



10 Projects launch the Chinese investments in Duqm

Duqm to become an international center for the storage of crude oil and its derivatives



Ali Shah: Building materials market will be regional



Sultan Al Burtmani : Duqm to receive gas in 2019



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- May Allah protect him -

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Duqm ... Local and international attention

The activity in the Special Economic Zone in Duqm (SEZD) reflects the local, regional and international interest in SEZD. This may explain the acceleration of business in SEZD established in late 2011 as part of the Sultanate's plan to diversify the national economy.

In this context, we can point to the investment of the Chinese side in the development of SEZD through the establishment of the China-Omani Industrial Park, which witnessed in April the laying of the foundation stone and the announcement of the start of work in 10 projects with investments of about USD 3.2 billion. Moreover, the first half of this year witnessed the signing of the partnership agreement for the establishment of Duqm Refinery and Petrochemical Industries Complex between Oman Oil Company and Kuwait International Petroleum Company, an investment expected to contribute to the settlement of petrochemical industries in SEZD.

The investments are being made at a time in which the government expresses its commitment to developing SEZD and providing the elements for its success. Currently, SEZD is witnessing the implementation of several infrastructure projects, notably the completion of the remaining packages of Duqm Port, implementation of various projects in the sectors of roads, dams, surface water discharge conduits, and water and power networks. It is also noteworthy to refer to the gas delivery project to SEZD implemented by Oman Gas Company, which aims to supply gas to Duqm Refinery and a number of other industries to be established in SEZD. According to the interview conducted by Duqm Economist with the Acting Director General of Oman Gas Company, the project will be operational in 2019. The gas supply station in Duqm will be ready to receive 15 million cubic meters of gas per day in the first phase and can increase its capacity to 25 million cubic meters per day when called whenever the need arises. The project to deliver gas to Duqm is one of the strategic projects that allow the growth of the petrochemical industry in SEZD.

This activity witnessed by SEZD confirms the government's keenness to achieve this important national project and its objectives in economic diversification. It is an important addition to modern Oman march, which celebrates on July 23, 2017, of the 47th Renaissance Day. It take this opportunity to congratulate His Majesty Sultan Qaboos bin Said on this occasion that revived the history of Oman and its civilization and established a modern renaissance based on science, knowledge and development of the national economy to achieve the objectives of the Renaissance in terms of development and economic prosperity.



Yahya Bin Said Al Jabri
General Supervisor



This activity witnessed by SEZD confirms the government's keenness to achieve this important national project and its objectives in economic diversification. It is an important addition to modern Oman

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At Duqm Refinery we aim to be a world-class oil refinery, using proven technology, outputting clean, high-quality products, in a manner consistent with global standards for safety whilst always striving to achieve the highest operational standards. The state of the art refinery has been designed to process 230,000 barrels of various types of blends and will be producing Diesel, Jet fuel, Naphtha, LPG, Sulfur and Pet coke as its primary products.

Duqm Refinery's 900 hectares site is levelled and ready. Final technical submissions from bidders for EPC packages one and two comprise of the process units package and the utilities and off sites package respectively. EPC package 3 (offsite facilities) consists of the product storage and export terminal in Duqm, crude storage tanks in Ras Markaz, and the 80 KM crude pipeline from Ras Markaz to the refinery complex. The projects acts to reimburse the local economy of the area in particular while contributing heavily to the national GDP as a whole. This venture is being implemented meeting international standards making Duqm Refinery a major player in the field. It will also add intangible value to Duqm as a destination while introducing new industries to the area.



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Duqm success in attracting Turkish companies



Interview by: Saleh bin Nabhan Al-Mamari

H.E. Mehmet Şimşek, Turkish Deputy Prime Minister, called for the conclusion of a free trade agreement between the Sultanate and Turkey, pointing out that the signing thereof will contribute to increasing trade exchange between the two countries.

In an exclusive interview with Duqm Economist, Şimşek indicated that the Sultanate of Oman and the Republic of Turkey have great potential that can be exploited in a good way in many economic sectors and thus contribute to increasing the level of trade between the two countries, especially in the tourism sector

Speaking on the sidelines of the meetings of the Omani-Turkish Joint Committee held in Muscat last May, Turkish Deputy Prime Minister said that the economic relations between the Sultanate of Oman and the Republic of Turkey are good but that they need to do more work to improve their level. This confirms the need for a free trade agreement between the Sultanate and Turkey. Trade between both countries has increased ten times in recent years to reach nearly USD 300 million a year, but this remains modest if we compare the trade and investment opportunities available between the two countries.





Of the Omani-Turkish Joint Committee meetings

Great opportunities for the Sultanate and Turkey to increase trade exchange and enhance investment cooperation

The Sultanate has enormous untapped potential to develop tourism sector

I invite businesspersons from both countries to discuss cooperation opportunities

Duqm ... Fascinating Idea

The Turkish Deputy Prime Minister described the idea of establishing the Special Economic Zone in Duqm as “a fascinating idea”. “I am sure of its success,” said Şimşek.

“The idea of Duqm and other similar zones in the Sultanate is an excellent idea. We certainly see the future in this project. However, we call on SEZAD officials to visit Turkey and talk to the Turkish private companies on this aspect of the signing of a free trade agreement between the two countries, which will certainly bring many companies from Turkey to Oman,” added Şimşek.

Many Areas of Cooperation

Concerning the fields of cooperation between the Sultanate and Turkey, H.E. Mehmet Şimşek said, “Turkey intends to work with

Oman mainly in the fields of tourism, health care, logistics, agriculture, fisheries, mining and others.” He praised the results of the meetings of the Omani-Turkish Joint Committee and the spirit of brotherhood and cooperation that characterized them in Muscat. “We have a lot of time to work together to raise the volume of trade exchange and there are many opportunities in the Sultanate that can be invested,” added Şimşek.

Untapped Opportunities

He indicated that there are still untapped cooperation potentials. “Turkey, for example, has a good experience in the tourism field and has developed its revenues in this field significantly. This is a good area for cooperation between the two sides. I encourage the Turkish companies to come to the Sultanate



Deputy Prime Minister of Turkey during his interview with the editor



Deputy Prime Minister of Turkey during his visit to the Royal Opera House

and use their expertise to develop the tourism sector. The businesspersons and government officials who came with me look forward to providing their expertise and experience and there is much knowledge that we can share between the two countries. I encourage both sides to look at and benefit from these sectors," said Şimşek.

"If we can work together to exploit the trade and investment opportunities available for cooperation between the Sultanate and Turkey, I expect that we will be able to increase trade between the two countries 10 times the current levels over the next 10 years. After my meetings with businesspersons and government officials in Oman, this can happen,"

added Turkish Deputy PM.

Banking Sector and Project Finance

Concerning the banking sector and project financing Şimşek asserted, "There is a need for the presence of Turkish banks in the Sultanate to encourage project financing because the Turkish banking sector is very strong." He also highlighted the idea of re-export indicating, "Both countries can create and open windows for new international markets. I believe that the Turkish companies should not view Oman as a simple market where Oman can be a gateway to huge markets in Asia and Africa, while Turkey can be a gateway to the Sultanate of Oman to many countries in Europe," he concluded.



Duqm growth drives companies to invest in them

◆◆◆
Establishment of SEZD is a "charming idea" and optimistic about its success

◆◆◆
We have a lot of time to work together to raise the volume of trade exchange; investment opportunities in the Sultanate are many

◆◆◆
Turkish banking sector is "strong" and has good potential to finance projects in the Sultanate

◆◆◆
Turkish companies should not view Oman as a simple market, but a gateway to huge markets in Asia and Africa

New controls to increase participation of SMEs in Duqm projects

Emphasizing need for the contractors to advertise work Opportunities in local newspapers

Requiring contractors to lease necessary machinery and equipment to carry out their projects from citizens

Not allowing import of equipment and machinery unless they are not available locally

Muscat -

The Special Economic Zone Authority in Duqm (SEZAD) issued new regulations to maximize the participation of small and medium enterprises (SMEs) in the development project of the Special Economic Zone in Duqm (SEZD).

The issuance of these controls comes in light of SEZAD keenness for SMEs to benefit from the projects under implementation in SEZD. The new regulations rely on the decisions of the Small and Medium Enterprises Development Symposium held in Seeh Al-Shamikhah on 21-23 January 2013.

The decision stipulates that the Department of Partnership and Development would determine the possible business opportunities for SMEs in government projects in SEZD.

The decision obligates the contractors to advertise the works available to SMEs in the daily newspapers in direct coordination with the Partnership and Development Department. The Department, in coordination with the project managers and the consultant for each project, will follow up the contractors to

make sure that the opportunities for SMEs are announced during the project implementation period.

The decision also obligates contractors to lease the necessary machinery and equipment for the implementation of the project from the citizens in accordance with the regulations adopted by SEZAD, giving priority to the citizens of the Wilayat of Duqm and the citizens of the other Wilayats in Al-Wusta Governorate by announcing them in local newspapers. The contractors can also purchase machinery and equipment from the local market in the Sultanate. If they are unavailable by the citizens or the local market, the contractors may import machinery and equipment from outside the Sultanate in coordination with the Partnership and Development Department.

The decision stressed the need for contractors to abide by the new controls, pointing out that the violators of its provisions would be subject to the penalties stated in Article (20) of the Regulation on Investment Environment in SEZD, which states that SEZAD may suspend the license issued for the project or impose an administrative fine as per the Regulation.

10

PROJECTS LAUNCH THE
CHINESE INVESTMENTS IN


Duqm



Wan Fang LLC

المدينة الصناعية الصينية العمانية (الدقم)
中国阿曼 (杜库姆) 产业园
China-Oman (Duqm) Industrial Park

Taimour Bin Asa'ad Laid The Foundation Stone Of The CHINA-OMANI Industrial Park

Duqm -  :

On 19 April 2017, construction works of the China-Omani Industrial Park commenced with nine industrial projects and a five-star hotel.

His Highness Sayyid Taimour bin Asa'ad bin Tariq Al Said laid the foundation stone for the 1172-hectare Park. His Highness unveiled the commemorative plaque in the presence of H.E. Yahya bin Said bin Abdullah Al-Jabri, Chair of SEZAD, H.E. Wang Chan, Deputy Governor of Ningxia, Ali Shah, Chair of Oman Wanfang Company, and a number of prominent figures from the Sultanate and China.





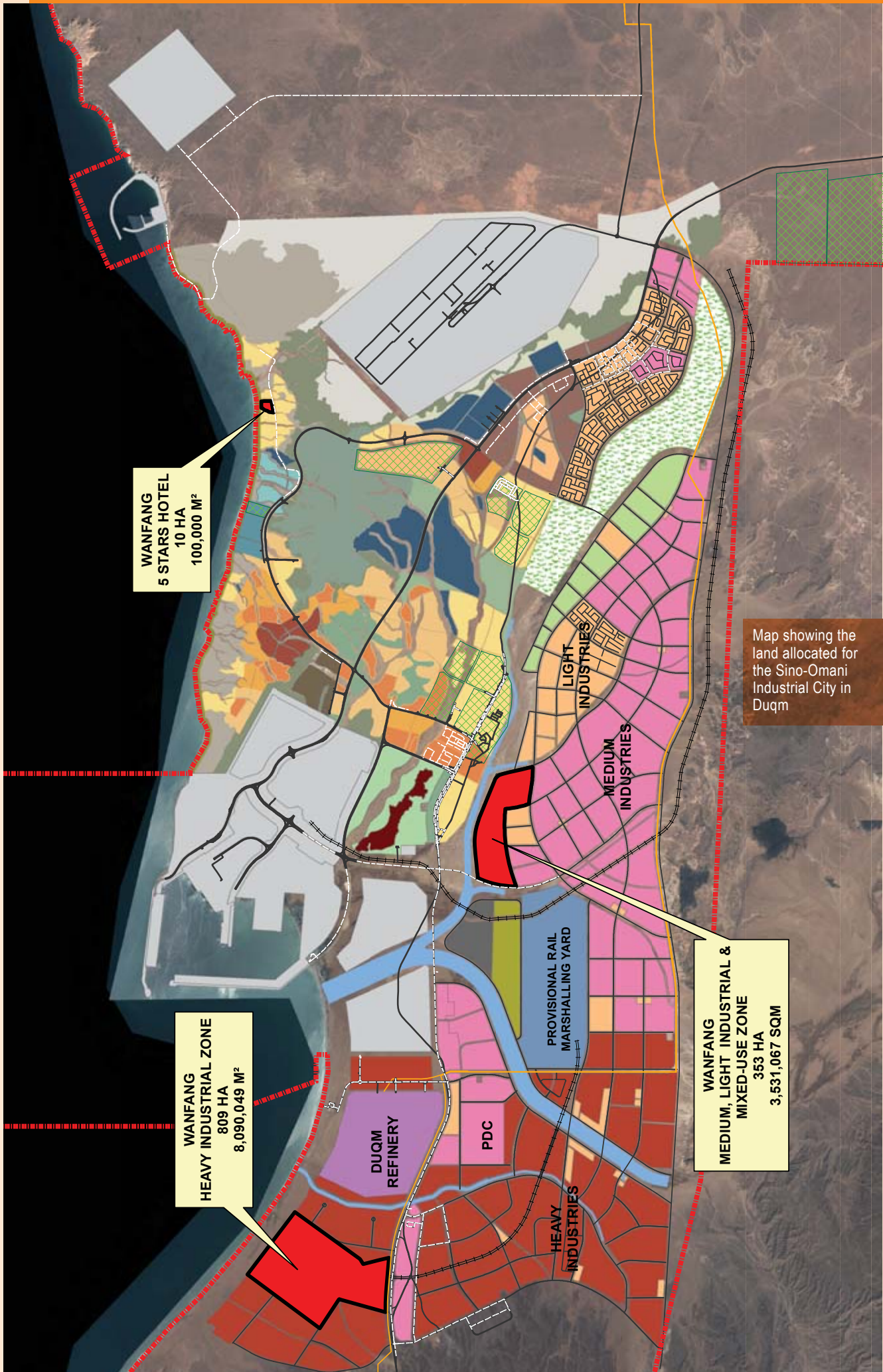
List of Projects

The projects launched on 19 April 2017 include a variety of industrial projects as well as a five-star hotel located in the tourist area in Duqm:

The nine industrial projects are as follows:

- 1- Methanol production project for use in the olefin project.
- 2- Desalination and bromine extraction plant.
- 3- Power generation plant.
- 4- Building a manufacturing base of solar panels and equipment.
- 5- Factory for production of pipes used in oil and gas fields.
- 6- Factory for production of non-metallic composite pipes used in oil fields.
- 7- Factory for production of steel pipes, wires, PE reinforced steel and parts.
- 8- Building materials market.
- 9- Factory for production of high mobility SUVs.





USD 3.2 billion total investments of the first phase of the China-Omani Industrial Park

Factory for production of high mobility SUVs.



- Total investment: USD 84 million
- Implemented in two phases
- In the first stage: production of 10 thousand cars per year

Methanol production project for use in the olefin project.



- Total investment: USD 2.3 billion
- In its first phase, the project aims to produce 1.8 million tons of methanol per year
- Production capacity of the project will increase in subsequent phases to reach 10 million tons per year

5-star hotel



- Built on 100 thousand square meters
- 150 meters from the beach
- Meets the criteria for hosting conferences

Building materials market.



- Total investment: USD 138 million
- Built on 34 hectares
- Expected to be ready by the end of 2018

Desalination and bromine extraction plant.



- Total investment: USD 81 million
- Production capacity: 50 thousand tons of water per day
- 3,000 tons of bromine per year

Factory for production of steel pipes, wires, PE reinforced steel and parts.



- Total investment: USD 22 million
- Expected annual sales: USD 48 million

Power generation plant.



- Total investment: USD 410 million
- Equipped with two production units with a capacity of 150 MW

Factory for production of non-metallic composite pipes used in oil fields.



- Project investment: USD 10 million
- Production volume: 1000 kilometers of pipes
- Expected annual sales: USD 45 million

Factory for production of pipes used in oil and gas fields.



- Project investment: USD 19 million
- Production of various types of pipes with a capacity of 50 thousand tons per year
- Ready within 12 months of commencement of construction work

Factory of manufacturing solar panels and equipment.



- Production capacity in the first phase is 400 MW
- Production capacity will gradually increase to 1 GW per year
- Total investment in the project is about USD 94 million
- The project is expected to generate annual revenues of USD 215 million

Oman Wanfang Company signs 10 partnership agreements with Chinese companies



During the signing of partnership agreements between Oman Wanfang Company and Chinese companies

Olefin project is the largest investment of the first phase with a cost of about USD 2.3 billion

Construction of power plant and desalination/bromine extraction plant

Duqm -

Oman Wanfang Company, the main investor in the China-Omani Industrial Park Project, signed 10 partnership agreements with a number of Chinese companies to invest in the China-Omani Industrial Park in Duqm.

The signed agreements are the first phase of the City under construction in SEZD on an area of 1172 hectares. The first stage investments amount to about USD 3.2 billion, i.e. 30% of the City's total investments of USD 10.7 billion by 2022.

The agreements allow Chinese companies to implement their projects in the City in accordance with a cooperation and development agreement signed by Oman Wanfang Company with SEZAD in May 2016, which regulates investment and sets out the obligations of each party.

Three major land categories

The usufruct and development agreement signed between SEZAD and Oman Wanfang Company divides the land area allocated to the China-Omani Industrial Park into three main categories:

The first category covers a divisible area of about 870 hectares allocated to heavy, medium, light and mixed industries. The agreement allows Oman Wanfang Company allocate this land under sub-usufruct agreements to other Chinese investors and companies provided Oman Wanfang Company be responsible for the operation, maintenance and preserving of the infrastructure erected at the site unless otherwise required by the applicable regulations in force in the Sultanate. Oman Wanfang Company shall also act as the owner or manager of the site

towards the end user and the tenants for the divisible plots.

The second category will be built on an indivisible area of about 10 hectares allocated for the construction of a five-star hotel.

The third category of the projects of the China-Omani Industrial Park in Duqm will be built on an area of about 292 hectares allocated for the establishment of a petrochemical complex.

Methanol Project

The project for the production of methanol for use in the olefin project is the largest project in the first phase of the China-Omani Industrial Park in Duqm with an investment of about USD 2.3 billion. In its first phase, the project aims at producing 1.8 million tons of methanol annually for use in the olefin project and then 10 million tons per year.

The project will be implemented by the Mingyuan Holdings Group Ltd., a Chinese petrochemical company, established in 1998 with operating revenues in 2015 of over USD 5 billion and USD 1.74 billion in assets.

Desalination of Seawater and Extraction of Bromine

The projects of the first stage include the construction of a desalination and bromine extraction plant with an estimated investment of USD 81 million. The desalination capacity of the plant is 50 thousand tons per day and the amount of bromine extracted from desalinated seawater is 3,000 tons per year.

Bromine is used in many industries, including medicines, textiles, paper, plastics, food, fuel, oil exploration and many other industries. Its multiple uses have



Power Generation Plant

led to increased demand. Bromine exists in seas and oceans at estimated 65 milligrams per liter.

The plant will be built by Ningxia Water Group Ltd., a Ningxia-owned company with a capital of USD 72 million involved in several water projects in Ningxia.

Power Generation Plant

Phase I projects also include the construction of a power plant with investments estimated at USD 410 million and will be equipped with two units with a capacity of 150 megawatts.

The plant will be built by Hebei Electrical Design Research Institute and the Ningxia Electric Power Design Institute, two of China's largest State-owned electricity companies, both of which are subsidiaries of China's Power-Building Group, a giant group owned by the Chinese government. Hebei Electrical Design Research Institute was registered in 1958 with a capital of USD 43 million and works in design, survey, consulting and construction.

Solar Power

The China-Omani Industrial Park has a factory for producing solar panels and equipment, which aims at keeping pace with the continuous expansion in this sec-

tor. The plant's capacity in its first phase is 400 megawatts and gradually increases to one gigawatt per year. The sales revenue is expected to reach USD 215 million annually, with factory sales targeting the Middle East and Europe.

The plant will be built by Ningxia Zhongke Jiaye New Energy and Technology Management Co. Ltd. specialized in the production, design and operation of solar panels and equipment. Its headquarters is in Yinchuan, Ningxia, and was founded in 2014 with a capital of USD 13 million.

Oil and Gas related Industries

In the sector of oil and gas related industries, the first phase of the China-Omani Industrial Park will include a number of projects in this field. Yinchuan Yushun Oilfield Services Technologies Co. Ltd. will establish a plant for the production of pipes used in oil and gas fields.

The total investments of the project is expected to be USD 19 million. The company will produce various types of pipes with a production capacity of 50 thousand tons per year. According to the company, the plant will be ready within 12 months of starting its construction work.

Yinchuan Yushun Oilfield Services Technologies Co. Ltd. is a Chinese com-

Building a base of manufacturing solar energy equipment with a production capacity of 400 megawatts per year

Construction of a factory for production of steel pipes and wires and two factories of pipes used in the oil and gas sector



Side of partnership agreement for Building Materials Market



Five-star hotel

Allocation of 33 hectares to build a market for building materials at a cost of USD 185 million

Wuhan Xiao Corporation is looking to produce 10,000 cars annually from its new factory in Duqm

Establishment of a 5-star hotel that meets the standards of conference hosting

pany specialized in oil and gas engineering services and registered in Yinchuan City with a capital of USD 9 million.

Manufacturing Non-Metallic Pipes

In the same sector, a plant for the production of non-metallic composite pipes used in the oilfields will be established. The project investment is USD 10 million and the company plans to produce about 1000 km of pipes with annual sales of USD 45 million.

A consortium of Hebei Baoshi Special Flexible Rubber Chemical Industry Co. Ltd., Ocean Embellish International LLC and Ningxia Qingchuan Pipe Manufacturing Co. Ltd. will implement the project.

Manufacturing Steel Pipes

Ningxia Qingchuan Pipe Co. plans to build a factory to produce steel, wire and PE reinforced steel and spare parts required by such projects. The company has allocated USD 22 million to invest in the project, which is expected to have annual sales of about USD 48 million.

Building Materials Market Project

Oman Wanfang Company has allocated USD 138 million to erect a building materials market expected to be ready by the end of 2018. The 33-hectare market will be divided into several sections including storage, exhibition and sales.

High-Mobility SUVs

The China-Omani Industrial Park shall include a factory for producing high-mobility SUVs. Wuhan Xiao Automobile and Technology Co. Ltd., which has allocated

USD 84 million for the two-phase project, will implement the project. During the first phase, 10,000 cars will be produced annually, including 9,000 vehicles for civilian use and 1,000 for military use, while the second phase will focus on the establishment of an electromechanical industrial city to provide industrial support required for such projects.

Wuhan Xiao Automotive and Technology Co. Ltd. is engaged in the manufacture and sale of SUVs for civilian and military uses with a production capacity of 8,000 units, 5,000 of which produced annually in the Wuhan plant, and 3,000 units in the Fujian plant. Through its new plant in SEZD, the company is looking to meet the needs of its customers in its foreign markets, which include the Middle East, Africa, South America and a number of Asian countries. It has orders from the police and armed police in China.

Five-Star Hotel

The China-Omani Industrial Park in Duqm will include a 5-star hotel on 10 hectares (100,000 square meters) in the tourist area about 150 meters from the beach.

The total area of the hotel is 50,000 square meters and includes many facilities for business and leisure travelers. It also meets the criteria for hosting conferences.

Ningxia Residence Construction Development Co. Ltd. will build the hotel. It is a company specialized in real estate development, engineering, construction and consultancy established in 1997 with an investment of about USD 435 million.

Chair of SEZAD:

Providing necessary facilities and services for the success of the Sino-Omani Industrial City



Yahya Al-Jabri

The city reflects the development of political and economic relations between the Sultanate and China

Duqm - :

H.E. Yahya bin Said bin Abdullah Al-Jabri, Chair of SEZAD, confirmed the economic importance of the establishment of the Sino-Omani Industrial City in Duqm.

During the ceremony for laying the foundation stone, Al-Jabri indicated that the ceremony marks the beginning of a series of development and construction projects during the next phase as part of the development plan adopted by Oman Wanfang Company until 2022. The ceremony also witnessed the signing of partnership

agreements between Oman Wanfang Company and Chinese companies.

He added that the Sino-Omani Industrial City is the culmination of joint efforts between the two countries through Oman Wanfang Company and SEZAD with an investment expected to exceed USD 10 billion by 2022. The project also reflects the historical, political and commercial relations that connect the Sultanate and China and date back to several centuries.

Al-Jabri asserted that the Sultanate is working under the wise leadership of His Majesty Sultan

Qaboos bin Said to translate these relations politically and economically for the benefit of the two friendly countries.

