



CONTENTS



H.E. Yahya Said al Jabri
Open for business



Lee Chee Khian
An economic game-changer called Duqm



Ismail bin Ahmed al Balushi
SEZAD: One-Stop for Business



Duqm SEZ Infrastructure
Underpinning a mega logistics hub



Oman Oil Company SAOC:
Anchoring Duqm's long-term growth



Port of Duqm Company
Era of container shipping is nigh



Oman Drydock Company SAOC
Middle East's premier pit-stop for ship maintenance and repairs



Industrial Fisheries Zone:
Harvesting the ocean's bounty

His Majesty Sultan Qaboos bin Said





Duqm SEZ:
**Duqm in the
spotlight of investors**

H.E. Yahya Said al Jabri
Chairman

*Duqm played host
to a succession of
delegations from
within and outside
the Sultanate*

The Special Economic Zone Authority at Duqm (SEZAD) has come a long way in preparing the ground for realizing the vision of His Majesty Sultan Qaboos bin Said for Duqm. Over the past three years since the Authority was establishment, a number of milestones have been achieved in delivering this landmark project in line with the government’s vision to develop Duqm as an engine of economic growth, which in turn will create a new source of national revenue, catalyse employment generation for young Omanis, and fuel the wider development of Wusta Governorate.

Established on October 26, 2011, SEZAD has within a short timeframe riveted the interest of investors thanks to the immense opportunities associated with this endeavour. Anchor projects like the Port of Duqm, Oman Dry-dock Company’s ship repair yard, and the refining and petrochemicals complex of Duqm Refinery, have unlocked a wealth of opportunities for new investment and support services. Accentuating this appeal is the bonanza of opportunities that will emerge from the development of tourism, real estate, commerce, and logistics activities in Duqm. The Authority has pitched in with an array of incentives and services, while also putting in place a one-stop-shop to facilitate investments. A concerted promotional campaign coupled with seminars conducted by SEZAD within and outside the Sultanate over the past years has helped put Duqm firmly on the world map as an attractive investment destination.

Over the course of 2014, Duqm played host to a succession of delegations from within and outside the Sultanate, made up of investors eager to assess for themselves the opportunities associated with the SEZ. These visits have translated into firm investment commitments as attested by the array of usufruct and development agreements signed by the Authority with various parties. Private sector investments in the SEZ and the wider Duqm area now top the OMR 300 million mark.

Among the major milestones of 2014 was the signing of provisional usufruct agreements with Duqm Refinery and Petrochemical Company covering a

900-hectare site for the establishment of a 230,000 barrels per day (bpd) capacity heavy oil refinery.

We are also proud to have set up and operationalised two branches of the Single Window System – one in Muscat and the other at SEZAD Duqm – to provide a full spectrum of services to investors. The Authority’s investment arm, Oman Company for Duqm Development SAOC, has also been set up to undertake infrastructure projects that will add to the SEZ’s investment appeal. The Authority effectively becomes a regulator and licensor with a mandate to ensure that the SEZ’s development is in line with prescribed objectives.

Another notable highlight of 2014 was the launch of early operations of Duqm Airport, and the opening of Duqm Frontier Town. The latter facility provides comfortable accommodation to workers employed by Oman Dry-Dock Company and a number of other companies operating in the SEZ. In addition to the opening of the 4-star Crowne Plaza Duqm Hotel, the Authority formally inaugurated the Park Inn Hotel and Spa Duqm in January 2015 to enhance Duqm’s appeal to tourists and the investment community.

At the same time, the government has been forging ahead with Duqm’s infrastructure development. Already in place or in operation are several anchor projects, such as Port of Duqm, the ship repair yard, Duqm Airport, road network, power plant, water desalination capacity, and hotels. The private sector has begun investing in the zone as well. In 2014, we signed usufruct and development agreements with a number of local companies for the establishment of industrial, commercial, leisure and recreational ventures. These investments have also fuelled the demand for goods and services in Duqm, helping in turn open up new business opportunities for companies and also create jobs for young Omanis.

