

# Doing Business in Bahrain

## Step by Step Business Formation Guide

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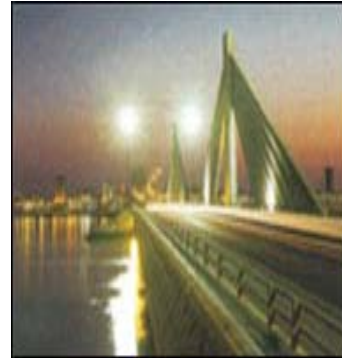
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The Guide presents a comprehensive look at Bahrain's business environment using economic, political and market analysis in order to evaluate the future opportunities for international as well as local investors.

## Guide Characteristics

- Based on the analysis of the performance of key economic sectors and current projects, the guide will provide you detailed information on future opportunities for different businesses.
- The guide will also provide the latest information on real estate market of Bahrain, especially in the context of foreign ownership with current price trends.
- To attract more investment, the Bahrain government has amended the commercial companies law No. 28 of 1975 by legislative Decree No. 21 for 2001. The guide will provide you simplified information about current changes in Commercial Law and form of legal companies and their formation procedures.
- The guide also includes a practical BUSINESS STARTUP TOOL KIT that will facilitate in making financial plans to start a business in Bahrain.
- The guide will also provide useful contacts and government fees for more than 130 types of businesses activities applicable to local as well as international investors.
- At the end the guide includes some well-known business consultants that can be helpful in setting up your business and assessing financial implications.



**Major Topics:** Country at a Glance, Economical Strength, Suitability of Political System, The role of government, Key sector performance, Return Over Investment (ROI), Legal Structures of Business in Bahrain, Formation procedures of a business in Bahrain, Visas & Permits, Industrial zones, their incentives and suitability of Bahrain as a regional base, and at the end a practical **BUSINESS STARTUP TOOLKIT.**

## Why Bahrain?

- With a safe and cosmopolitan lifestyle and mature industrial infrastructure, with industrial incentives unique to the region, with its reputation as a banking center, with a legal system geared to protection of capital and with its strategic location, Bahrain offers itself as a premier Middle East investment location.
- Due to its strategic location, a number of multinational groups of companies have established offices in Bahrain as their regional base such as Citicorp, American Express, Nomura Investment Banking, Arab Banking Corporation, Gulf International Bank, DHL and Investcorp.
- Bahrain has also strong trading relations with international community. United State is Bahrain's leading trading partner with US\$ 450 million in exports for the year 2000. As of July 2001, more than 100 US firms have started operating in Bahrain and new ones continue to arrive.
- Country's free zones provide facilities of duty free merchandise for re-export and duty free import of materials and machinery for manufacturing and duty-free access to Gulf Cooperation Council (GCC) member states provided that 40% of the content has been added locally.
- A new industrial area at Hidd to be completed by 2005 will be equipped with all modern day facilities.
- There are numerous development projects underway and on completion, the Bahrain will see a new era of development. A glimpse of some of the important projects is as under:
- The feasibility study of the causeway (45 kms) between Qatar and Bahrain is under evaluation – a project of \$2 billion.
- A new 6-lane causeway will be built to link Manama and Sitra.
- A causeway bridge between Manama and Hidd is being completed.
- Amawaj Islands project in addition to tourism and residential developments also includes a floating city known as "Al Marsa", would be a true replica of the romantic Italian city "Venice city" at the island on a cost of US \$ 40 million.
- Durrat Al Bahrain, the most ambitious project of Bahrain, comprises seven man-made islands and is 30 kms away from Manama and will be 30% larger than capital city Manama.
- The project also includes a Disney-style aqua-park worth BD 6 million covering an area of 450,000 square meters will soon be opened to visitors.
- The residential properties at these projects are available to foreign investors.