Numerous Efforts

He noted in his speech the recent efforts made since the signing of the cooperation and usufruct agreement to establish the Sino-Omani Industrial City on 23 May 2016, explaining that SEZAD has enabled Oman Wanfang Company to get the land and provided all the facilities and services necessary for it. He also noted the efforts taken by the company on the ground.



The partnership agreement for Building materials market

Deputy Governor of Ningxia affirms the commitment to invest in the China-Omani Industrial Park in Duqm

Inclusion of the park in the list of model cities in the field of energy production capacity

Our investments in Duqm are a new starting point for friendship and cooperation between the Sultanate and China

We will do our utmost to accelerate the construction of the city and make it a platform to achieve mutual benefits



Wang Heshan

Duqm -  :

H.E. Wang Heshan, Deputy Governor of Ningxia Autonomous Region, China, said that the China Development and Reform Commission has listed the China-Omani Industrial Park as one of the model cities for international cooperation in the field of energy production capacity.

In a speech marking the laying of the foundation stone of the China-Omani Industrial Park, he affirmed the commitment of the Ningxia Region Government to implement the specific projects of the Park.

"Being responsible for building the in-

dustrial Park, we will make every effort to accelerate its construction. We are confident that we will build the China-Omani Industrial Park as a new platform to promote cooperation and foster the partnership between Chinese and Omani businesspeople to serve as a new bridge for friendly exchanges between the peoples of the two countries," indicated Heshan.

Promoting Friendship and Cooperation

"I would like to express my heartfelt congratulations on behalf of the Ningxia Autonomous Region Government of China to all Their Excellencies and friends who have worked hard to build the industrial Park," said Heshan.

"The China-Omani industrial Park in Duqm is a new starting point for our friendship and cooperation. Its construction has received great attention and support from the governments of the two countries and the City has received positive reactions from Chinese businesspeople," added Heshan.

Historical Relationships

"The China-Omani friendship is deeply rooted in history, and the ancient Silk Road connected us. More than 600 years ago, the Chinese Muslim seafarer Zhenghe made five sea voyages to Dhofar. Oman is one of the oldest countries in the Arabian Peninsula, and Omanis reached China several centuries ago. In recent years, the China-Omani trade relations have witnessed remarkable development and Oman is China's fourth largest trading partner in the Arab region," stated Deputy Governor of



Taimour bin As'ad briefed on a number of projects under construction in the China-Omani Industrial Park

Ningxia Autonomous Region.

Belt and Road Initiative

H.E. Wang Heshan touched upon the "Road and Belt" initiative launched in 2013 by Chinese President Xi Jinping. He said the initiative was widely welcomed by the countries on the ancient Silk Road. Last year, President Xi Jinping toured the Middle East. He delivered a speech at the headquarters of the League of Arab States, in which he pointed out the importance of this initiative, and called on Arab countries to participate in it to achieve a better future.

H.E. Wang Heshan pointed out that the Arab countries are in the meeting place of Chinese and Western civilizations, which is China's important natural partner in building the "belt and road." China-Arab

cooperation will certainly achieve mutually beneficial achievements.

Ningxia Region

He noted the Ningxia Region's role in promoting cooperation between China and the Arab countries. He said that Ningxia is part of the Silk Road economic belt and is a bridge for cooperation and trade between China and the Arab countries. Since 2010, the Region has succeeded in organizing three sessions of the China-Arab Economic and Trade Cooperation Forum and two sessions of the China-Arab Exhibition, which contributed to increasing knowledge about China for more Arab peoples. The Exhibition has become an important platform for joint construction between China and the Arab countries for the "Belt and Road" initiative.

Positive feedback from Chinese businesspeople on new projects



Side of partnership agreement of Solar Panels project

The Sultanate is China's fourth largest trade partner in the Arab region

Chair of the Ningxia Group of Water Investment Affairs: Our experience in building water projects enables us to provide quality services to the Industrial Park



Yang Guo

"I am very pleased to celebrate the laying of the foundation stone of the China-Omani Industrial Park. I would like to express my pride in meeting with you on behalf of the heads of the first batch of Chinese enterprises, which entered the Industrial Park. We thank the friends involved in building the economic Park in depth," said Guo in the ceremony of laying the foundation stone.

Experiences and Possibilities

In his speech, he indicated the capabilities of Ningxia Water Investment Group established in Ningxia in 2008 with a national investment. Its strategic plan is to accelerate economic and social development in the region.

He said that the company is working to advance the infrastructure of important water projects and search for the mechanism of investment and finance for the water projects market. It placed the development of industry, urbanization and improving the livelihood of the people as priorities of its agendas. It managed to gain good experience over the past eight years. Today, the Group owns 16 subsidiary companies and its total assets are about 10 billion Chinese yuan (equivalent to USD 14.2 billion). Its water supply capacity exceeds 200 million cubic meters per year, representing 30% of the total water supply for industries, cities and municipalities in the region. The number of people benefiting from water supply is more than 2 million. The Group has become one of the major companies in the construction of giant water projects in Ningxia Region, promoting economic development and attracting investment in fixed assets.

Duqm -

Yang Guo, Chair of the Ningxia Water Investment Group, said he was very pleased to invest in SEZAD.

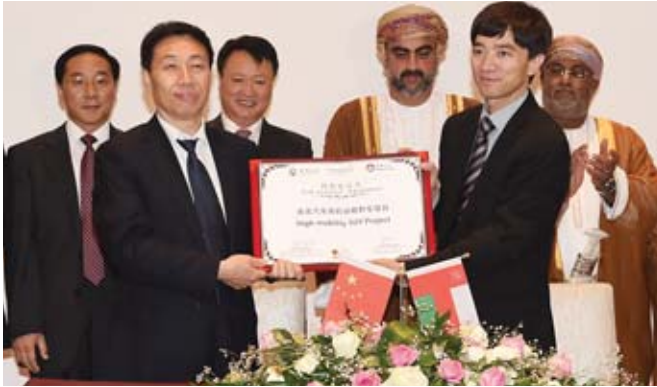
He asserted that the Group, which signed a partnership agreement with Oman Wanfang Company to invest in the construction of a desalination and bromine extraction plant, would provide high-quality services to Chinese enterprises that will operate in the China-Omani Industrial Park. He asserted that the accumulated expertise of the Ningxia Group of Companies in construction of water projects and their efforts to invest outside China would enable them to contribute to laying the foundations for the development of the new Park.


**The Group
owns 16
subsidiaries
and assets
of over USD
14 billion**




General Manager of Wuhan Xiao Automobile Industry:

We have completed three phases in our plan to build the high-mobility SUV factory



Duqm - Saleh Al-Mamari:

Ou Guosheng, General Manager of Wuhan Xiao Automotive and Technology Co. Ltd., expressed his pleasure for signing a partnership agreement with Wanfang Oman Company that allows Wuhan Xiao to set up a factory for the production of high-speed SUVs in the China-Omani Industrial Park in Duqm.

In an exclusive statement to Duqm Economist, Guosheng indicated that the company would invest USD 84 million in this project, the first of its kind in the Middle East.

Completion of three stages

He explained that the company has completed three important stages of work in this project; the first is the soil and geographical surveys, the second signing the partnership agreement with Wanfang Oman Company, and the third stage is site design to suit the needs of the factory.

Ou Guosheng, General Manager of Wuhan Xiao Automotive and Technology Co. Ltd., asserted that manufacturing high-mobility SUVs is a heavy industry indicating that only four countries in the world manufacture this type of vehicles: the United States, Germany, Russia and China. Wuhan Xiao Auto Factory will manufacture all the tools and spare parts for each vehicle.

He added, "This type of vehicle can be used for civilian as well as military purposes. Our current customers also use our vehicles inside China

in the police and armed forces."

Target markets

When asked about the markets targeted by Wuhan Xiao Automotive, he said, "We target several markets in the African continent as well as the markets of the Middle East, South America, North and East Asia.

"We look forward to an annual production of 10,000 cars, including 9,000 units for civilian use and 1,000 units for military use. We hope that the new factory in SEZD would achieve great success in addition to the company's successes."



The factory is the first of its kind in the Middle East of USD 84 million construction cost

We look forward to producing 10,000 cars for civilian and military use from Duqm factory

We target markets in the Middle East, South America, Africa, North and East Asia

Misbah Qutb
An Egyptian writer specialized in
economic affairs
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Fishing, Fish and Chinese Investment

The implications of the investment partnership agreements between Oman and China in SEZD go beyond figures and number of projects, whether industrial or service, and the material benefits of both sides, though important. The economic cooperation between the two countries relies mainly on a clear perspective of each of them towards the other. China and Oman are prominent landmarks on the path of human civilization. Cultural and social traditions continue to have a clear impact on the life and policies of each of them. They have had age-old trade and cultural ties that promote the chances of success of the new agreements.

In addition, their common interest in Africa and especially the East of the continent, as well as the interface between the Indian Ocean and the Sea of China, is another motive for modern cooperation to achieve mutual and effective interests of all stakeholders. The economic cooperation between the two sides is integral to the regional and international framework. China has very strong relations with the Arab world, particularly with the countries of the Gulf Cooperation Council (GCC), and the broader forum that includes China and Africa. China has a growing role in the areas of maintaining organic balance in world trade and the integrity of exchange rate policies, fair investment and trade exchange, transparent commitment to the international climate agreements, taking into account the pace of economic and technological development in different countries.

In the same context, Oman is also strengthening its economic, investment and trade roles and its position as a "hub" for transport, services and exchange in the region. It is a coincidence that Oman and China strengthen their partnership as the Asian Infrastructure Investment Bank starts its operation, the bank that emerged by a Chinese initiative widely acclaimed in Asia and worldwide. It is also a time when the flow of Chinese external investments have been rising after China has for more than a quarter of a century intensified its efforts to attract foreign direct investment and indirect investments to a lesser extent. Given the growing concerns regarding the changes in free trade in the world after the emerging trends in the United States, direct investment is becoming the most important entrance to ensure the continued long-term flow of goods and services without sharp fluctuations.

It is also fortunate that recent international references have pointed to the importance that China attaches to Oman because of its unique position in the success of the "Belt and Road" initiative aimed at reviving the old East-West trade route in a modern way, and by land and sea together.

However, an analytical view of the ten projects agreed upon by the Chinese side in the Sino-Omani Industrial City also reflects all the historical and current ties between the two countries aforementioned. In particular, I note that this package of cooperation projects includes a desalination plant, which is exceptionally important for the significance of water in the life of the Sultanate and its agricultural ambition and as one of the most important land resources, which forms and reshapes the relations of countries in terms of cooperation or competition. Add to this the fact that the

technological competition in this field reached a fierce limit to make desalination less costly and more energy-efficient. For example, Egypt's insistence on proceeding with the establishment of a large nuclear energy project in cooperation with Russia in the north-west of the country (Dabaa) aims, inter alia, to desalinate seawater in quantities that allow for the sustainability of agricultural activity in the northern coast and ensure the attractiveness of the region for extensive housing.

It is clear that the agreement between Oman and China in this framework includes the latest technology while ensuring the training of Omani cadres, providing the necessary technical support, and transferring experience at the level appropriate for the strong relations of the two countries. The advantage of this type of projects is that it almost fully achieves the highest level of exchange of benefits, accompanied by broader prospects for cooperation beyond the project itself.

The second issue in the project package is solar energy and the manufacture of its equipment. It is known that the specific situation of each country determines the technology required for this field. There is constant debate among scientists about the options of using light or heat in each country according to the location of stations and proximity to water sources, road network, and energy mix the host country plans to access whether solar, wind, waterfalls, biofuels, etc. The link between the progress of the project and deepening local industrialization is vital, especially as the development of the industrial base in the Sultanate, which will increase proportionately with the growing achievement in Duqm itself leaves room for the production of more components locally in the future.

The famous saying "teach me fishing instead of giving me a fish" is Chinese but there is still a heated debate in different circles about China's commitment to technology transfer to developing countries. Will it follow a special route or follow the Western countries that have a colonial past in the exploitation of peoples? However, honesty dictates that strict judgment on such matters requires evidence. This should not be subject to whims or jealousy of the expansion of China's influence to areas that traditionally dealt with Western companies.

The importance of export and re-export in agreed projects cannot be overemphasized. The Chinese Renaissance itself relied on smart and calculated recruitment of major international companies and made this the most important gateway to increase China's exports, along with knowledge transfer. This made China compete strongly in all areas of technological advances that have been monopolized by the US and Western companies. This led - as we have seen weeks ago - to China's launch of the first civilian commercial passenger airplane made completely in China to enter the den of competition with the two giants "Boeing and Airbus" preceding even the two-decade-long Russian efforts to consolidate its presence in this field.

