



CREATING A HUB FOR THE FUTURE



309,500 km²



Muscat



4.2 Mn (2015)



Arabic,
English



3,466 Km
coastline



USD 81.14 bn
GDP (2014)



Omani Rial
= USD 2.58



oil, natural gas,
copper, fish,
minerals

Facts & Figures of Oman





Major Trade Partners

UK, India, Japan,
UAE, South Korea,
China, EU, Thailand



Oil & Gas reserves and production

	Production	Reserves
Crude	1 Mio b/d	5.3 Billion barrels
Natural gas	1.1 Trillion ft/d	24.2 Trillion cft

Oil and gas revenues account for 51% of GDP
and 84% of revenues



International relationships

Oman has relations with over 140 countries and is a member of over 105 regional and international organizations



Free Trade Agreement

USA, Singapore(GCC)





Why Oman?

Flexible tax system

Liberal invest policies
& Business Incentives

Equipped modern infrastructure

Hospitality Culture

Land availability at low cost

Strategic Location

Government stability

Abundant natural
& Energy resources

Financial and monetary stability

Low cost utilities

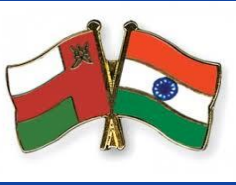
Oman business environment



India-Oman Trade

- ◆ Oman is the 40th Largest trade partner in India.
- ◆ 34th Largest market in the world for Indian exports, 0.87% India's global export & 0.4% of India's global imports.
- ◆ In regards for Oman, India is 3rd largest market for exports, accounting 10.2% of its global exports.
- ◆ Non- Oil Omani exports products, India was its largest destination.
- ◆ Imports by Oman, India ranks 4th and is source for around 3.8% of Oman's total imports.
- ◆ The period from 2008-2013, the Omani- India bilateral trade increased by 129%.
- ◆ 2013-2014, the bilateral trade increased to \$5.77 Billion, an impressive growth of 25% over the previous year.
- ◆ As of 2010, 1,500 Indo-Omani JV's in the Sultanate with investment of \$7.5 Billion, with Indian investment of \$4.5 Billion.





India-Oman Trade

Indian Investments In Oman

- ◆ Oman India Fertilizer Company (OMIFCO)
- ◆ US\$969 Million JV with Oman Oil and iffco & Kribhco (50:50)
- ◆ Jindal Shadeed Iron & Steel Plant
- ◆ US\$464 Million investment from Jindal Group Of India

Omani Investments In India

- ◆ Bharat Oman Refinery Limited
- ◆ US \$2.4 Billion JV between BPCL and Oman Oil Co.
- ◆ Indian Organizations/ Companies in Oman
- ◆ Bank Of Baroda, State Bank of India, Telecommunications Company India, Wipro Limited and etc