At SEZAD, we are leaving no stone unturned in boosting investments into Duqm, while pressing ahead with our efforts to keep the Duqm SEZ firmly in the spotlight as an attractive destination for investment.



الدقم
هيئة المنطقة الاقتصادية الخاصة
Special Economic Zone Authority
سلطنة عُمان
Sultanate of Oman

Tel +968 24507500
Fax +968 24587400
Email info@duqm.com
website www.duqm.gov.om

Published by



مؤسسة عمان للنشر والإعلان
Oman Establishment for Press, Publication and Advertising

SEZAD

Chairman
CEO
Deputy CEO
Communications Department

H.E. Yahya Said al Jabri
Lee Chee Khian
Ismail Ahmed al Balushi
Mohammed al Shezawi

OEPPA

CEO
Editor in Chief
Magazine Editor
Business Development Department

Dr. Ibrahim Ahmed al Kindi
Abdullah Salim al Shueili
Conrad Prabhu
Fatema Al Gilani
Prem Varghese
Abdul Aziz al Shukaili
Irine Mariam Raju
Karen Jane Stephen
Sam Kutty
Ali Jawish

Editorial contribution
Design

Mr. Lee Chee Khian, CEO:

A new growth pole for Oman

Development of Duqm SEZ's infrastructural underpinnings is set to make further headway during the course of 2015, in parallel with an aggressive campaign to promote Oman's biggest industrial hub regionally and internationally, says Mr. Lee Chee Khian, Chief Executive Officer.

SEZAD Chief Executive Officer Mr. Lee Chee Khian prides himself as a true believer of Duqm's potential to evolve into a new growth pole that will fuel Oman's long-term economic development.

It is this conviction – a belief he shares with fellow colleagues at SEZAD – that has kept spirits buoyed at the Authority despite the slump in international crude oil prices that has crimped the budgetary expenditures of many oil-dependent economies, including Oman.

"The SEZ Authority is staying the course in terms of implementing the government's grand vision for Duqm," declared Mr. Lee. "Of course, we expect some adjustment in the planning schedules of prospective investors looking at Duqm as a destination for their investments. This is normal in the circumstances. But let's remember that Duqm is a long-term initiative with a staying power that will outlast the current oil price crisis. The SEZ was conceived in line with the Omani government's vision to diversify the economy away from an overly dependence on hydrocarbons. If anything, the current oil price downturn is an incentive for us to advance this economic

diversification objective with Duqm serving as a new lynchpin in support of this goal."

The Duqm SEZ, says Mr. Lee, is quintessentially an 'economic diversification' project. "In our master-planning for this mega development, we have allotted large tracts of land for heavy industry, light manufacturing, fish processing, mineral processing, warehousing and logistics, and of course, refining and downstream petrochemicals processing. With Oman Dry-dock Company (ODC) looking to eventually add a shipbuilding component to its ship repair facilities at the SEZ, there is potential for investment in a wide range of steel manufacturing yards, and other workshops and facilities that will provide ancillary services to this initiative. So the potential for growth in non-oil areas is immense."

Meanwhile, infrastructure development at the sprawling SEZ, covering an area of 1,745 sq km, continues apace, according to the CEO. Several key components of this infrastructure have since progressed from the drawing board into the detailed design phase ahead of the start of their implementation during the course of 2015.

"Last year, we were able to

complete the design of a number of key infrastructure projects, including the Liquid Bulk Jetty, Seawater Intake System, Fishery Harbour, port buildings, and so on. Main access roads to Duqm Town, as well as Duqm Port, have been upgraded. We are also in the process of tendering the construction of the government berths, main gate to the commercial berth, and the commercial quay itself along with the paving and surface facilities. Contracts for some of this infrastructure will be awarded in the coming months, with construction due to commence before the end of 2015."

Notable developments include the Liquid Bulk Jetty, the front-end engineering design (FEED) for which is due to be completed before the end of this year. Construction work on this key facility, which will channel the outflow of refined petroleum products and petrochemicals, is expected to kick off during 2016. Work on the jetty is slated for completion in 2019 in line with the scheduled commissioning of the massive 230,000 barrels per day grassroots refinery project.