Therefore, the cooperation between two countries who have well-established rules in respect of equitable, honest and constructive exchange is highly commendable.

Chairperson of Wanfang Oman Company for  :

Building materials market will be regional and expect to be ready before the end of 2018





Interview by: Mohammed bin Ahmed Al-Shezawi

Ali Shah, Chairperson of Wanfang Oman Company, said that the building materials market project is the first of the ten projects for which Oman Wanfang Company signed partnership agreements with a number of Chinese companies in April.

In an exclusive interview with Duqm Economist, he indicated that the projects scheduled for implementation in the China-Omani Industrial Park in Duqm are quality diversified projects carefully selected to achieve economic gains for the Omani economy in general and the Special Economic Zone in Duqm (SEZD) in particular. Moreover, they are in line with the plan of the Special Economic Zone Authority in Duqm (SEZAD) to attract investments to SEZD and stimulate economic activity therein.




Building materials market will be distinctive in terms of the diversity of exhibits, their availability and their competitive prices




Methanol project

Investment of USD 10.7 billion in the Sino-Omani Industrial City by 2022

The projects of the Sino-Omani Industrial City have been carefully selected to achieve various gains for the Omani economy

First Stage

He pointed out that the ten projects for which Oman Wanfang Company signed partnership agreements with the Chinese companies represent the first phase of the projects of the China-Omani Industrial Park in Duqm. The remaining 25 projects under the Chinese side plan to implement 35 projects in Duqm are in the final studies or design stage and construction thereof shall commence after the completion of this stage. The company set 2022 for the commencement of work in all projects to be ready before 10 years from now, noting that most of the projects will be ready before that date.

Building Materials Market

Concerning the building materials market, Ali Shah said Oman Wanfang Company will build the USD 138 million project, and given its economic importance, it accords the project its utmost attention and accelerates its implementation to be ready by the end of 2018.

«There are many factors that make the implementation of the market in Duqm feasible because the Park is currently under construction. Many projects will be implemented in Duqm and undoubtedly require various types of building materials. The proximity of Duqm Port to the international shipping lines and the facilities that the port includes make the implementation of the market in Duqm encouraging.

We plan for the market to be a regional and not only for Duqm or the Sultanate. We are keen that the market includes all the materials we need in housing construction and furnishing,» indicated Ali Shah.

Distinctive Market

He stressed that the building materials market will be distinctive in terms of variety of goods and their availability and competitive prices. The materials will be brought directly from Chinese factories. «We are also keen that the materials displayed in the market would be of high quality and meet the expectations of customers,» added Shah.

He pointed out that the presence of a building materials market in Duqm will encourage many investors to come to SEZD and invest in it, in addition to the benefits of the market in activating the trade movement and the movement of construction and reconstruction in SEZD.

Park Cost and Finance

Replying to a question on the construction cost of the China-Omani Industrial Park, Ali Shah said it would be about USD 10.7 billion, which will be financed through Chinese companies and bank loans noting that there are negotiations with local, Chinese and regional banks to finance the City projects.

«The indicators are good and the field is



Part of the Construction of the China-Omani industrial Park



Imaginary picture of
Building Materials Market

open to the various banks in the Sultanate to finance any project they wish to finance. Our cooperation with the Omani banking sector is not limited to financing only, but covers various fields that benefit both sides,» elaborated the Chairperson of Wanfang Oman Company.

Challenges

On the difficulties facing the implementation of the projects of the China-Omani Industrial Park in Duqm, the Chairperson of Oman Wanfang Company indicated that they are working in cooperation with SEZAD and other stakeholders in the Sultanate to overcome the difficulties and challenges facing the new projects in the China-Omani Industrial Park. «The most important challenges are that some projects, especially petrochemical projects need gas, but we are working with different bodies to overcome this. We are also studying with the Chinese companies and SEZAD to make use of other alternatives that are not harmful to the environment,» added Shah.

Economic Returns

Ali Shah touched upon the expected gains of the projects to be implemented in the China-Omani Industrial Park in Duqm. «We are keen to ensure that these projects are dis-

tinguished and have a variety of economic returns that are not limited to one sector, but include the various economic sectors. As I mentioned, the building materials market is aimed at activating the commercial movement and speeding up the work in construction projects, whether in the Wilayat of Duqm, the Sultanate and the GCC countries in general, so that Duqm would be a regional hub for this sector. Moreover, solar energy project aims to employ Chinese expertise in this field to establish a distinctive factory that covers the growing global demand for clean energy. Given the increasing global interest in clean energy projects, we look forward in the future to establish a plant to generate electricity using solar energy,» explained Shah.

Gains for Local Companies

Ali Shah asserted that the gains of the China-Omani Industrial Park would also include the local community and Omani companies, which will have the opportunity to compete for tenders floated by the Chinese companies operating in SEZD like international companies. «We do not differentiate between international and local companies. The opportunity will be available to all companies to compete for tenders without any distinction between companies,» concluded Shah.



Factory for production
of steel pipes wires, PE
reinforced steel and parts

**USD 138
million cost
of building
materials
project ...
materials
brought
directly from
Chinese
factories**

**We look
forward
to close
cooperation
with the
Omani
banking
sector not
only for
financing**

**The field
is open to
Omani and
international
companies
to compete
for tenders
to offered
by Chinese
companies**

“Duqm” the Silk Destination on the Arabian Sea

In a very important reference that the Omani project was not just promises with the beginning of a new, important and rich era in the history of modern Oman, Oman's view today to its development experience is different from the early years. With the new millennium, its vision is more open to different tools for development after it has had new wings to fly with to broad horizons of sustainable development that departs from an economy slowly moving away from restriction of repercussions of volatile prices oil, which remains influential as a pillar of the economy.

When we talk about value added alternatives to the national economy, Duqm with its soft beaches along the Arabian Sea at the heart of which is Ras Madrakah, its most beautiful beach, jumps to the forefront to be one of the most important new tools for development and attracting investment. Duqm is unique in terms of tourism potentials with its pristine waters, virgin sand, and fresh air. It has become at the center of the interests of the economic partners of the Sultanate, especially China, not as an unparalleled tourist attraction in Al-Wusta Region as the future of development on the coast of the Arabian Sea similar to Sohar Port in Al-Batinah plain.

In fact, the value added of this region is that it is a mine of the foreign investment that attracted more than USD 10 billion from China to establish the largest industrial city. This is part of the Chinese initiative to revive the ancient Silk Road by the establishment of economic projects and infrastructure in the stations, which formed the features of the ancient Silk Road. Oman is an important part in the intellectual, cultural, commercial, economic and political legacy of this historic road. Duqm now through Sino-Oman partnership Duqm is an expression of the cooperation between the two countries that emphasizes the economic, political and cultural value in the modern era.

What should we have interest in this huge history, partnership, development, tourism and joint relations file?

In the first point:

Duqm rewrites the history of the Silk Road in the language of the age. If people, through moving from one place to another, established trade

relations, that required at a later stage establishing centers and cities that provided all the needs of the passers-by and exchanged trade, culture, sciences and ideas between the East and the West through the Silk Road. The huge Chinese investments in Duqm today that establish giant projects in all fields are part of the role of the ancient Silk Road in the exchange of benefits and trade. The strategic location of Duqm on the Arabian Sea as an important maritime station on the road Maritime Silk helps achieve this.

In the second point:

Oman continues its old trade, cultural and civilization role by renewing its tools through pushing forward the Omani-Chinese relations to further development in all fields with the importance of the development of economic relations because of the friendly relations of the two countries in various fields. This is reflected by the agreements signed between the two countries to establish the giant industrial city in Duqm. These agreements represent an invitation from the Omani government for Chinese partners to explore the prospects of investment opportunities in the Sultanate.

In the third point:

The investment climate in the Sultanate provides a legal structure that is fully consistent with the requirements of investors at the global level in terms of the law of investment protection, which preserves the rights of investors as well as the facilities granted to them supported by a stable political climate and full infrastructure components, such as ports and airports.

In the fourth point:

The economic partnership between the Sultanate and China is an opportunity to develop bilateral relations and promote joint investments to support the two countries' plans to diversify their sources of income and promote economic growth in light of the crisis of oil price decline, contraction of global growth and repeated experience of investment in the industrial city in other projects. It also allows for small and medium enterprise sector development.

Jamal Imam



In the fifth point:

This relates in part to important implications for the development of the old Silk Road. Duqm Port is expected to change the navigation maps in the region. The Sultanate is working to enhance the port's performance to attract more Gulf and international investments in ship handling and maritime transport, taking advantage of the strategic geopolitical location of Duqm on the southeast coast of the Sultanate and overlooking the Arabian Sea and the Indian Ocean. Therefore, economists believe that it is likely that the port will have a tremendous impact on the evolution of world trade in the field of maritime transport. The port has a unique location on maritime shipping lines away from the Strait of Hormuz in the north of the Sultanate by which more than 80% of the world's oil production passes.

In the sixth point:

SEZAD is one of the most important tools and keys for development not only for the center of Oman, but also for the future of development in all of Oman. It is the largest site of its kind in the Middle East for both tourism and industrial projects. The huge port is one of the international ports built in accordance with the highest technological standards and highest environmental conservation criteria, in addition to all commercial activities and activities related to fishing and related industries due to the huge fish wealth in the Arabian Sea and the mineral resources and tourism elements near the port. The dry dock is a great addition to the future economic development towards the construction of a strong Omani economy due to the strategic location of the dock to which most of the waves of the Arabian Sea reach and thus most of the arteries of navigation and ships. This makes the dock connect the East to the West and the Arabian Gulf countries in the Indian Ocean, reviving the ancient Silk Road.

Again, what should we pay attention to in our vision of what happens in Duqm?

In the forefront:

- Oman continues renewing its national economic project by adding new lungs that will attract more investments, jobs, economic growth and urban expansion. This means contributing to changing the economic and social map of the Sultanate until the end of the current decade, while changing its demographic map by increasing its population in anticipation of its next economic vision 2040.
- Oman is preparing to approach the next decade in line with its geographical location, cultural and cultural history and its ambitions to be a regional hub in the tourism, aviation, air, sea and land transport industry, which will result in a wide urban movement, commercial and economic prosperity and tourism growth in the coming years.
- Oman is moving through Duqm Port to a new type and required logistics services to write the region a new and different economic history benefiting from its strategic location overlooking the Arabian Sea open and near a number of international shipping lanes.
- The future vision of Duqm project is to set SEZAD on the global investment map to be a home for safe investment, an advanced business environment and a distinctive tourist destination to boost Oman's economy and diversify its sectors. Chinese investments are a model for the success of the project in attracting foreign investments, which means that Oman not only making ambitious economic and social transformations in the field of its development project, which adds at each stage new targets. This also means that the project in Duqm provides a vision of what was the Silk Road in one of its old stations on the seaside and today investment, political will and economic partnership is renewing its routes.

In Keeping abreast of the increase in the number of employees in the area

Operation of the First Medical Complex For Private Sector in Duqm



Opening clinics for General Medicine, pediatrics, Gynecology, obstetrics, general surgery and internal medicine

Procuring rooms for simple surgeries, first aid services and treatment of emergency cases

Duqm - :

KIMS Medical Complex (KMC) located at the Special Economic Zone at Al Duqm has commenced rendering its services on June 2017 to individuals and companies operating in this area as an endeavor exerted by the private sector to boost development in the area and this complex which was established by Eskin Investment Company is deemed as the first medical facility to be set up by the Private Sector at SEZAD and is operated and managed by KIMS Hospital of Oman.

The newly established medical complex aims at meeting and fulfilling the requirements of health Care for both the nationals and expatriates in this area. It aims also at meeting the increasing demands for the health services and the increment in the number of those employees working at SEZAD.

The newly established medical complex renders a variety of specialized health and medical services including without being limited to the General Medicine, dentistry, emergency, pediatrics, gynecology, general surgery, internal medicine, orthopedics, urology, and the complex is provided with medical examination labs, x-ray

facilities in addition to a pharmacy, operation room for simple surgeries and first aid services.

Handling the Emergency Cases:

The newly established complex can handle and deal with a variety of emergency cases such as severe pain, simple injuries and disturbances, light to moderate dyspnea and labored breathing, fever, dehydration, light to moderate stomach pains and aches, headache, chronic pains, injection. The complex receives those patients suffering from upper respiratory system infections, vomiting, diarrhea and many other diseases.

The Emergency procedures include without being limited to the following: ECG, suturing, bandage and dressing, Splinting, respiratory devices, removal of splinters and foreign objects and many other emergency cases.