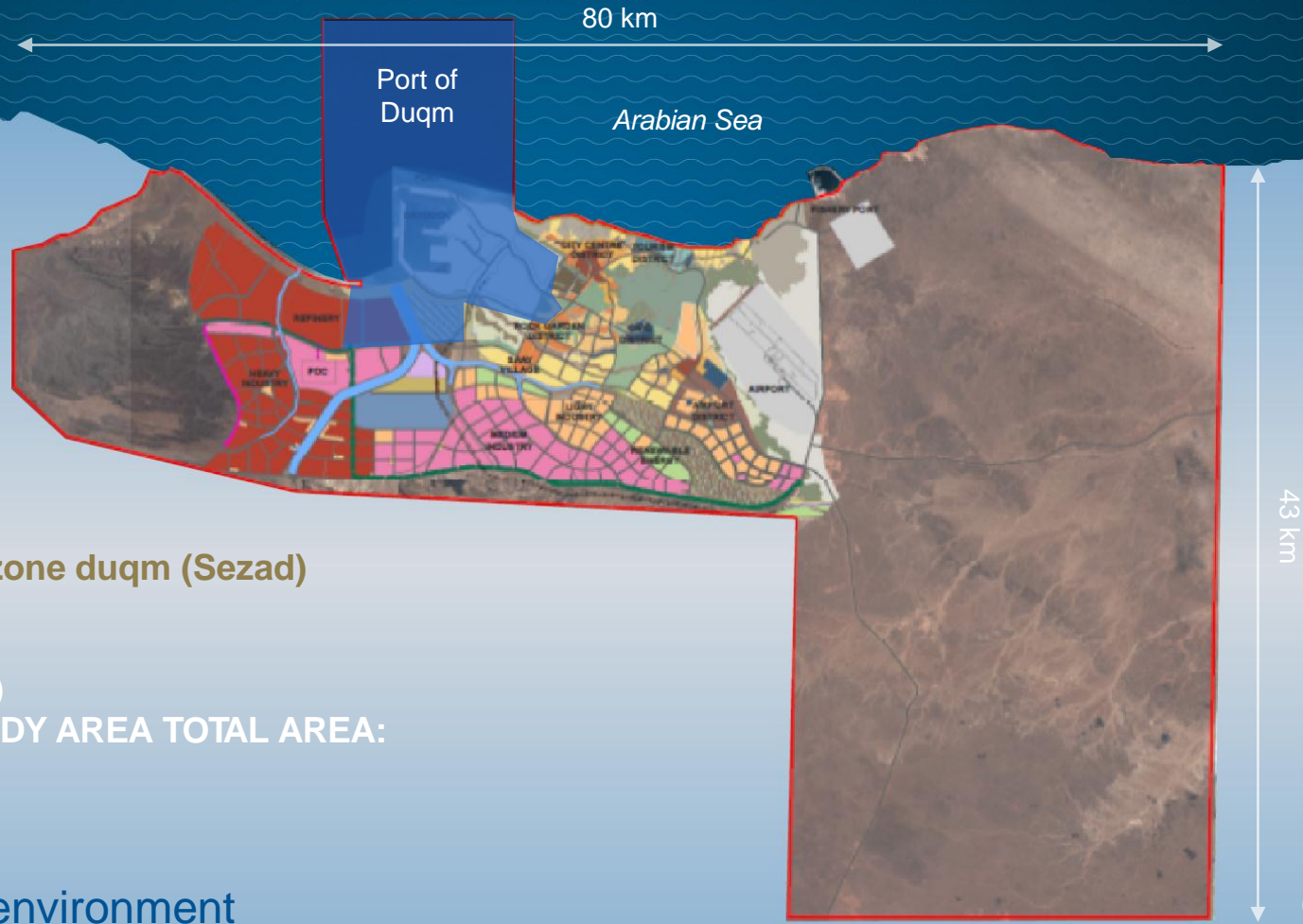


Duqm,
the largest development
project of Oman



Duqm's strategic location...

- ◆ Oman is located out of the strait of Hormuz
- ◆ Connecting East and West
- ◆ Proximity to major shipping lanes
- ◆ Doorstep away from major markets



Special economic zone duqm (Sezad)

Royal decree:

Decree no. (85/2006)

DEFINING THE STUDY AREA TOTAL AREA:

1745 km²

...in a strategic environment



Incentives Package

One-stop station service

Usufruct agreements up to
50 years renewable

Exemption from import
& export duties

No personal income tax

100% Foreign Ownership

Tax -exemption for 30 years

Free Repatriation of
Capital & profits

No minimum capital requirement

No currency restrictions

Duqm business Incentives



Highlights of Duqm project

- ◆ Proximity to **natural resources**
- ◆ Next to the **new oil concession**, inland and offshore
- ◆ Proximity to **major mineral mines**
- ◆ **Greenfield development** allowing for major expansion
- ◆ **Land availability**
- ◆ At the heart of the **largest development project of Oman**
- ◆ Beneficial inland **road connections**





- ◆ World scale deep draft port
- ◆ Dry dock
- ◆ Logistics hub



- ◆ Refinery
- ◆ Industrial areas




- ◆ International airport
- ◆ New residential town
- ◆ Hotel & resort area



Highlights of Duqm project



- 
- The map displays a road network in Duqm, Oman. Major roads are shown as thick blue lines, while local roads are shown as thin orange lines. The network includes a coastal road along the bottom, a central horizontal road, and a dense grid in the upper right. A legend in the top right corner defines the line types. The background is a light blue gradient with a dark blue wavy pattern at the top.
- ◆ Major Roads (72 km) 80m ROW
 - ◆ Local Road (73 km) 20-50m ROW

Transport system: Duqm roads

Transport System: Duqm access road

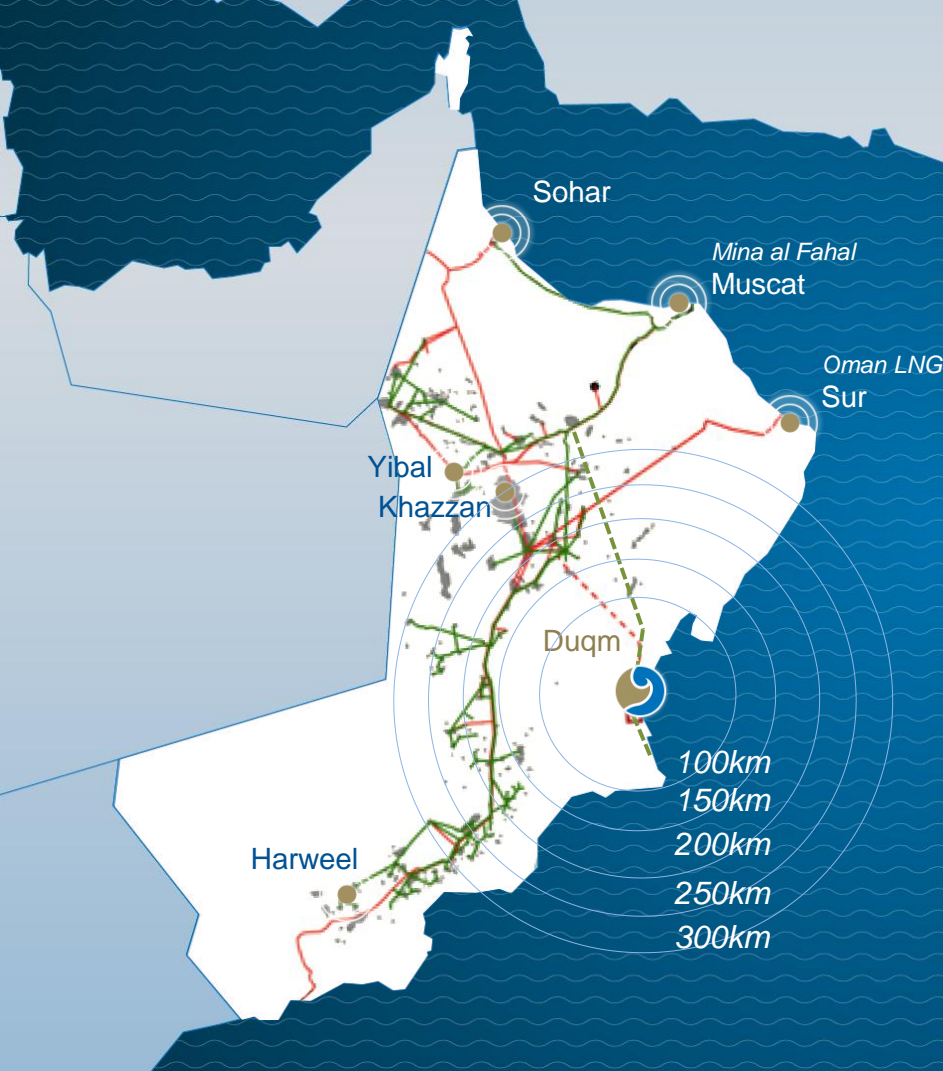
Duqm is **550 km from Muscat** and is accessible by road via:

- ◆ Muscat – Salalah highway
- ◆ Sinaw –Mahout– Duqm
- ◆ The coastal road (Shannah - Mahout) and (Salalah – Duqm)



Access to O&G projects

- ◆ Close to the **new oil and gas concessions**, inland and offshore
- ◆ **Direct road access** between Duqm and the oil fields free from bridges and tunnels
- ◆ Today there is no **longer acceptance of (oversized) project cargo** going to Oman via UAE's main ports



- Gas Pipeline
- - - Future Gas Pipeline to Duqm
- Oil Pipeline
- - - Future Oil Pipeline to Duqm



Transport System: Duqm air connection

- ◆ Commenced 23rd July 2014
- ◆ 4km Runway
- ◆ 4 flights a week
- ◆ Capable to handle largest passenger and cargo aircrafts in the world





- ◆ Major residential developments
- ◆ First 23 ha handed over (Fronteer Town)

- ◆ 2 x four star hotels
- ◆ 1 x 3 star hotel
- ◆ 15,000 beds for blue collar workers under construction (2016)
- ◆ Duqm Beach Resort under construction



Duqm accomodation



Transport System: Duqm railway connection

The original project integrating Oman to the **Inter- GCC railway** is postponed.

A smaller rail line is now being proposed connecting Duqm with:

- ◆ Major mining operations
- ◆ Oil and gas fields

in southern part of Oman





Port of Duqm, the heart of the Duqm Special Economic Zone

- ✦ 50/50 JV between **Government of Oman and Port of Antwerp consortium**: provision of expertise on development, operations and marketing
- ✦ By Royal Decree 28/2015 (8th July 2015): **Develop, manage and operate Duqm port**
- ✦ Endorses the Duqm Port Concession and Land Development (**Usufruct**) Rights Agreement (28 years)
- ✦ Actual investment done by the Government





◆
PORT
AUTHORITY

◆
TERMINAL
OPERATOR

◆
LANDLORD

◆
SINGLE FOCAL
POINT FOR
INVESTORS

Role of Port of Duqm Company





SEZAD (Special Economic Zone Authority of Duqm)

- ◆ Authority for the entire Special Economic Zone
- ◆ Developer outside of Port of Duqm Concession area
 - ◆ One Stop Shop





RAECO

(Rural Areas Electricity Company
of Oman)