Given Duqm's strategic location overlooking the Arabian Sea and Indian Ocean, SEZAD is hopeful of

signing up a number of international clients that are keen to leverage this vantage geographical location to store their liquid cargoes. The Authority is in discussion with a number of parties operating at the downstream end of the petrochemical value chain, according to Mr. Lee.

Two-pronged marketing

Importantly, 2015 will also witness the shift of SEZAD's marketing campaign into higher gear, says the CEO. In promoting the SEZ as an investment destination, the Authority will be employing a two-pronged approach: one taking the well-tested roadshow route, and the other Business-2-Business (B2B). B2B marketing is primarily directed at prospective investors who want their investment proposals to be handled with complete discretion until a firm decision is made. Dedicated Accounts Managers will be appointed to work closely with such investors.

Roadshows, on the other hand, will be the mainstay of the Authority's marketing campaign, although in light of the current economic environment, they will be more focused. In SEZAD's sights are cities and towns in Oman

Yet another game-changing development with huge ramifications for the success of the SEZ is rail connectivity"

and the surrounding GCC region, with the marketing efforts gradually ramped up to target promising markets of the Indian Subcontinent, south Asia, Europe and the Americas.

"In positioning ourselves for investment, we will leverage Duqm's competitive advantage, which is a combination of strategic location, proximity to massive markets, political stability, favourable regulatory regime and attractive incentives. The type of investments we are targeting are those that can capitalise on this competitive advantage to thrive," he said.

At the heart of the SEZ's appeal, the CEO explains, is Duqm's geopolitically significant location outside the Hormuz Strait and abutting major shipping lanes traversing the Indian Ocean and Arabian Sea.

Adding to the hub's potential investment allure is its relative proximity to emerging markets in Asia and Africa. "We are very close to India and Pakistan, both extremely promising markets, and on the East African side, to Kenya, Tanzania, Mozambique, Madagascar, and so on. As an industrial hub, we envision massive volumes of raw materials coming into Duqm and equally substantial processed commodities and finished goods flowing in the opposite direction. Mining and mineral processing will be a key part of this cargo mix, given the abundance of commercially valuable industrial minerals available in the port's hinterland around Wusta Governorate. To support the fisheries and food industries, a temperature-controlled supply chain underpinned by storage and distribution activities, is expected to develop at the SEZ. As high-value goods that must reach distant markets on time, this supply chain will be integrated with the nearby Duqm



Airport, which will boast a substantial airfreight component as well. So Duqm represents a mixed basket of investment opportunities that will help advance Oman's economic diversification goals."

Helping anchor Duqm's long-term success is the development of multimodal access to the SEZ. A road network, suitably wide and robust to handle heavy project cargoes and oversized loads, is leading out of the port and the SEZ into the hinterland and towards Muscat and Salalah. Air connectivity is already a reality following the 'soft opening' of Duqm Airport last year. Pending the completion of a passenger and air cargo terminal, operations are presently being overseen from the relative comforts of a temporary structure at the airport.

Multimodal connectivity

But the big "game-changer" for the SEZ is rail connectivity, particularly post the integration of Oman's national network with the wider GCC rail system. "Once the GCC rail link is in place, Duqm's preeminence will be significantly enhanced. When that happens, we will go truly multimodal with land, air, sea and rail connectivity fully in place. Rail linkages with the entire GCC will allow for shippers to offload their cargoes at Duqm and freight them by rail and road into Gulf markets, thereby saving themselves the significant costs involved in sending these goods by ship into the Arabian Gulf via the Strait of Hormuz. Sailing times into the Gulf, fuel costs, and higher insurance premiums on shipping inside the Strait, can be avoided if Duqm is used as a hub."

Keeping in mind the substantial economic benefits associated with rail-based freight, the Authority has allocated ample land in and around Duqm to accommodate rail infrastructure that will integrate the port and SEZ with the national rail network. A new dry port is planned as part of this infrastructure, alongside corridors for spur lines connecting the port terminals and heavy industrial zone with multimodal cargo terminals and maintenance yards.