Acting EMD of (OGC), speaks exclusively to  :

Duqm to receive gas in 2019

 **Interview by: Mohammed bin Ahmed Al-Shezawi**

Mr. Sultan bin Hamed al Burtmani, Acting Executive Managing Director EMD of Oman Gas Company (OGC), has affirmed the company's commitment to ensuring the supply of natural gas to Duqm Special Economic Zone (SEZD) in 2019, given the critical importance of this supply to, among other goals, the successful delivery of the Duqm Refinery and petrochemicals projects in the SEZ.

In an interview with , Mr. Al Burtmani said a number of contracts related to the execution of the Duqm natural gas pipeline project have already been awarded in the recent past. Notable is a tender for the supply of pipes, as well as a contract for construction of the pipeline from Saih Nahida to Duqm. During the course of this year, several other contracts linked to the smooth implementation of this strategically vital project are due to be awarded as well.

OGC is one of four verticals that form part of Oman Oil Company (OOC), the wholly Omani government-owned energy and strategic investment arm. As part of its vision to leverage its domestic and overseas investments to advance the Sultanate's economic development, OOC has grouped its midstream energy and related infrastructure investments into one vertical headed by Oman Gas Company. This vertical now comprises Affiliated companies include amongst others Salalah LPG, Musandam Power Company, Marafiq and Oman Shipping Company.






OGC pays great interest to gas supply project to SEZD



OGC has become a pivotal company for the development of facilities and infrastructure in the energy field



Gas supply plant to receive 15 million cubic meters of gas per day in the first phase of the project

Work in progress

Elaborating on the implementation of the Saih Nahida – Duqm gas pipeline project, Mr. Al Burtmani said the selected contractor commenced construction work on the 221-kilometre, 36-inch diameter line last November.

Two main gas supply stations

Also included in the project are two main gas supply stations – one at Saih Nahida and the other in Duqm. Additionally, a total of seven stations (with safety valves) will be constructed at 32-km intervals along the length of the pipeline. These stations are key to the safe operation, and shutdown when necessary, of the pipeline. Running alongside the pipeline is an optical fibre cable that will be linked to OGC's central control station at the company's headquarters in Muscat.

Two secondary lines

Included in the overall pipeline project, but procured under separate tenders, are two sec-

ondary lines that will extend out from the main station in Duqm. One is an 8km 32-inch diameter line that connects the main station with Duqm Refinery. This secondary line has also been designed to meet the feedstock and energy requirements of petrochemicals projects expected to materialize in the SEZD – an initiative that will help support investment inflows into Duqm. The second line is a 6km 18-inch diameter pipeline that connects the main gas supply station in Duqm with the facilities of the Centralised Utilities Company (Marafiq).

Gas supply capacity

Envisioned in the first phase of the pipeline project's development is a supply of 15 million cubic metres of gas per day from Saih Nahida to Duqm, according to the Acting Executive Managing Director. The quantum of supply is determined by the Ministry of Oil and Gas based on gas supply agreements concluded with investors in SEZD. However, supply can be ramped up to 25 million cubic metres





Sultan Al Bartamani with Editor in Chief during the interview

per day, which corresponds to the capacity of the main supply station in Duqm, based on demand growth and future expansions of the SEZ, Mr. Al Burtmani said, noting that gas will be sourced from BP Oman's Block 61 gas fields, as well as PDO's Saih Nahida and Saih Rawl fields.

Economic benefits

The Acting EMD described the Duqm gas pipeline project as a vital lifeline that will help sustain the operations of, among other investments, the Duqm Refinery and related petrochemicals schemes in SEZD.

Enhancing local value add

Underpinning this strategically important project is a strategy to unlock Oman's hydrocarbon resources in support of the nation's economic development, Mr. Al Burtmani stressed. Integral to this goal is OGC's commitment to supporting in-country value (ICV)

development and the growth of Omani small and medium enterprises (SMEs), he said. In line with this goal, OGC mandated the overseas pipeline supplier to undertake the internal and external casing of the pipes at local facilities. Consequently, Sohar-based TMK Gulf International Pipe Industry (GIPI), an Omani company, was selected to undertaking the casing sub-contracts upon the delivery of the pipes at Sohar Port. OGC has also been keenly following up on the ICV and Omanisation-related obligations of its contractors

In conclusion, Sultan bin Hamad Al Burtmani, Acting Executive Managing Director of Oman Gas Company, emphasized the mid-stream vertical's continued commitment to playing a critical part in the Sultanate's ongoing economic growth through the expansion and modernization of its gas transportation infrastructure to meet the nation's burgeoning energy needs.



Construction of two main gas supply plants and seven safety valve plants

Linking refinery, «Marafiq» and Petrochemicals Company with two secondary lines from the main station in Duqm

Plant poised to increase its capacity to 25 million m³ / day whenever needed

Completion of the formalization and Registration of «DND»

The Dry dock bolsters and enhances its successes as it receives the largest vessel since the inauguration of its operations



The Giant Iron Ore Bulk Carrier «Sohar Max» approaching the dry dock.

Dr. Ahmed Al Abri Said:
«The new company opens new horizons for investments in the fields of ships repairs and maintenance»

The plan adopted by Oman Drydock Company «ODC» includes the purchase of a floating dock serving both military and commercial vessels and ships.

Duqm -

During the month of May 2017 AD., Oman Drydock Company «ODC» has added a new success to its Portfolio of Excellence as it has received the largest vessel approaching the dry dock since its inauguration and operation in the year 2011 AD. which is the Giant Iron Ore Bulk Carrier and Freighter «Sohar Max» a property of OMAN SHIPPING COMPANY S.A.O.C. with the following specifications; Length: 360m, Width: 65 M, Tonnage: 400.000 Tons.

Oman Dry Dock Company «ODC» has conducted the maintenance and repair works required for this carrier which is deemed the twenty forth vessels in the fleet of OMAN SHIPPING COMPANY S.A.O.C. that was received by the Dry dock since its inauguration in the year 2011 AD.

Dr. Ahmed Bin Mohamed Al Abri in his capacity as ODC Deputy CEO added saying that cooperation with OMAN SHIPPING COMPANY S.A.O.C. as witnessed by receiving the giant LPG Tanker «Muscat» in October 2011 AD. Since that time, we had the honor and pleasure of receiving many vessels and tankers such as «Menah», «Saham», «Merbat», «Al Amerate» and «Samail».

He added that ODC has carried out integrated repair and maintenance works for the Giant Iron Ore bulk Freighter «Sohar Max» including without being limited to painting works, renovation of steel sheets, apart from many other repairs works paying tribute to the cooperation concluded with the local Omani companies.

Dr. Al Abri Said that such cooperation aims at enhancing the benefits derived from that national project which is deemed as one of the



The Giant LPG Tanker «Nizwa» anchored alongside the pier after completion of its repair works in the dry dock.



Sohar MAX during entered the Oman Dry-Dock at Duqm

company vision aiming at constituting real collaborations and partnerships with local companies in the field of rendering repair and maintenance works and technical and logistical support for the giant ships and RORO ferries.

Dr. Al Abri has indicated that ODC has received around 478 ships of various types and sizes since the inauguration and operation of the Dry Dock falling in 2011 AD and till late June 2017 AD. including a number of Super crude oil tankers, container ships, LNG and LPG tankers, chemicals tankers and RORO ships.

Duqm Naval Dockyard

In the same vein, Duqm Naval Dockyard which was established as a partnership between ODC and Babcock Naval Services; a British Company, has commenced its works in the field of rendering repair and maintenance services for military ships after completion of its registration during the month of June 2017 AD. as the first company operating in region specialized in this field.

Dr. Ahmed Bin Mohamed Al Abri who was elected as the Chairman of Duqm Naval Dock-

yard said: «The newly established company will open new horizons for investment in the fields of ships repairs and maintenance and it will serve as a new tributary for the national economy, adding that the plan adopted by the company includes the purchase of a floating dock serving the military and commercial vessels».

Moreover, Oman Drydock Company «ODC» holds 51% of the share capital of Duqm Naval Dockyard Company while the British Babcock International Group holds 49% of the shares of the new company's capital.

Dr. Ahmed Bin Mohamed Al Abri has indicated that the establishment of Duqm Naval Dockyard Company comes as a step in the strategy embraced by ODC which covered three phases, the first of which was concerned with the repair and maintenance of the ships, the second was concerned with transforming the ships from certain utilization into the other and the third phase of the company strategy was mainly concentrated on the building ships and the company is expected to commence this final phase by 2021AD.



Natural Gas ship (Nizwa) anchored in one of the berths after complet maintenance process at Dry-Dock

The Giant Iron Ore Bulk Carrier «Sohar Max» benefits from the Dry Dock services.

**The Giant Iron Ore Bulk Carrier «Sohar Max» Specifications are as follows:
Length: 360 m, Width: 65 m, Tonnage: 400.000 Tons**

Repair and Maintenance of 478 ships by late June 2017 AD

*Close Focus and Concentration on the Technical Aspects For
Future Sandblasting, Scrapping off and Painting Works*

ODC DISCUSSES ITS STRATEGY WITH POTENTIAL SUPPLY PARTNERS



Part of the convened meeting

**lication of two
coats of paint
over more
30.000 Sq.M
of the Vessel
Hull within
a period not
exceeding 12
hours**

Duqm -

ODC welcomed potential supply partners to its facility to outline its approach to blasting and painting activities, which are key to delivering its service to ship owners from around the world.

Regional and local suppliers sent senior representatives to the event which was hosted by ODC's Head of Supply Chain, Andrew Chapell.

Andrew welcomed the delegates and gave them an overview of the exciting and ambitious plans for the development of Duqm's special economic zone. With ODC being seen as key to regional success he emphasised the broader business opportunities that will come with the growth of the Al Wusta Region.

Then ODC's painting manager, Tim Emmer-son took the stage to speak about the technical

aspects of ODC's future blasting and painting requirements. Tim was able to show the application of 2 coats of paint to over 30 000 square meters of hull which in reality took just under 12 hours.

ODC is also looking for innovation from its future supply partners. The team were open about the technical and process challenges they face and recognised that the experts in the room may well have many of the answers.

As Andrew explained afterwards, this is the first of a series of supplier engagement days. "We have identified a number of areas where we are keen to establish more strategic relationships with key partners and you can expect to see a range of ODC collaboration events in the future".


The next supplier they will focus on steel and welding activities.



Mammoth Oil tanker
anchored at the
maintenance dock

«Invest in Duqm»

in International Cities

Duqm -  :

In line with its ambitious plan to attract investments, the Special Economic Zone Authority in Duqm (SEZAD) has participated this year in a series of conferences, events and economic gatherings hosted by a number of international cities including Tokyo, Johannesburg, Berlin, Prague and Dubai. SEZAD has also organized a promotional campaign in Cyprus under the motto “Invest in Duqm” in order to benefit from the growing relations between the two countries and attract investments.

These various participations aimed to highlight the investment opportunities available in the Special Economic Zone in Duqm (SEZD) and the incentives and facilities provided by SEZAD for investors. SEZAD also highlighted the projects under construction in SEZD.


Presentations and specialized seminars to introduce Duqm in (8) international cities




Review of investment opportunities for 600 people at the Arab-German Economic Forum



SEZAD Chair speaks at the Arab-German Forum

Member of Japanese Parliament: We will identify suitable investment opportunities for Japanese companies and investors

Call on the big companies specialized in the energy sector in South Africa to invest in Duqm

Capitals -

Cyprus was not the only station "Invest in Duqm" visited this year. The Special Economic Zone Authority in Duqm (SEZAD) and several companies operating in the Special Economic Zone in Duqm (SEZD) participated in a number of other events in which Duqm was present, notably the German-Arab Forum in Berlin attended by about 600 experts and decision makers in the Arab world and Germany in the fields of business and politics.

During the Forum, SEZAD presented a working paper on the investment climate in Duqm, the available investment opportunities,

the projects under implementation, the possibilities of Duqm and the incentives provided to investors.

H.E. Yahia bin Said Al-Jabri, SEZAD Chair and Head of the Omani delegation participating in the Forum, said in his speech before the speech that the «Sultanate is working to provide an attractive investment climate in the various economic sectors. The Sultanate is a key partner in this economic forum hoped to provide an appropriate environment that embodies the bonds of communication and partnership between the Arabs and Germans».