Generation, transmission and distribution
of electricity within the zone

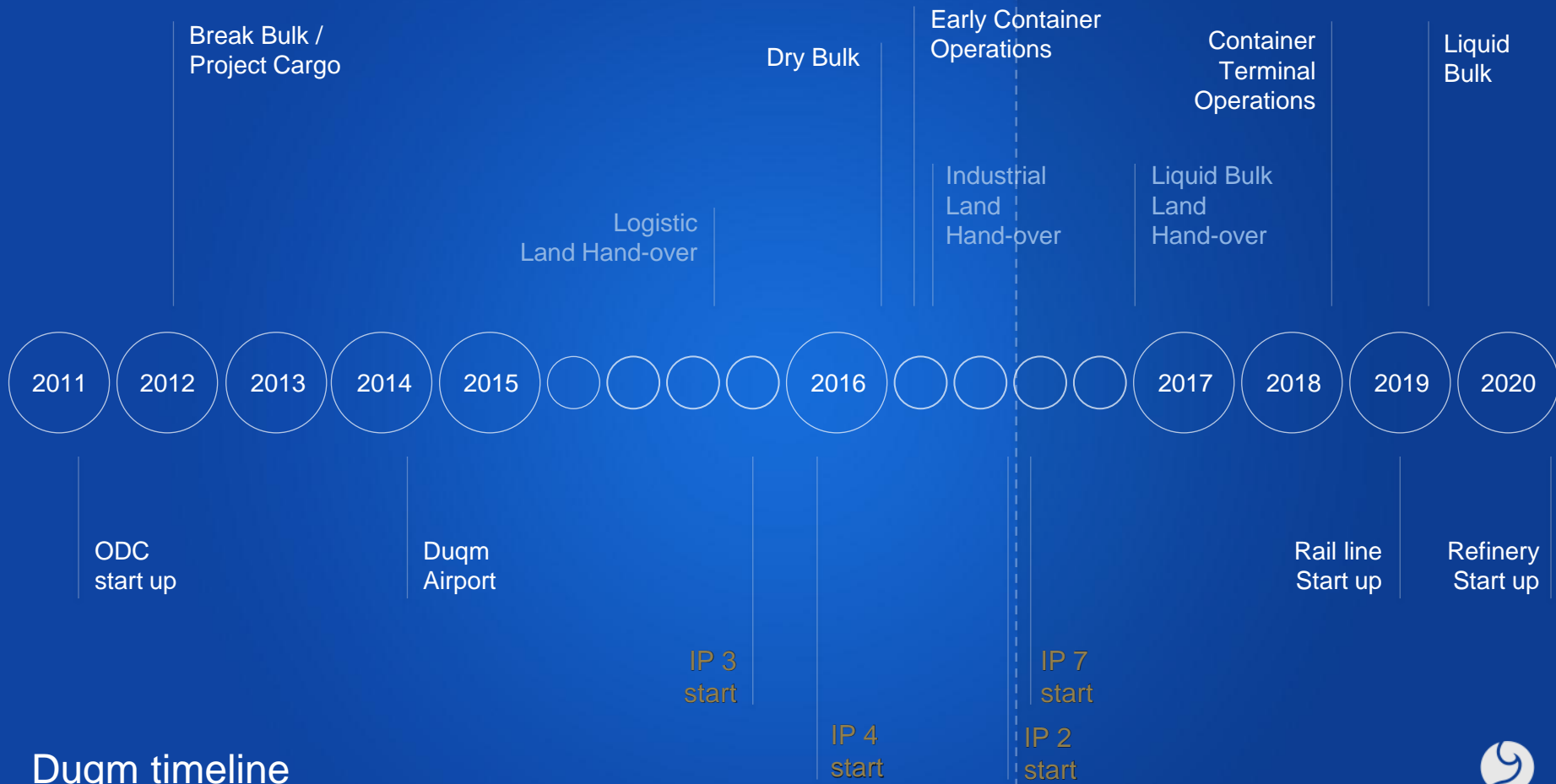


Renaissance Services

Developer of the Duqm Permanent
Accommodation for Contractors (PAC)

Other stakeholders





Duqm timeline





Port of Duqm: masterplan





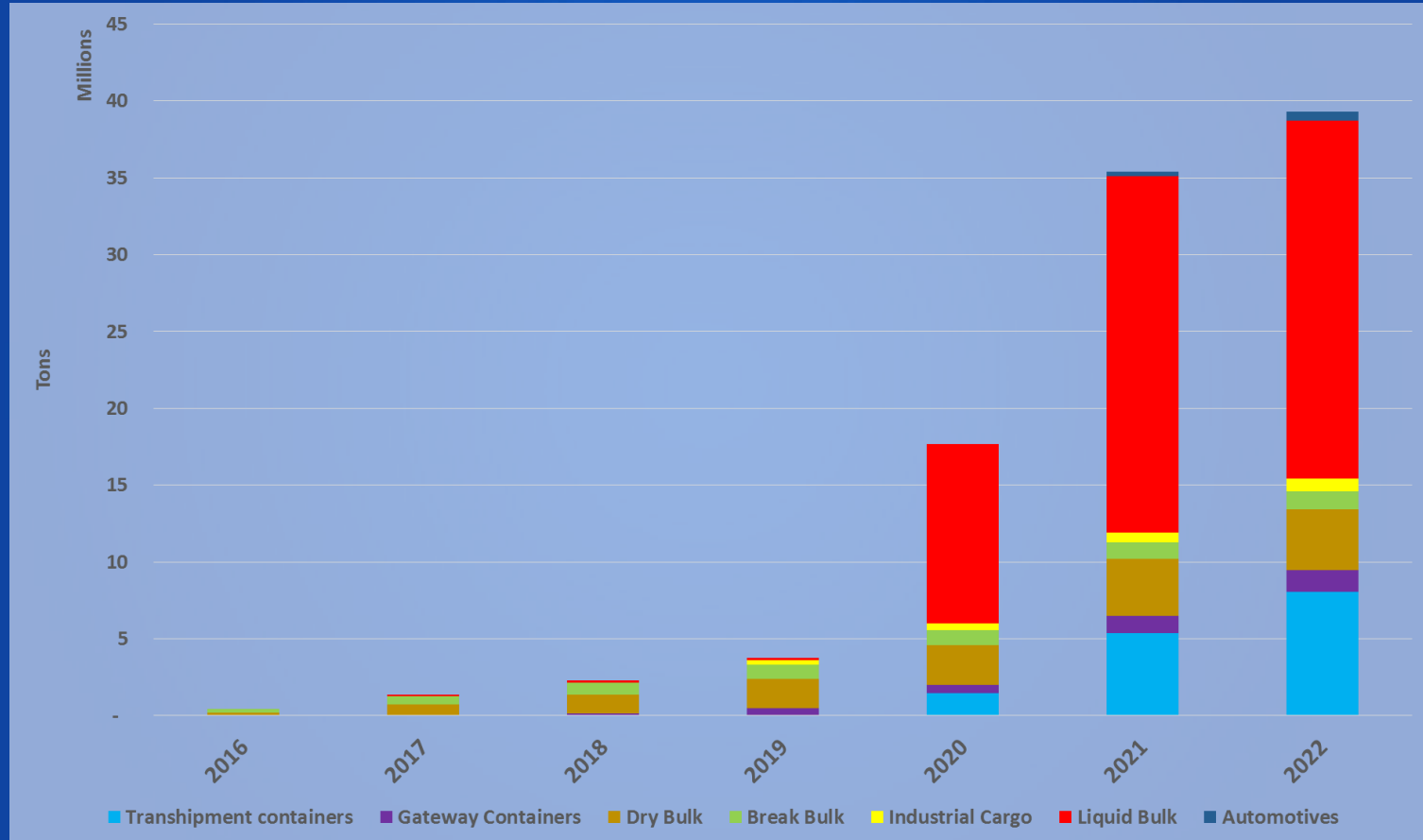
Transforming the Port: Investment packages