Connectivity by sea will shortly be augmented when a new container service shuttling between Dubai's Jebel Ali Port, Sohar, Duqm and Salalah, commences operations in the second quarter of 2015. The service will allow for containerized cargoes to be shipped directly to Duqm.



Importantly, the SEZ's infrastructure development is being pursued in parallel with efforts to develop Duqm's ability to attract talent – local and international – to work in the world-class industries and projects that are coming up in the area. As a green-field development, Duqm lacks much of the residential and social infrastructure necessary to complement the SEZ's industrial and investment zones. But this absence of amenities and so-called 'soft services' is being aggressively addressed,

according to the CEO.

"We are moving rapidly to ensure that the desired amenities and services are being put in place to cater for the substantial workforce – Omani and expatriate – that will make Duqm their home. In doing so, the Authority also wants to ensure that the facilities and services are international-class. A full-fledged private hospital is currently under design, with construction set to start soon. Likewise, we're in discussion with a party for the establishment of

an international school in Duqm. This will give comfort to our international staff who wish to bring their families along when they work in Duqm. Talks are also underway with various parties with regard to investments in recreational facilities, supermarkets, residential housing and office space too."

For international executives eager to tee off on weekends, an 18-hole golf course is envisaged to come up in the SEZ's Tourism Zone. The cluster is already home to two luxury hotels

– Crowne Plaza Duqm and Park Inn Resorts Duqm – while a third business hotel, City Hotel Duqm, is located closer to town. Two more properties are likely to materialise in the coming years, the CEO said.

In planning and developing the SEZ's infrastructure, the Authority is guided by the government's long-term vision for Duqm, stressed Mr. Lee. "Duqm is here for the long-haul as a new industrial and economic dynamo that will power Oman's long-term growth. Every aspect of

the SEZ's development is being conceived and planned keeping this basic premise in mind. In fact, our vision for Duqm is so long-term that we also envision, for example, the deployment of driver-less public transport to serve the local community. An efficient and eco-friendly public transport system will encourage the local people to forego their private cars and thereby alleviate traffic congestion. This is an example to illustrate the far-reaching scope of the Duqm Project."

Ismail bin Ahmed al Balushi, Deputy CEO

2014: A year of notable achievements



Among the many initiatives introduced by the Special Economic Zone Authority in Duqm (SEZAD) to attract investments inflows into Duqm is the One Stop Shop. This single window system was established pursuant to Royal Decree No. 79/2013 setting up SEZAD and providing the legal basis for the establishment of a One Stop Shop with the mandate to issue all kinds of permits, licenses, approvals and visas. This facility has also been authorized to oversee the registration of projects based on regulations and norms application to the free zone, as well as the resolution adopted by the Authority from time to time.

According to Ismail bin Ahmed al Balushi, Deputy CEO – SEZAD, the One Stop Shop provides interested investors with a single portal through which all of their license requirements and other formalities relating to their investment plans can be processed. Dedicated windows are already in operation in Muscat, as well as in

A notable highlight of 2014 was the unveiling of Oman Company for Duqm Development SAOC as the developmental arm of SEZAD.

SEZAD's headquarters in Duqm, he said.

Since its launch in 2014, the One Stop Shop has been attracting a large number of applications from investors seeking to register their projects, said Al Balushi said, adding that interest has been notable in hotel and resort development, as well as in the establishment of international schools. Around 200 applications were received via one of the two windows in operation, he noted.

As a result of the ease of convenience and expeditious service offered by the One Stop Shop, around 20 usufruct and land development deals were signed in 2014. In addition, the Authority played host to dozens of official and business delegations eager to explore investment opportunities in the SEZ. A number of MoUs were also signed with local commercial banks and Islamic windows committing financial support for investors looking to set up projects in the zone, the Deputy CEO said.



Portfolio of 50 projects

Commenting on the progress achieved by the Authority in preparing the infrastructure for Duqm, Al Balushi revealed that more than 50 projects are in various stages of tendering, evaluation and implementation. SEZAD's planning and engineering team is overseeing the execution of these initiatives, he said.