## Advantages

- The most important advantage of operating from Bahrain is its location and long history in providing trade routes since centuries.
- The local as well as foreign investors have to pass through the same procedural requirements with equal applicability of taxation and import laws. Foreign investors are also eligible for partial financing from Bahrain Development Bank (BDB).
- Bahrain offers variety of incentives to the investors. Significant among these are no taxation on personal or corporate income and no withholding and VAT tax. Other competitive advantages are duty free merchandise for re-export, duty free import of materials and machinery for manufacturing, low costs for energy, utilities and rents, 100% repatriation of capital and profits, 100% Ownership of business to foreigners, and 100% ownership of land to foreigners.
- Bahrain offers one of the most competitive costs for operating any business as compared to other countries in Middle East. Significant among these are electricity rebates @ 50% for initial five years and customs duties rebate @ 100% for initial five years to all industrial units and a tariff protection @ 10% to 20% is given to pioneering or downstream industries.

## Executive Summary

The Guide presents a comprehensive look at Bahrain's business environment, using economic, political and market analysis in order to evaluate the future opportunities for international as well as local investors. The key sector analysis and a look at current development projects in the country reveal that the economy will keep upswing trend during years to come leading to a healthy return over investments.

Located half way between the time zones of East and West, the country is enabled to communicate virtually with the entire business world during the working day. The importance of Arabian Gulf for trade and trade routes has been attracting business in the region throughout the history. The GCC countries (mostly import oriented) have an estimated population of more than 19 million, and added 100 million to adjoining neighboring countries that leads to enormous sales attractions. With a long trading history and excellent location to cover the whole region, Bahrain has always been an excellent place as a regional base for business.

The country's limited oil resources will be maximized by next 10-15 years. Observing the ground realities, the leadership of the country is determined to discover new areas of investment. Accelerating the diversification program, the leadership of the country has been keen to abide by the policy of economic liberalization and openness to stimulate a prosperous and dynamic environment and create appropriate climate to attract private investments. The government's strategy targets five primary areas for expansion. These are business & financial services, tourism, information technology, telecommunications, healthcare & education. The highest standards of financial regulations, political stability, and strong legal framework have transformed this small country into a high standard commercial area with which other Gulf countries are hard-pressed to complete.

Despite longstanding efforts at diversification, oil and gas continue to play a dominant role in Bahrain's economy. According to Bahrain Monetary Agency (BMA), the trade volume of the country has increased to BD3.76 billion from BD3.71 billion at the end of 2002. The exports

surpassing the imports, at the end of the year stood at BD2.0 billion as against total imports of BD1.74 billion. The major contributor to exports was oil that accounted for BD1330.9 million; whereas, non-oil exports were BD654.4 million and re-exports were BD33.4 million during the same period. On the other hand, non-oil imports reached at BD1741.7 million at the end of 2002 and the oil imports reached at BD496 million during the same period.

Today, there are 180 financial institutions operating in Bahrain and financial services sector has contributed by 19% in 2001 to GDP as compared with 21% from the hydrocarbons industry and 12% from manufacturing. Currently, the banking sector assets stand around US\$100bn. Recently launched \$100 million Islamic bond has been attracting attention of the market. Despite of war in Iraq, the bond has slightly oversubscribed at the end of March 2003. According to BMA, bids totaled \$112.8 million for the five-year bonds, called Ijara Sukuk and will carry a return of 3.75 percent annually and will be listed on the Bahrain stock market.

Having diversified business leverages, the country offers a variety of incentives to the investors. Significant among these are no taxation on personal or corporate income and no withholding and VAT tax. Other competitive advantages include duty free merchandise for re-export, duty free import of materials and machinery for manufacturing, duty-free access to Gulf Cooperation Council (GCC) member states provided that 40% of the content has been added locally, low costs for energy, utilities and rents, 100% repatriation of capital and profits, fast track registration service, 100% Ownership of business to foreigners and more importantly 100% ownership of land to foreigners in designated areas.

A number of multinational groups of companies have established offices in Bahrain as their regional base such as Citicorp, American Express, Nomura Investment Banking, Arab Banking Corporation, Gulf International Bank, DHL and Investcorp. The United States is Bahrain's leading trading partner with US\$ 450 million in exports for the year 2000. As of July 2001, more than 100 firms have started operating in one form or another from a Bahrain base and new ones continue to arrive.

The diversification program of Bahrain mainly targets the non-oil manufacturing sector to establish large-scale energy-intensive and export oriented industries by taking advantage of the relatively cheap natural gas. Petrochemicals, aluminum-related industries and ship repairing dominate the country's manufacturing sector. Light industries with 94% establishments represent the major part of industrial sector in the country. Favorable investment policies and financing plans to encourage young entrepreneurs have also given a growth to light industrial sector by attracting local investors and joint ventures with the participation of foreign companies. Bahrain's first private sector industrial park the Ras Zuwayyid Industrial Park will also benefit the sector.