- ① Main road and infrastructure
- ② Commercial quay
- ③ Pre-Gates and security
- ④ Government berth
- ⑤ Main gates and admin building
- ⑥ Logistic Land
- ⑦ Liquid bulk and phase 2

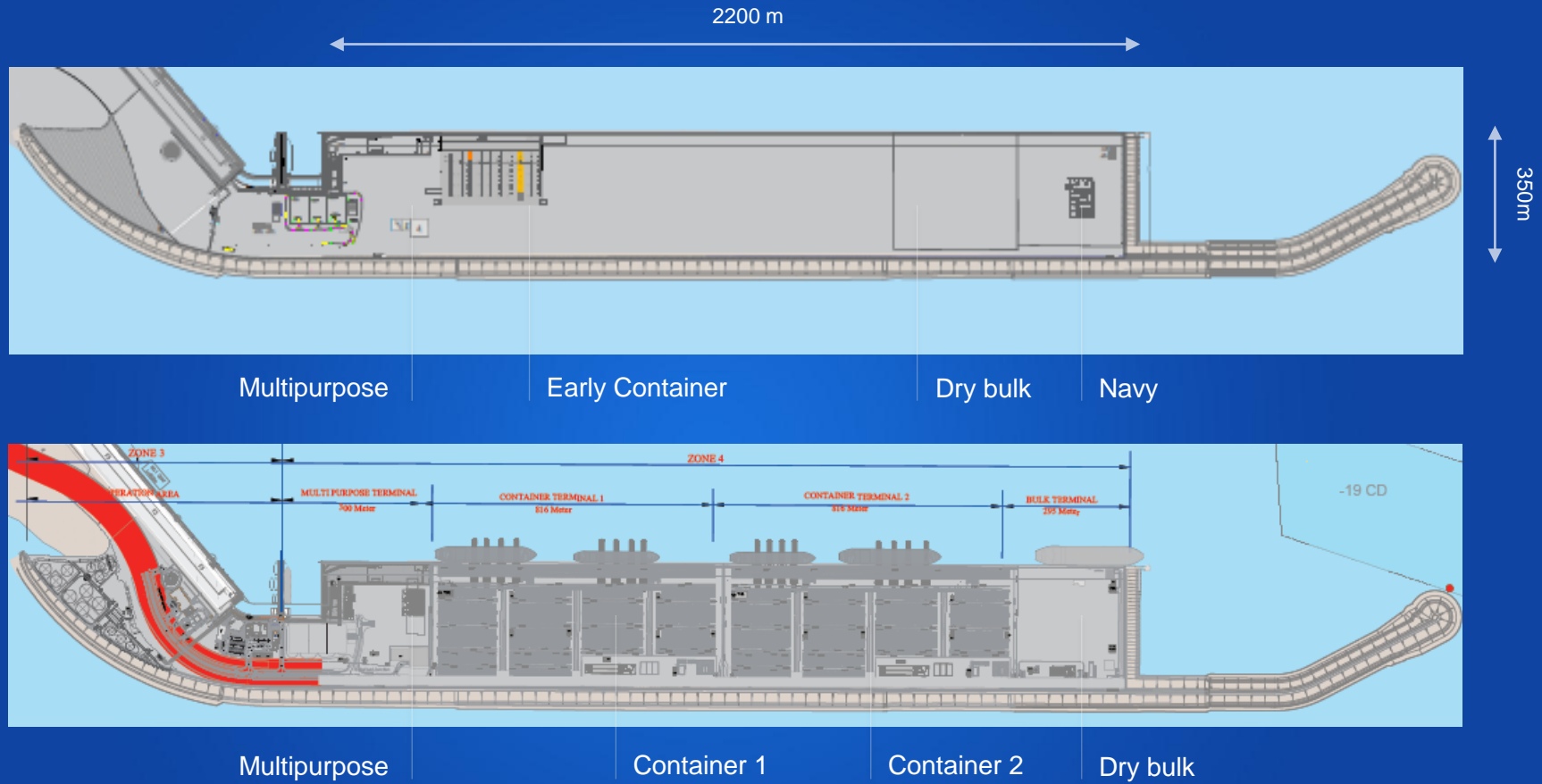
Execution between
2016 and 2019



Future Cargo Traffic



2019 ← TODAY



Commercial quay: IP2





Commencement – Duqm 2003



Port of Duqm in 2016



Project cargo handling



Logistic Support for Minerals Industry

Duqm's proximity to the major mineral mines

- ◆ Limestone
- ◆ Dolomite
- ◆ Silica Sand
- ◆ Gypsum
- ◆ Laterite



Feeder service to Duqm

- ◆ Container feeder line connecting **Jebel Ali – Sohar – Duqm - Salalah**
- ◆ **Weekly** or up to 10 days for round trip
- ◆ Aim to start **early 2016**
- ◆ **Direct calls as from 2018**, after commissioning of Container Terminal 1 (IP2)