Also lined up for implementation are a number of important projects that are being supervised by the Authority's Projects Department, said Al Balushi. Notable are packages 3 and 4 of Duqm Port entailing the construction of Commercial Terminal, port buildings and storage area. Other projects under development include a new fisheries harbor, which is under engineering design; engineering design of utilities for Duqm refinery; engineering design of Liquid Bulk Terminal; leveling works on sites earmarked for heavy industrial zones; construction of

irrigation channels; and the design and construction of integrated waste treatment and disposal facilities.

During the course of 2014, the Projects Department had overseen the design, implementation and supervision of a number of important infrastructure projects. Notable contracts handled during the year included: (i) Consultancy services for the design and supervision of roads and infrastructure in Duqm (Package 1); (ii) Design of coastal protection for the SEZ; (iii) Feasibility study, detailed design and supervision of flood protection and drainage channels through the SEZ; (iv) Feasibility study and preliminary design of the seawater intake system; (v) Planning, feasibility study and initial and final designs and preparation of tenders for the development of the Northern and Central Industrial Zones in the SEZ, and (vi) Construction of 150 residential units, majlis, mosque and related facilities in Duqm.

SEZAD's new development arm

A notable highlight of 2014 was the unveiling of Oman Company for Duqm Development SAOC as the developmental arm of SEZAD. This wholly owned subsidiary of SEZAD will undertake development projects on behalf of the Authority, the Deputy CEO said.

He added that the new company's chief responsibility is to manage the considerable assets that the Authority has developed within the SEZ, and well as infrastructures placed under SEZAD's care. This includes public utilities such as water, electricity, gas, telecommunications, roads and transport infrastructure.

Oman Company for Duqm Development SAOC is also tasked with developing lands, facilities, public services and other initiatives that may help attract investment and speed up the economic development of Duqm in a holistic and integrated manner, said Al

Balushi. OCDD will undertake infrastructure projects that may directly or indirectly attract local and foreign investments – industrial, commercial, service-related, logistics and tourism – that are in line with SEZAD's comprehensive master plan and long-term growth strategy.

Anchor projects

Another landmark development of 2014 was the signing by SEZAD of initial usufruct agreements with Duqm Refinery and Petrochemical Industries (DRPI) covering a 900 – hectare plot for the development of a grassroots refinery with a capacity to process 230,000 barrels of crude per day.

Also during the year, SEZAD signed a number of usufruct agreements pertaining to the development of various ventures within the SEZ. One such pact relates to the implementation of electricity transmission and distribution networks by the Rural Areas Electricity Company (RAECO) across a number of sites within the Special Economic Zone. The networks will help meet projected growth in electricity demand when major industries come on stream in Duqm.

Likewise, SEZAD has signed usufruct agreements with the promoters of various industrial plants, including a polymer production factory, industrial gases production and storage plant, and an assortment of commercial, warehousing, recreational and leisure developments. The new projects will enhance the appeal of the SEZ, Al Balushi stated.

State-of-the-art city

The Deputy CEO also emphasized SEZAD's commitment to development Duqm into a top-notch industrial city that boasts a full range of civic services and services. The city will be an integral part of the mega industrial and maritime hub envisaged at Duqm as part of the government's goal of diversifying the national economy. Going forward, several new infrastructure and project initiatives are expected to materialise as investors take advantage of the SEZ's appeal to set up operations in Duqm, he added ■



During the year, SEZAD signed a number of usufruct agreements pertaining to the development of various ventures within the SEZ.

Duqm SEZ Infrastructure

Underpinning a mega logistics hub



Duqm's infrastructure development is expected to continue apace through to 2020 with the Omani government pledging much of the initial funding.

From the outset of the establishment of a Special Economic Zone at Duqm, the government has taken upon itself the task of financing the cost of the hub's infrastructure development. Already, several billions of dollars have been ploughed into Duqm's basic development, as well in the zone's two cornerstone schemes – Duqm Port and the ship repair yard of Oman Drydock Company.