"The Twentieth Session of the Arab-German Economic Forum is particularly important in the



From the Arab-German Forum



promotion and expansion of the Arab-German economic relations, particularly in the development and growth of investment and trade during the last decade. This importance compounds by the current economic conditions in terms of oil prices and the search for alternatives to economic diversification through encouraging domestic and foreign investment and encouraging the growth and prosperity of other productive and service sectors,” elaborated Al-Jabri.

In his speech, he praised the efforts of the Sultanate and Germany to enhance their co-operation in various political and economic fields. He pointed out that the volume of trade exchange between the two countries reached about USD 922.6 million in 2015 and that there are many German companies operating in the Sultanate that contributed successfully in building infrastructure projects and gained the trust of Omanis. He noted the signing of the Agreement on Avoiding Double Taxation between the two countries on 15 September 2012 and the Agreement on the Promotion and Protection of Investments in force since 4 April 2010, in addition to academic and scientific cooperation and economic relations between the Omani and German companies.

Tokyo

SEZAD participation in the Shura Council delegation, which visited Japan during the cur-

rent year, is one of the participations through which SEZAD was able to clarify the investment opportunities in SEZD in front of a number of Japanese political, parliamentary and economic leaders.

The Shura Council delegation headed by H.E. Sheikh Khalid bin Hilal Al-Mawali, Chair of the Shura Council, discussed enhancing the parliamentary and economic relations between the Sultanate and Japan. The delegation also visited a number of major Japanese economic institutions.

During the visit, Saleh bin Homoud Al-Hasani, Director of Single-Window Station, provided a presentation on the investment opportunities in SEZAD and the projects under construction. He explained the importance of Duqm located on the international shipping lines and its various investment advantages, such as its geographical location, incentives, vast area of 2,000 km, variety of investment sectors available, and the presence of infrastructure supporting the growth of economic activities, such as Duqm Port, refinery, airport, dry dock and a number of heavy industry projects.

H.E. Keira Kitagami, Member of the Japanese Parliament, stressed the importance of the SEZD and promised to present and discuss these opportunities with the specialists of the Ministry of Economy of Japan and identify aspects in which the Japanese investors and

Ismail Al-Balushi:
Positive encounters in India as part of «Invest in Oman»

Indian companies specializing in petrochemicals, spare parts and real estate development are looking to invest in Duqm





One of the official meetings of the Omani delegation in South Africa

Introducing participants in the annual Dubai Investment Forum to the incentives provided by SEZAD

companies can invest.

South Africa

During the current year, SEZAD participated in the Omani delegation to South Africa headed by H.E. Dr. Ali bin Masoud Al-Sunaidi, Minister of Commerce and Industry.

The selection of SEZAD to participate in this delegation, which included a number of officials from the public and private sectors, out of the belief in SEZD role to attract investments and encourage major international companies to invest in the Sultanate.

During the visit, Saleh bin Homoud Al-Hasani, Director of Director of Single-Window Station, provided a presentation before H.E. Rob Davis, Minister of Trade and Industry of South Africa, in the presence of representatives of a number of major companies in South Africa. He explained in his presentation the economic importance of SEZD.

SEZAD participation aimed at attracting a number of major companies in South Africa to invest in the Sultanate, especially companies specialized in the energy sector due to its increasing importance to support the petrochemical industry.

Three cities in India

SEZAD also participated in «Invest in Oman» campaign organized by Ithraa in cooperation with the Confederation of Indian In-

dustry (CII) and the Omani Embassy in India to tour three Indian cities: New Delhi, Puna and Ahmedabad with the participation of a number of economic institutions in the Sultanate.

Ismail bin Ahmed Al-Balushi, SEZAD Deputy CEO and Head of the delegation, described the meetings in the three Indian cities as positive. The delegation was able to clarify the investment opportunities in the Sultanate and the fields in which Indian companies can invest.

«The experience of face to face bilateral meetings with investors and sitting down to exchange views and dialogue is much better than any other kind of negotiations to attract investment, as you meet the decision maker and can focus and convince him and deliver information to him faster and clearer,» said Al-Balushi.

«Since each institution has its own confidential information and privacy, business owners and investors do not strongly support public talk about the specifics of their institutions, so the dialogue table gives the parties complete relaxation in the exchange of conversations and discussions,» explained Al-Balushi.

The visit included a number of factories, including an ammonia plant, which expressed interest in investing in the SEZD. There was a meeting also with a company in the hotel sector, which expressed its desire to communicate with the real estate developers in SEZD. Another meeting took place with the repre-



One of the seminars held in India



Of bilateral meetings

representatives of a petrochemical company, who expressed its desire to establish a factory in Duqm to enhance its presence in its Asian and African markets.

During the visit, one of the companies working in the field of heavy equipment and spare parts used by cement companies and companies operating in the oil and gas sector wished to visit the Duqm to see investment opportunities and meet with officials of banks operating in the Sultanate to discuss financing.

The delegation's visit to India is part of the Sultanate's efforts to attract foreign investment and increase the volume of trade exchange between the Sultanate and India, thus contributing to promoting the performance of the Omani economy.

Prague

In the Czech capital Prague, SEZAD organized in cooperation with the Czech Ministry of Commerce and Industry, the Czech Republic Embassy in the Sultanate and the Chamber of Commerce and Industry of the Czech Republic an induction seminar on SEZD. This was to familiarize the Czech businesspeople and investors with the advantages and opportunities of investment and encourage them to invest in Duqm.

During the seminar, attended by representatives of 60 Czech companies, SEZAD provided a presentation on the investment

opportunities in Duqm, the incentives offered by SEZAD and the projects under construction and future projects. The presentation also discussed the investment climate in SEZD and the facilities and privileges offered by SEZAD to investors.

The seminar witnessed the attendance of Czech officials, businesspeople and representatives of Czech companies who welcomed the holding of a seminar in Prague on Duqm and expressed their aspiration to invest in it.

The Czech Republic is one of the most distinguished industrial powers in Europe and has many advantages and competitive capabilities, both industrial and commercial.

Annual Dubai Investment Forum

In April, SEZAD participated in the annual Dubai Investment Forum, United Arab Emirates, with the participation of Ithraa, OCCI, Port Duqm Company, Omani Tourism Development Company (Omran) and National Bank of Oman.


The Sultanate, during its participation, presented a joint visual presentation started by Ithraa with a focus on the investment environment in the Sultanate and then SEZAD to assess the investment opportunities and incentives provided by SEZAD. Then followed Duqm Port on the possibilities of the port and its objectives and then Omran Company on its tourism projects in the Sultanate.

Joint efforts of SEZAD and the Embassy of the Czech Republic to inform the business community in Prague of the investment possibilities in Duqm



Speakers at the induction seminar held in the Czech Republic

Promotional campaign in Cyprus to introduce investment opportunities in Duqm

Nicosia - :

Yahia Al-Jabri: The Sultanate is working to provide an attractive environment for investment

The Sultanate's location qualifies it to play a global role in the logistics and maritime transport sector

H.E. Yahia Bin Said Al-Jabri, Chairperson of the Special Economic Zone Authority in Duqm (SEZAD) asserted that the Sultanate is working to provide an attractive and safe investment environment. He stressed the government's keenness on supporting economic growth, diversification of national income, investment encouragement, and activating the performance of various economic sectors, pointing out that the Ninth Five Year Plan (2016 - 2020) focuses on the sectors of manufacturing, transport, logistics, mining, tourism and fisheries.

In his speech at a seminar held in the Cypriot capital of Nicosia within the promotional campaign «Invest in Duqm», Al-Jabri noted the Sultanate's position among the world countries in terms of security and stability. He said that this feature enabled the Sultanate to become a country with encouraging and attractive climate for investment pointing a number of facilities and incentives provided by the government to investors and infrastructure supporting investment, represented in the networks of roads, ports, airports, and industrial, free and economic zones.

"The Sultanate enjoys a geographical location that can make it play an important interna-

tional role in the logistics sector and services related to maritime transport. The Sultanate is characterized by its proximity to the international shipping lines and its distinctive location on the Arabian Sea connected to the Indian Ocean, which makes investment in the logistics sector very important. The Sultanate ranks 48th in the International Logistics Management Index for 2016 out of 160 countries," added Al-Jabri.

Promoting Trade and Investment

In his speech, Al-Jabri commended the good relations between the two friendly countries and the good efforts exerted by the Sultanate and the Republic of Cyprus to promote inter-trade exchange and encourage the trade and investment movement. He also indicated that SEZAD welcomes the Cypriot investments.

The seminar held under the patronage of H.E. Demetris Syllouris, Speaker of Cyprus House of Representatives, focused on introducing the investment opportunities available in the Sultanate in general and SEZAD in particular. The participants from SEZAD, the Public Authority for Investment Promotion and Export Development (Ithraa), Oman Oil Company (OOC), Duqm Port, Wanfang Oman Company, and Oman Chamber of Commerce and Industry





Manager of Promotion Department presents a paper on investment opportunities

(OCCI) presented a number of working papers and presentations to highlight these issues.

Introduction of Heavy Industries

Hilal bin Ali Al-Kharousi, CEO of OOC, delivered a visual presentation on the projects implemented by OOC in the SEZD. He said that OOC is leading a number of heavy industries in Duqm, such as Duqm Refinery, Petrochemical Industries Complex and Oil Storage Center. It tried through the forum to provide a clear image of this vital sector in SEZD.

"We provided a visual presentation on heavy industries to representatives of Cypriot companies, and this will strengthen their confidence in SEZD and encourage them to invest in it. Moreover, the bilateral meetings, which included representatives of Omani companies and of Cypriot companies, contributed to the clarification of the investment climate to them," added Al-Kharousi.

Attracting Investments to the Sultanate

Faisal Al-Hinaey, Head of Service Invest-

ment Department in the Public Authority for Investment Promotion and Export Development (Ithraa), who presented a paper on Ithraa efforts in promotional campaigns indicated that attraction of foreign investments and highlighting investment opportunities available in the Sultanate is one of the most common goals of Ithraa. It seeks to achieve this goal with the various stakeholders involved in the investment sector. "We recognize that complementarity and joint action in the field of promotion of the Sultanate will contribute to making it an important investment destination, and will open the way for investors in a country like Cyprus to identify the facilities and incentives enjoyed by the investment environment in a Sultanate of general and SEZD particularly. SEZD has been gaining growing economic importance and has become today a regional important station for maritime transport and an integrated industrial database waiting for more investments," stated Al-Hinaey.

Hilal Al-Kharousi:
Providing a clear picture of the heavy industry sector

Faisal Al-Hinaey:
Duqm is an integrated industrial base waiting for more investments



Attendees follow the seminar

The Cypriot President receives SEZAD Chair



President of Cyprus during his meeting with SEZAD Chair

**SEZAD Chair
confirms the
Sultanate's
welcome
to Cypriot
investors**

Nicosia - :

H.E. Nicos Anastasiades, President of the Republic of Cyprus, received H.E. Yahia bin Said Al Jabri, Chairperson of the Special Economic Zone Authority in Duqm (SEZAD), on the sidelines of the «Invest in Duqm» campaign organized by SEZAD in the Cypriot capital of Nicosia from 23 to 26 May 2017.

The meeting reviewed the economic relations between the Sultanate and Cyprus and ways of enhancing them to serve both sides. H.E. Yahia bin Said Al-Jabri explained to the Cypriot President the investment climate in the Sultanate in general and SEZAD in particular while confirming that the Sultanate welcomes the Cypriot investors.

H.E. Chair of SEZAD met with H.E. Deme-

tris Syllouris, Speaker of Cyprus House of Representatives, H.E. Harris Georgiades, Minister of Finance, and H.E. Ioannis Kasoulides, Minister of Foreign Affairs. During the meetings, they discussed aspects of trade and investment cooperation and enhancing economic relations between the two countries.

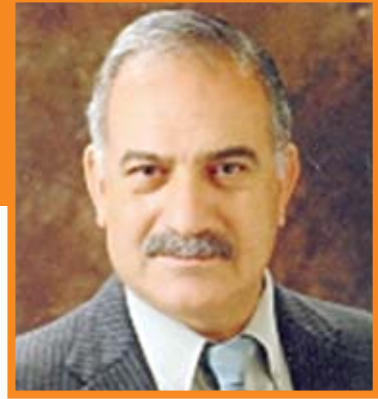
H.E. Al-Jabri explained to the Cypriot side the Sultanate's investment climate and its good results in international indicators such as Ease of Doing Business Index 2017 issued by the World Bank and International Finance Corporation (IFC). He also highlighted the Sultanate's advanced position in the indexes of ease of business start-up, ease in trading across borders, ease of investor protection, ease of execution of contracts and settlement of insolvency cases.