M/V Fanja / M/V Hamra

Owner: Oman Shipping Company
Vessel type: Multipurpose / heavy lift vessel
Gross tonnage: 6,714 tons
Summer DWT: 8,480 tons
LOA: 100.5 m
Beam: 20.4 m
Draft: 8.2 m

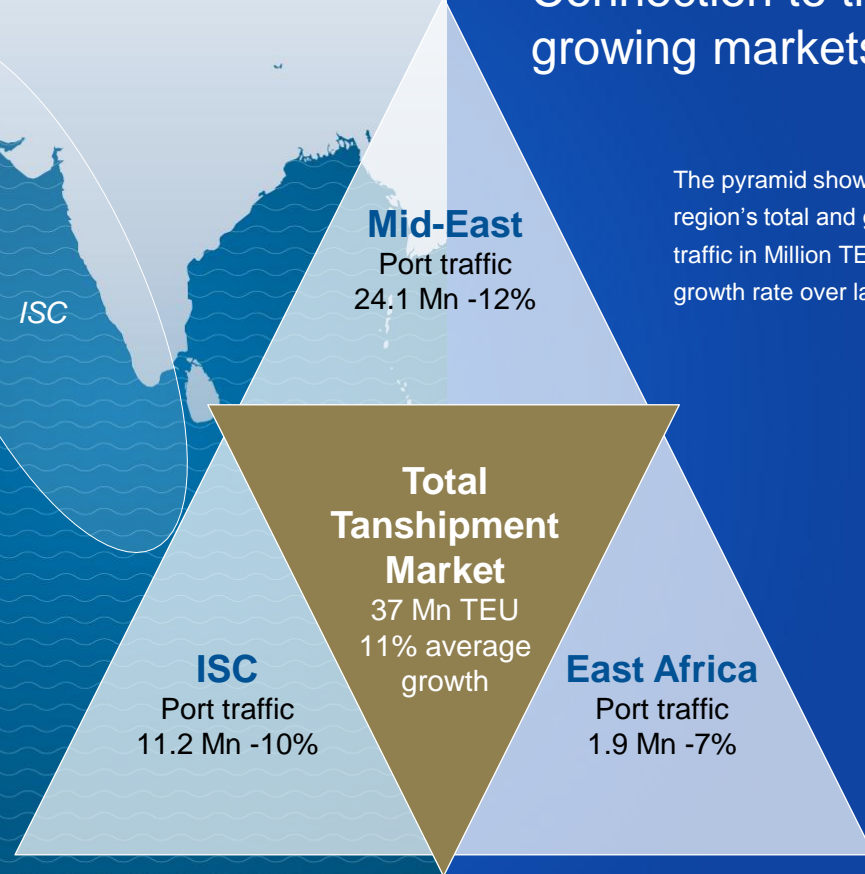


Container in total: 650 TEU
Reefer plugs: 160
Crane lifting: up to 400mt
Cargo hold: 3 sections



Connection to the growing markets

The pyramid shows each region's total and gateway traffic in Million TEU and growth rate over last 9 years.