The ALBA's US \$ 1.7 billion expansion project will increase the annual production to 827,000 tones from 307,000 tones. The expansion will also increase the contribution to national economy from US \$ 200 million to US \$ 300 million. The government is also following an active strategy to enhance the role of aluminum downstream industries mainly to reduce the burden of imports for aluminum-based industries. Other major industrial projects include modernization of the BAPCO (Bahrain Petroleum Company) refinery, and a new superport at Hidd with estimated cost of US \$ 300 million. The port would offer modern facilities for containers, general cargo, dry bulk and roll-on-roll-off traffic. The expansion of Bahrain International Airport will increase the number of aerobridges from 7 to 25 and the airport will be able to handle to over 15 million passengers a year from the current 6 million.

Telecommunications Company (BATELCO) is considered a key regional force in both telecom and information technologies. Telecommunications are intrinsic to Bahrain's success as an international business and financial center. The government of Bahrain has issued a new telecom law in October 2002 that stipulates to open up Bahrain's communications market to other companies. Bahrain's e-government strategy spells out the transformation process by implementing a series of related projects to improve the effectiveness of systems and technology within the Government of Bahrain.

The infrastructure development projects show the commitment of the government in creating a sound base for business. The islands are interconnected through causeways, and some new are at developmental stage. A causeway between Manama & Hidd, and a causeway between Qatar and Bahrain (Shaikh Khalifa bin Salman Causeway) will bring positive effects on trade and investments. In a bid to increase the share of tourism sector, the government has started to construct tourist friendly attractions that include world-class golf course, an ice rink, Aqua Park, a go-cart facility and a Kids World fun center. In addition to this, a number of other mega projects are underway that will entirely change the tourism industry of the country. These are Durrat Al-Bahrain, Amwaj Islands (that includes Italian style Venice city), Danat Huwar, Mu'awad, Al-Danah, and Al-Jaza'ir beach resort.

The real estate market in Bahrain is booming in terms of both new construction and refurbishment with a strong investor and occupier demand. Bahrain is regarded as one of the most developed countries in the real-estate sector in the region as real estate is considered a major pillar of the Kingdom's rapidly growing economy. The private developers are increasingly active in taking on infrastructure projects in developing areas and then selling serviced plots. The decree of 2001, allowing foreigners to own a land in Bahrain has changed the scenario of country's real estate market. International investors can also own high-rise commercial and residential properties, as well as property for tourism, banking, financial, health and training projects in specific areas.

Bahrain government with simplified procedures of setting up a new company offers a fast track commercial registration procedure for qualifying companies. To attract more investment in the country, the Bahrain government has amended the commercial companies law No. 28 of 1975 by legislative Decree No. 21 for 2001. The amendments include introduction of holding and sole proprietorship companies. In general setting up a business in Bahrain is relatively easy and straightforward. Firms may be 100 percent foreign-owned, but to produce for the local market must have majority of Bahraini ownership. Bahrain is very competitive as an operating base as compared to Dubai, with costs approximately 40 per cent lower.

Entrepreneurs are looking for a favorable place with access to the entire gulf region to establish or expand their business ventures. Well if you happen to be one of the prospectors, then Bahrain is an ideal location as a regional base from which you will have trading opportunities not only to the region but also to the adjoining markets of Middles East.

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## Other eGuides

### Doing Business In UAE

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**Price - US \$ 29 – AED 107**

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The following are testimonials from some of our clients. Smart Business FZE is dedicated to customer service and producing high quality work that meets the needs of our clients.

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I am terribly impressed with your e-guide. This is safe, simple and just superb! Definitely worth the purchase.

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### **ReachGulfBusiness** ([www.ReachGulfBusiness.com](http://www.ReachGulfBusiness.com))

This site offers Business Contact Lists of potential companies all around the Middle East.

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### **Loan Portal** ([www.uaeFinance.biz](http://www.uaeFinance.biz))

uaeFinance.biz is an online financial portal and provides free loan processing services.

## Contact Detail

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