The SEZ Authority's head of planning and engineering, Yahya Khamis Al Zadjali, sees the government continuing to perform

this role for the next five years until much of the infrastructural underpinnings and utilities are substantially in place. And given the ambitious scale of the Duqm Project, it is a pretty gargantuan task that awaits the government.

Covering an area of 1,745 sq kilometres, the Duqm Special Economic Zone will rank among the largest of its kind in the world. Of this mammoth area, only around 800 hectares is being developed initially. The balance 1,000 hectares or so will be developed in the future, says Al Zadjali.

Value proposition

The SEZ's value proposition, according to the official, is rooted in its advantageous geographical

location overlooking the Arabian Sea and Indian Ocean beyond. By virtue of this location, Duqm is ideally placed to evolve into a logistics gateway to the GCC region, he says.

"Duqm's proximity to the maritime routes into the Gulf can be leveraged to position it as a logistics gateway as well. This is particularly so when the GCC integrated rail network becomes operational. Duqm will eventually be connected to this Gulf-wide network, giving it a pivotal role in facilitating cargo flows in and out of the Arabian Peninsula via Duqm," the official remarked.

Already, the contours of a world-scale development are discernible, thanks to investments in a modern road network, utilities, electricity generation and water desalination

capacity, and administrative services. A One-Stop-Shop offers prospective investors complete ease of convenience and speedy services when processing applications for leases within the SEZ.

A comprehensive Master Plan carves out distinct areas for development into the following activity-specific districts: Heavy Industry, Light & Medium Industry, Coastal District, Airport District, City Centre District, and Rock Garden District.

Distributed all around the SEZ are around a dozen clusters each earmarked for a specific type of investment or activity. The 12 clusters in question are for: Oil Refining & Petrochemicals, Building Materials and Construction, Minerals,

Fishery and Aquaculture, Inorganic Chemicals, Food and Beverages, Automobiles, Cleantech and Renewable Energy, Life Sciences, ICT, Logistics and Warehousing, and Business Services. Land earmarked for industrial investment – light, medium, heavy and petrochemicals related – totals around 200 sq km, underscoring the importance accorded to industry at Duqm.

Contracts galore

As the Duqm SEZ Project advances, a bonanza in investment, contracting and business opportunities will be unleashed, said Mr. Al Zadjali, adding that Omani entrepreneurs and SMEs stand to gain in particular once they turn their attention to the emerging business prospects linked to the SEZ's development.

As many as 23 substantive projects are lined up for implementation over the 2015-2020 timeframe, according to the official. The list includes contracts for the construction of road networks and railroad infrastructure, marina, customs checkpoint facilities, town centre and retail areas, water supply networks, communications networks, electricity supply networks, gas supply networks, store building and small industrial structures, slope protection, landscaping, drainage networks, pedestrian crossings, safety barriers, boundary fencing, hospitals, social community centre, integrated sports centre, recreational facilities, and so on.

Tender documents pertaining to a further 20 prestigious and large-value projects are currently



under preparation, according to the official. Notable are tenders for the (i) design and supervision of the Service Corridor for Duqm Refinery, (ii) Design and supervision of the Service Corridor for the Oil, Gas and Petrochemical Pipeline Project, (iii) Design of the Rock Garden Development Project, (iv) Planning, Feasibility Study, and Final Design of the Commercial and Residential Zones at Duqm, (v) Design and Construction of a Sewage Treatment Plant in the Tourism Zone, (vi) Design of utilities network at the Industrial Zone, (vii) Design and supervision of Duqm Private School, (viii) Design of Duqm Training Centre, (ix) Design of Duqm public park, (x) construction of Duqm Port Package IP2 (commercial berth), (xi) Implementation of Duqm Port Package IP5 (main port administrative building and fencing), (xii) Construction of storage area in Duqm Port as part of Package IP6, and (xiii) Design of Industrial Fisheries Hub.

Around a dozen other projects are due to be awarded shortly. They include contracts for the design and supervision of roads in Duqm Port, improvements to the main road network in Duqm Centre, leveling

works in the Heavy Industrial Zone, construction of an Integrated Waste Treatment Storage and Disposal facility at Duqm, and the construction of drainage channels across the SEZ.