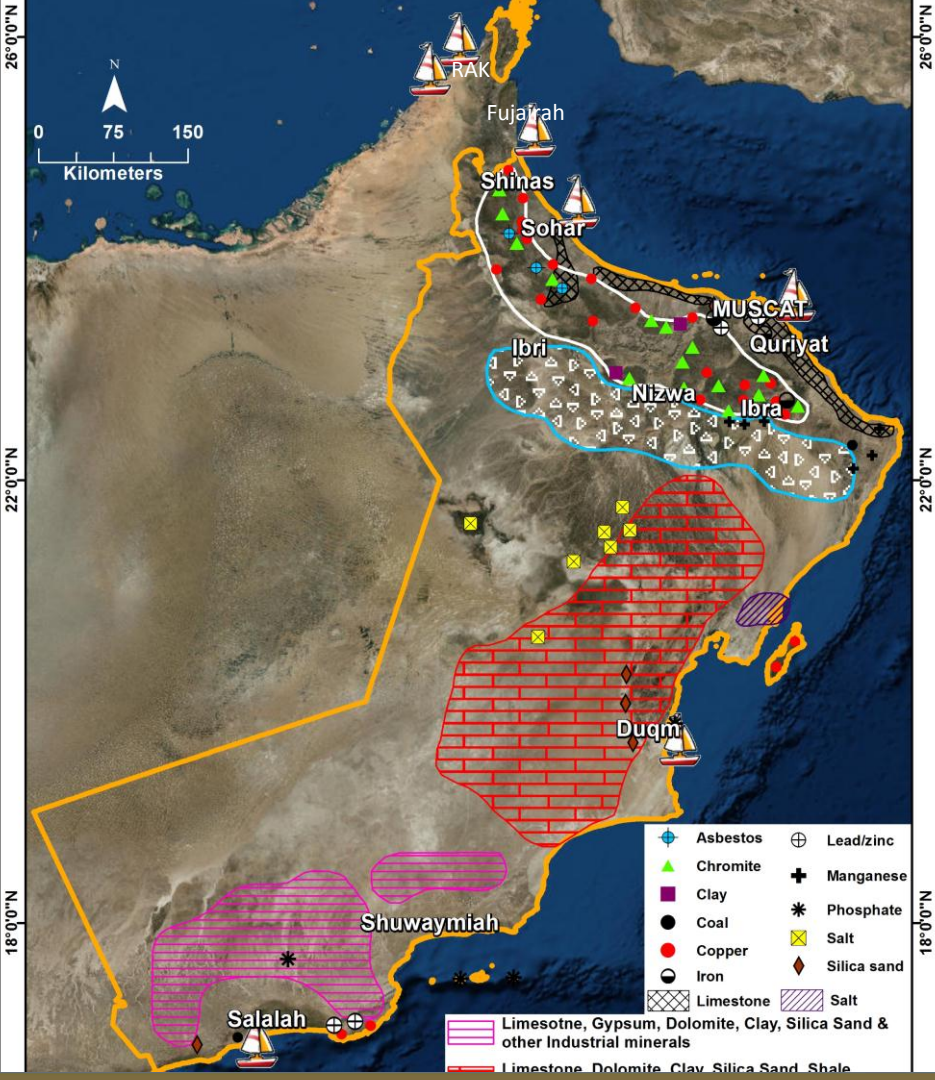


Port of Duqm: Landlord

- Logistics
- Liquid Bulk / Petrochemicals
- Phase 2
- Industrial

5000 ha





Oman's mineral export market

- Majority of products still processed locally
- Exports mainly from Salalah Port
- Sohar Port is processing rather than exporting
- Duqm is the new kid on the block eyeing both processing and export
- Gypsum exports 5.5 Mio tones in 2015
- Limestone exports 2.4 Mio tones in 2015



Mining sector in Oman:

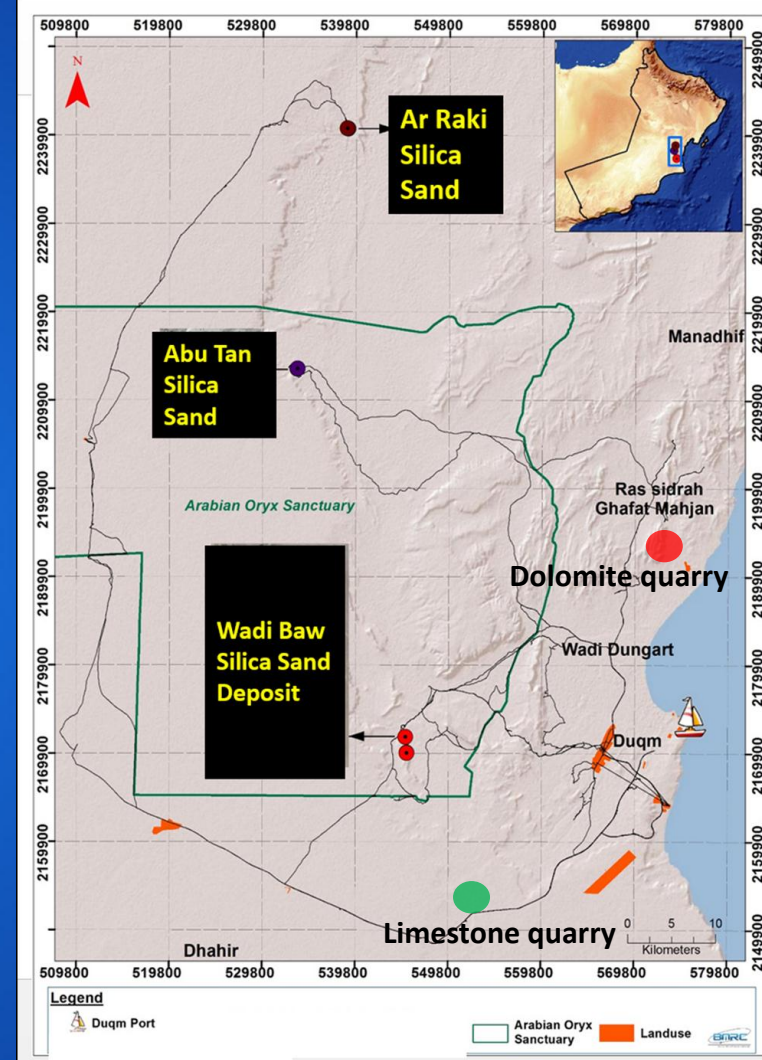
- ✦ Ministry of Commerce and Industry granting mining licenses
- ✦ Since 2013, 'best practice' is being reviewed.
- ✦ Licensing to Omani as well as foreign companies, registered according to commercial companies laws
- ✦ Prospecting permits up to 5 years, mining permits up to 25 years, both renewable.
- ✦ Total market valued at 370 Mio USD in 2015
- ✦ Contribution to GDP modest but growing (by 20% in 2015 to 6% in 2020)
- ✦ Mainly marble, copper, gypsum, limestone, dolomite and chromite
- ✦ Reserves are huge, most of mineral resources remain underexploited
- ✦ Integral part of Governments diversification strategy
- ✦ Boost from major regional projects



