stock exchange filings. General information, not tax or legal advice. Rules and the shipping position change quickly; confirm before acting.



Talk To Our Strategist

One conversation. We tell you which route fits your business, what it involves and how long it will take.

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