During the meeting with the Speaker of
Cyprus House of Representative



... and with the Minister of Finance



Towards Marketing Duqm City Projects Globally

The Special Economic Zone Authority in Duqm (SEZAD) has been exerting continuous efforts to market the projects of the Special Economic Zone in Duqm (SEZD) and attract national and foreign investments. It has completed a number of mega projects planned in Duqm. SEZAD continues to complete the projects specified in the Ninth Five-Year Plan (SEZD).

If we compare Duqm projects with any other project in the region, we can say that Duqm projects are the largest and the most competitive candidates due to their integrated services. The port, dry dock, fishing port, fish industry area, hotel and resort area, oil storage complex, airport, the new city, oil refinery and the petrochemical complex are projects that no other city in the world has ever included in such an integrated manner.

When reviewing dozens of SEZD projects and economic diversification projects «tanfeedh», their global marketing is very limited compared to the marketing plans of Gulf and Asian projects. If we follow the expenditures by governments and companies on advertising marketing for their production and service projects or even project ideas in spectacular ads on satellite channels and even in the means of social communication, we would realize the fierce competition to attract foreign investment and open markets to products or tourist attraction.

Expanding marketing to infinite horizons in form and content is achievable at lower costs through the revolution of electronics and communications. E-marketing, which transcended local and regional borders, has replaced marketing by other traditional means. Governments and companies have devised strategic plans to address the global investor by advertising products through digital advertising, which includes television satellite channels, global sports fields, and even search engines and social media.

The e-advertising market is witnessing a significant global recovery. This sector has seen a boom in the Gulf region as e-advertising prices are accelerating as demand increases. The profitability results for companies operating in this sector confirm its importance for marketing.

It is also noticeable that there is also an increasing interest in advertising Gulf projects on European and Amer-

ican satellite channels. The emergence of satellite television has had a significant impact on marketing projects and attracting investments to governments and companies. Since most television channels, except government ones, rely on commercial advertising or paid programs for anyone wishing to market their products or highlight their projects, it is easy and affordable to market any product or service or tourism project.

The governments and companies in Asia and the Gulf have not only made audio, visual and readable advertising, but also contacted the countries whose governments and companies are classified as the most globally invested to contract with their airlines to screen promotions of their tourism and projects as in a number of European, American and British airlines.

Therefore, the giant development projects of the Sultanate must go to electronic commerce, which has spread since the nineties of the twentieth century through the Internet. It has facilitated the marketing of any commercial activity through global communications systems. In addition to the Internet, the means would include mobile phone fixed telephone, television and other electronic means of communication. The benefits gained by emerging countries and large companies from marketing their products electronically in the era of Internet technology have led world countries and major companies to compete in securing a global television station or advertising company to reach major markets and market their products.

In view of SEZAD vision of SEZD, which defines SEZD as a regional hub for maritime transport and supporting logistics services, and an attractive location for investments in the petrochemical, transportation, manufacturing and fisheries sectors, and a distinct tourist destination on the Arabian Sea, it is appropriate that these projects reach the various world countries through e-marketing. In this way, the world will know Duqm and its current and future plans to be an integrated city with its harbor, airport, tourism, industries, civil services, logistics and all its advantages for investment and living.

All this must come out to the world by marketing through satellite channels, the Internet and any media that goes beyond local marketing.

Signs a Usufruct Agreement for the Establishment of Ras Markaz Crude Oil Storage Terminal



Ras Marakz project will dress the Sultanate of Oman to become an international center for the storage of Crude Oil and its Derivatives

Muscat - :

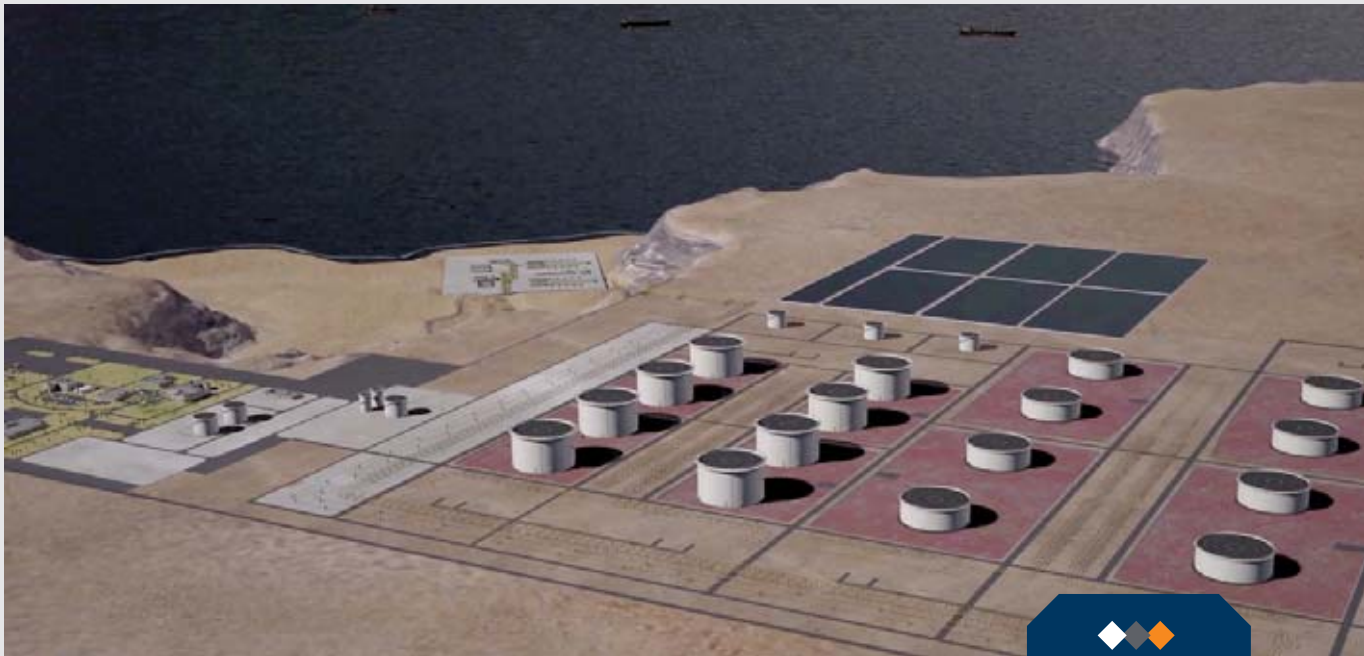
The Special Economic Zone Authority at Duqm «SEZAD» has granted Oman Tank Terminal Company LLC «OTTCO» a Usufruct Right to construct Ras Markaz Crude Oil Storage Terminal. Oman Tank Terminal Company LLC «OTTCO» is one of Oman Oil Company's subsidiaries, the Investment Arm for the Sultanate of Oman in the field of Oil and Gas Industry.

The agreement was executed on behalf of SEZAD by H.E. Yahia Bin Said Bin Abdullah Al Jabri in his capacity as the Chairman of the Board

and on behalf of Oman Tank Terminal Company LLC «OTTCO» by Eng. Isam Bin Saud Al Zadjali, CEO of Oman Oil Company and Said Bin Hamoud AL Maawali as the Director of OTTCO

The establishment of Ras Markaz Crude Oil Storage Terminal falls under the Sultanate's Promising Plan for Economic Diversification and Maintaining a Crude Oil Storage Terminal for Oman and as an endeavor to dress the Sultanate of Oman to become an international center for the storage of Crude Oil and its Derivatives Leveraging in this regard upon its particular geographic location alongside the Indian Ocean.





Moreover, the newly established terminal will help the Sultanate of Oman find an additional port for the export of crude oil.

Ras Markaz is located 70 KM south of Al Duqm Centre and it was added to SEZAD by virtue of Royal Decree No. (RD 5/2016) issued on 28 January 2016 AD. The total area allocated for Ras Markaz Crude Oil Storage Terminal is 1253 Hectares which is deemed convenient for high storage capacities.

The agreement grants Oman Tank Terminal Company LLC «OTTCO» exclusive rights for the storage of crude oil and its derivatives in Ras Markaz Area for a period of twenty (20) Years and for Five (5) Years in The Special Economic Zone Authority at Duqm «SEZAD» as a whole provided that no other company will be permitted to establish or carry on any similar activity i.e. the storage of crude oil and its derivatives during these periods and locations.

Five Stages of Development Plan:

The agreement which will last for 40 years stipulates upon the development of Ras Markaz Area under a Five Year Plan which will cover the establishment and construction of Tanks for the

storage of crude oil and its derivatives, establishment of floating platforms and piers for the import and export of crude oil and its derivatives, pier for the tug boats under water pipelines to receive and export oil with lengths ranging from 5 Km to 7 Km. The plan will cover also the establishment of a plant for pumping oil to the tanks. The Project will include laboratories, control rooms, administrative offices for the company in addition to the other safety and securities facilities. The new terminal will be designed in a manner to allow for blending , loading and unloading the ships at reasonable times the matter that help the clients save the logistic costs deeming it as a competitive privilege. Moreover, the geographic advantages for Ras Markaz location will provide and maintain a free access to the newly established terminal with an operational capacity around 99%.

The Storage Capacity:

According to the agreement, the storage capacity for the newly established terminal during Phase I will amount to 26 Million Barrels and it will be executed along a period of ten (10) years commencing as of the date of contract signa-

1.7 Billion dollars, the volume of the investments during phase one of this promising project

Allocation of 1253 Hectares of land for the Crude Oil Storage Terminal for 40 years



◆◆◆
The Storage Capacity will reach 26 Million barrels during Phase I

◆◆◆
Establishment of tanks for the storage of Crude Oil and its Derivatives and Floating Platforms for oil import and export.

◆◆◆
Execution of Marine Facilities to import and export oil with a handling capacity amounting to 100,000 Barrels per hour (B/H) during Phase I of this project.



ture, and the company will gradually increase its capacity as per the growth of the demand.

Volume of Investments in Phase I:

According to the agreement, Oman Tank Terminal Company LLC «OTTCO» will be committed to develop all five phases either personally or via investment consortium or by means of soliciting and utilization of third parties' investments.

Total investment during phase I is expected to reach 1 billion and 756 million US Dollars inclusive of 815 million US Dollars invested to cover the costs for the Crude Oil Tanks and 941 million US Dollars covering the costs for the construction of the marine and other infrastructure facilities.

Phase I will cover the construction of Crude Oil Storage Tanks with capacity of 26 million barrels. Moreover, during phase I, Oman Tank

Terminal Company LLC «OTTCO» will execute marine facilities for importing and exporting Crude oil with a handling capacity of 100 barrel per hour during this phase of the project apart from the onshore Pumping Plant and the basic internal infrastructure within the boundaries of the area.

Investments of the Remaining Phases:

Volume of investments for Phase II tanks is expected to be around 700 million US Dollars, 225 million US Dollars for the basic infrastructure facilities, Oman Tank Terminal Company LLC «OTTCO» has estimated the investments required for the remaining three phases in an amount of 700 million US Dollars for each phase for the construction of the crude oil storage tanks and approx. 381 million US Dollars for each phase required for the establishment of the basic infrastructure facilities.



The Third Logistical Forum for Duqm Port Tackles Development of Logistical Services



Muscat -


Port of Duqm Company is working to expand cooperation with relevant stakeholders to develop logistical services at Port of Duqm, said the CEO of the Port of Duqm Company; Reggy Vermeulen.

Speaking before the Third Logistical Forum held in May, Vermeulen said the Port of Duqm Company is seeking to hold annual meetings to shore up trade relations between the Port of Duqm, stakeholders, investors, service providers in the logistical field, adding that given the current pace of developments at the Special Economic Zone at Duqm in general and the Port of Duqm in particular, it is becoming increasingly important to demonstrate the achievement of the short and mid-term plans to develop the zone and the port.


He continued: As such we want to realize a constant dialogue which will help us as well to understand even better their exact requirements and wishes. Only then we can be sure not to

have missed any opportunity and provide the level of service we aim for».