Duqm area

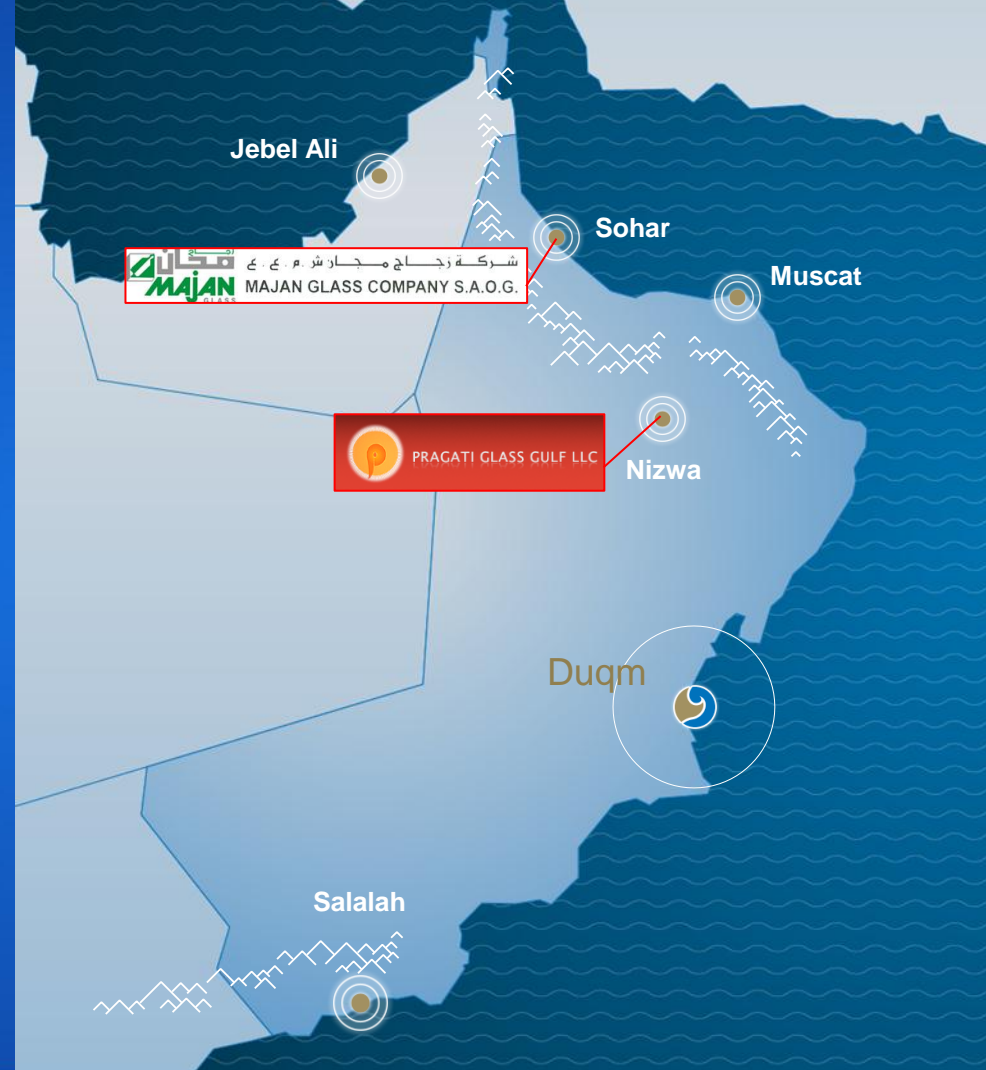
Wide diversity of mineral deposits in the vicinity of Duqm

- ✦ Limestone (produced)
- ✦ Dolomite (produced)
- ✦ Silica Sand (not produced yet)



Glass manufacturing market in Oman

- ✦ No production of float glass
- ✦ Majan Glass
 - Location: Sohar
 - Product: F&B containers
 - Capacity: 300mt/day
 - 85% export
- ✦ Pragati Glass Gulf
 - Location: Nizwa
 - Product: containers
 - Capacity: 105mt/day
 - 100% export



Natural gas availability and gas allocation policy

- ✦ Gas pipeline operational as from 2019
- ✦ Price expectation between 3-5 USD/MMBTU
- ✦ Gas allocation policy parameters:
 - Utilization of local materials
 - Employment generation
 - Utilization of local employment
 - Local value addition
 - Seriousness of project promoters
 - Investment
 - Technology with HSE





In summary

What Port of Duqm has to offer:

- ◆ Non congested **deep draft** port
- ◆ Prime gateway to numerous **overseas markets**
- ◆ **Transshipment hub**
- ◆ Land availability at **low cost**
- ◆ Wide range of **logistical solutions on mid term**
- ◆ **Natural resources** abundantly available
- ◆ Availability of **Energy sources**
- ◆ Beneficial investment **incentive packages**
- ◆ **One stop shop**
- ◆ Outspoken **investment friendly** environment

In summary



What Port of Duqm is looking for:

- ✦ Entrepreneurs looking to **conquer overseas markets**, taking full advantage of Duqm's location
- ✦ **Oil and Gas** related cargo flows
- ✦ First movers with **long term view**
- ✦ Production facilities looking for **cost beneficial environment**
- ✦ **Logistical service providers**
- ✦ Facilities able to **support explosive expansion of Duqm**





Thank you!

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