During this forum, PDC shed light on a number of topics including: A general overview of the developments in the SEZD area, and a specific update of the Duqm refinery project, The latest news on the Sino Oman Industrial City in Duqm (Wanfeng), An overview of all the different awarded Infrastructure Packages which are finishing the crucial parts of the entire Port area which allows PDC to evolve into a global player in all possible industries by 2019. An overview of current activity level in the Port as well as a detailed plan how new cargo flows are expected to be attracted in the short and longer term, Latest developments in the Port's logistic and industrial areas, The views and suggestions of Oil & Gas and logistics companies in various fields and the importance of Duqm in their supply chain, The applied customs regime in the Duqm area and how Customs & ROP authorities are supporting the economic development in Duqm


CEO: Dialogue Provides Knowledge of Requirements of Service Providers and their Future Ambitions


Oil, Gas and Logistical Services Companies Confirm the Port's Importance in its Supply Chain


SEZAD Custom Studies and Mechanism to Boost Economic Development Discussed



The Competitive Determinants of Sea Ports

Years ago, a majority of the world's seaports enjoyed conventional control over the trading of goods in its local geographic scopes that are shaped by the movement of imports and exports for the foreign trade of states through their seaports. This created control area for each seaport over a certain geographic area for each state and a monopoly over incoming and outgoing trade services. This area was thus titled the Captive Hinterland, in which the seaport sees very little competition. Accordingly, seaports in the past relied heavily on their geographical locations based on the Captive Hinterland which is served by a seaport/ container terminal and this area was largely treated as the area under the monopoly of this seaport/ container terminal, in a way that the growth of production activities in this geographical area is the main factor influencing the growth of transport movement rate in that port. During this era, the issue of competition seemed irrelevant in the field of seaports/ container handling terminals, which set its primary focus on the provision of transport and handling services for the Captive Hinterland as the primary business scope.

However, several international economy changes and developments transformed the outlook for seaports/ container terminals into a very competitive one, these changes include:

- The major technological advancements in infrastructure, transport technologies and systems (land, sea, river, air and railway) which transformed the Captive Hinterland into a Competitive Hinterland.
- Containers movement and the corresponding increase in reshipping activities which, in turn, led to the differentiation of seaports into primary and secondary seaports, which fueled primacy competition among seaports.
- Increased adoption of multimedia international shipping applications, and the rapid development in corporate activities and operations of shipping agents, contractors, logistical service providers relying on greater experience and more flexibility in the selection of transport methods and routes to achieve cost and time effectiveness, the matter that increased competition among seaports to attract shipping agents and contractors.
- International political, economic and legal developments that led to the creation of new international political and economic entities (alliances, conglomerates, blocs, treaties...) that facilitated the movement of goods among states and economic blocs, therefore, giving rise to the possibility for a state to become the hinterland of another.

These parameters were largely manifested in containerization (transport using containers) which led to economic and technical savings in transport operations that primarily emerged due to the pattern standardization of transported goods. These surpluses and savings helped containerization become a corner stone of the multimedia international

transport system that integrates various transport media. This had a direct impact on seaports/ container handling terminals, which entered into fierce competition to become international/ regional primary seaports that rely on direct transport services and naval routes instead of competing for secondary services. Such competition became no longer limited to seaports but also attracted regular shipping lines and companies, international multimedia transport contractor.

The scope of competition expanded beyond the arena of the exchange of goods, transport services and containers handling to competition for a piece of the added value cake from the process of transporting goods from the country of origin to their final destinations. This led to a state of overlapping and interconnection as the concept of seaport services and container terminals grew to encompass many integrated and interconnected and interweaved elements rendering the issue of competitive advantage harder to achieve without an holistic and comprehensive strategy through which seaports/ container handling terminals must be able to see the scope of competition, and consequently, implement appropriate measures to achieve competitive advantage taking into consideration the various decisive factors for the success of seaports/ container terminals in achieving objectives. Such achievement will only be possible through the analysis of strengths and weaknesses of seaports and their competitiveness and taking into account a number of considerations, most importantly, geographical location, operation capacities, market conditions and recession and recovery cycles, degree of competition with other seaports/ container handling terminals, customer requirements and needs, product quality considerations, properties, costs and pricing, so that all these factors eventually merge in a single crucible that allows and helps the seaport/ container terminal achieve and maintain a higher competitive advantage against others.

Competitive Determinants of Seaports

1. Volume of International Trade Available at the Port

The volume of maritime trade is directly proportional to the seaport's ability to attract shipping lines vessels. Therefore, export trade volume at the port must be increased to attract shipping lines given that shipping lines much sustain volume economies. Nevertheless, the increased capacities of ships used by shipping lines requires a corresponding and reasonably proportionate to increase in the trade volume.

2. Cost of Services Provided to Vessels

Costs of services provided by the seaport serve as a main factor to attract vessel and shipping lines. These

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costs include charges and tariffs collected from vessels (naval charges, anchorage and pilotage charges, tugboat charges, port entry and departure charges, handling and storage services charges and other charges for services provided by the seaport. Given the importance of this factor, many seaports lower charges and tariffs to attract shipping lines. This measure is considered an integral part of the competitive package which must take into consideration the charges and tariffs of competing seaports.

3. Availability and Smooth Operation of Transport

Among the other factors that are deemed as attractive to vessels of shipping lines is the availability of transport services in the port and the ease and smooth operation of transport. This includes transport by railway and trucks. The more available are the means of transport, the easier are communications, movement and transportation activities inside the seaport when means of transport connect the seaport to the Captive Hinterland in the state or neighboring states are available.

4. The Capacity of Cargo and Container Handling Terminals

The available capacity of cargo and container terminals at the seaport is among the key factors for attracting vessels to shipping lines, this includes the capacity of docks and moorages. The longitudinal extension of the dock must meet requirements of vessels of shipping lines, while taking into account that general trend among shipping lines to increase sizes and capacities of its vessels. It is common for shipping lines today to operate huge container ships exceeding 350 meters in length with a draft reaching 16 meters in depth and a load capacity of up to 18000 equivalent containers. Therefore, the length of the dock must sufficiently accommodate the lengths of these vessels. Furthermore, the storage yards must be of sufficient capacity to accommodate the cargo volume and container numbers. The same applies to ad hoc warehouse and storages.

5. Provision of Secondary Vessels Services

This factor helps deliver cargo to seaports in proximity of the original port, and the eventual arrival of cargo to their final destination. This is a much sought after service by shipping lines as it helps divert traffic from a congested geographical area, therefore, the provision by the port of this service adds economic value to cargo and containers,

and in turn, meets logistical services requirements. Therefore, the provision by the port of these services represents a key element to attract shipping lines.

6. Customs Clearance and Inspection

This element serves as one of the key elements that affect the logistical chain and therefore, greatly influences overhead costs. Efficiency of customs and cargo inspection and clearance procedures and the port's ability to complete these procedures in the shortest time possible using modern inspection technology and information technology represents a major source of attraction to shipping lines.

7. Safety, Security and Environment «SS&E»

Ports and container handling terminals must be capable of providing essential security services and allocated docks for hazardous cargo. The relationship between security and the logistical chain is clear. The logistical chain is based on the successful issuance of security clearances for all stages of the logistical process starting from the product until the consumer. Ports must also implement necessary anti-pollution measures including offering discounted charges for vessels with emission levels that are lower than standard levels set by the port.

8. Shipping and Maritime Facilities

Seaports should be able to provide necessary shipping facilities for the entry of vessels and navigation within the port and their moorage. Modern ships have drafts reaching 14.5 meters in depth therefore; ports must deepen its passageways to help vessels safely navigate through while taking into account tidal effects. Ports must also train naval guides and pilots to maneuver vessels under all weather conditions for efficient and smooth navigational operations.

9. Operational Efficiency

This element covers the capacity of the work force, equipment and installation efficiency. Shipping lines require high productivity container terminals. Operational efficiency is among the key demands of shipping lines for container terminals, which must be equipped with special specifications cranes for the provision of the needed services. Lack of such cranes effectively renders the container terminal unqualified for the provision of such services.



Exporting the first shipment of limestone through Duqm Port



**Commercial
Director:
We are
working to
make the
Port a major
international
center for
the export of
metallurgical
industries**

Duqm - :

In May, Duqm Port witnessed the first shipment of limestone through the commercial pier.

The shipment was 55,000 metric tons transported to an Indian port. Limestone is mainly used in the steel and cement industries and the manufacture of gypsum and glass boards.

«The Port aims to support the mineral sector, which is one of the sectors the Sultanate is focusing on as part of its economic diversification plan,» said Erwin Mortelmans, Commercial Director of Duqm Port.

«We have started exporting the first amount of dolomite stone successfully in February 2016. The dolomite stone is a metal stone extracted from the area close to SEZD. The shipment of this substance shall certainly promote the level of activity of the Port,» added Erwin.

Erwin said that the Duqm Port is marketing the mineral wealth in Al-Wusta Governorate by supporting all export operations in large quantities and volumes of trade, adding that these quantities will increase in the future.

He said the port is fully equipped to accommodate these quantities and in the



shortest possible time, and will further develop itself to become a major international hub for the export of metallurgical industries over the next few years.

Due to the existing industrial potential and activities of SEZD in the mineral export sector, the dry bulk dock, which has a current capacity of 5 million tons per year, has been developed in the first phase.

It is worth mentioning that Al-Sahra Trading & Contracting Company is extracting and exporting limestone from a quarry about 40 km away from the Port. This quarry contains more than 200 million tons of limestone.



**Supporting
all export
operations
in large
commercial
quantities
and sizes**





Application of the Omanization rate in Duqm projects contributes to the provision of many job opportunities for citizens.

SEZAD stresses the need to apply the Omanization rate in projects of Duqm

Muscat -  :

The Economic Zone Authority stressed the need for companies operating in the region to comply with the Omanization rate motioned earlier which is 10%.

This came in a decision issued by the Authority on the implementation of Decree No. (90/2014) which determines the percentage of Omanization in the projects of the Economic Zone of Duqm.

The Authority aims from its new decree No. (33/2017) to ensure the compliance of companies operating in the economic zone with the Omanization rate previously motioned which is 10%.

The new decree states that the specialized authorities shall coordinate among themselves as follows:


1. Regarding companies implementing government projects in the region, their compliance with the specified Omanization rate shall be ensured by the coordination of The Projects Department and the Partnership

and Development Department.


2. Regarding registered companies in the region, their compliance with the specified Omanization rate shall be verified by the coordination between The One station and The Partnership and Development Department.

The decree assigned to The Partnership and Development Department coordination with the companies addressing the two articles (1 and 2) to announce job vacancies in the projects being implemented in the region, as well as the task of coordinating with the Public Authority of Manpower Register, in the matter of knowing the statistics of the labor force and job seekers in Duqm and AlWusta Governorate, and the development of training programs concerning the operating in coordination with companies operating in the region.

Worthy of mentioning is that the Decree 90/2014 issued on 30 September 2014 determines the percentage of Omanization in projects in the Economic Zone of Duqm (10%), and this percentage shall be reviewed every 3 years from the date of issue.


Companies addressed are required to announce job vacancies in projects which are being implemented


Coordinate with Public Authority of Manpower Register to find out the numbers of jobseekers


Develop training programs concerning the operating in coordination with companies operating in the region





**Mohammed bin
Ahmed Al-Shezawi**
Editor-in-chief



***Tourism elements
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world's coastal
cities***

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Summer in Duqm

Duqm occupies an ideal location on the Arabian Sea, open to the Indian Ocean. In the summer, the temperature is moderate at 20° C, which qualifies it to be a distinctive summer tourist destination added to other tourist destinations in the Sultanate.

Natural beauty, tranquility, warm climate and beaches overlooking the Arabian Sea on the Indian Ocean characterize Duqm. These are tourism elements that can be invested in establishing a thriving tourist industry, such as marine tourism, which is gaining increasing interest in many of the world's coastal cities. Duqm is also near to Arabia Oryx Reserve, which encourages the citizens, tourists and residents to avail themselves of their presence in Duqm to visit the Reserve. Duqm is also known for its rock garden, which includes a variety of rocks with shapes and patterns that puzzle visitors. There are many tourist attractions, which can be a fertile ground for private sector investment in this area

Duqm is almost midway between Dhofar Governorate, with its moderate temperatures in the summer, which drops to about 25 degrees Celsius, and Muscat, where the temperature rises to 40 degrees Celsius. This renders Duqm an ideal stop for passengers between Salalah and Muscat to take a rest before resuming their journey. They can enjoy the cool breeze, clear skies, and tranquil place. Duqm has various hoteling options, such as the 3-star Al-Madina Hotel, the Park Inn hotel and resort as built as per chalet system, and the Crowne Plaza Hotel, which is in a prime location off Duqm beach.

The tourism components and incentives provided by the Economic Zone Authority in Dokum provide many elements of success for tourism companies wishing to invest in the tourism sector. We believe that the establishment of companies to invest in the establishment of marine activities or organize visits to tourist attractions will contribute to the revitalization of this vital sector and makes Duqm A major attraction on the banks of the ocean.