A further 18 projects, including a number of landmark infrastructure developments are under various stages of implementation. The largest of these, by value, is the Phase 3 construction of Duqm Airport entailing the addition of a passenger terminal with a throughput capacity of 500,000 passengers per annum. Also noteworthy is a consultancy services contract for the Project Definition, FEED and Supervision of the New Liquid Bulk Berths in the Port of Duqm. Well-known engineering services firm WorleyParsons is undertaking the consultancy contract on behalf of clients Duqm Petroleum Terminal Company (DPTC).

Other projects that are ongoing, says Mr. Al Zadjali, are as follows: (i) Consultancy Services for the Design & Supervision of Interface Road Projects in Duqm, (ii) Construction of SEZAD headquarters building in Duqm, (iii) Consultancy Services for the Planning, Feasibility Studies and Design of the Northern and Central Industrial Zones in the SEZ, (iv) Construction

of water supply networks in Duqm Port, and (v) Design of SEZAD staff accommodation and recreational facilities in Duqm.

Also under tender are a handful of equally significant projects. They include contracts for: (i) Design and construction of a major fisheries harbour in Duqm, (ii) Construction of roads and associated infrastructure for a 150-units housing project, (iii) Construction of commercial berth as part of Duqm Port Package IP3, and (iv) Construction of government berth as part of Duqm Port Package IP4.

Port of Duqm – already the focus of multibillion dollar investment by the government – will see further large-scale enhancements to its infrastructure during the course of this year, says Mr. Al Zadjali. The SEZ Authority in Duqm, which is overseeing all new infrastructure development at the port on behalf of the Omani government, has identified a total of eight discrete packages of works that would need to be carried out over the next several years to place Duqm Port on par with some of the region's mega seaports.

Package 1 (IP1), entailing the construction of main internal roads and related infrastructure, is currently



under implementation.

Package 2 (IP2), among the largest of the eight packages, covers the construction of the commercial berths and their respective operational zones. The package is currently under design.

Package 3 (IP3), covering the construction of the pre-gate, security gate area and customs and inspection zone, is presently under tender.

Package 4 (IP4), centring on the development of government berths, is under tender, with the Authority currently evaluating the technical and financial offers.

Package 5 (IP5), entailing the construction of security fencing, main gate, and main administrative building, is under concept design.

Package 6 (IP6), focusing on the development of general storage areas, is under tender with technical and financial bids under evaluation.

Package 7 (IP7), covering the construction of the Lee Breakwater and future port basin, is the subject of a design study.

The eighth package, which will be financed by Port of Duqm Company, covers the installation of port equipment. A tender for the package is ready to be floated.

Duqm Airport

Commercial flights to Duqm are now a reality, thanks to the 'soft' opening of Duqm Airport in July last year. With construction work on the Passenger and Cargo terminals still in progress, flights to and from Duqm are being handled from the relative comforts of a temporary structure.

Oman Air, the Sultanate's flagship carrier, is operating its Embraer E175 aircraft between Muscat and Duqm. At present, the airline operates four flights per week to Oman's newest regional airport. Flights could be ramped up to daily services when investor, business and tourist traffic to the economic hub escalates.

In June last year, SEZAD and the Ministry of Transport and Communications jointly announced the award of a contract for the construction of the passenger terminal to a local contracting firm. The scope of works includes a 37-metre high air control tower, control building, air cargo terminal and firefighting complex.

Covering an area of over 5,700 square metres, the passenger terminal has been designed to handle a throughput of around

500,000 passengers per year. The air cargo facility has a capacity to handle 25,000 tons of cargo per year. The entire package of works is due to be completed by the end of 2016.

New water capacity

Oman Power and Water Procurement Company (OPWP), the Sultanate's sole power and water offtaker, has outlined plans for the procurement of a new Independent Water Project (IWP) at Duqm.

In its newly published assessment of power and water demand over the 2015-2021 timeframe, the wholly government owned utility said it was in consultation with the Public Authority for Electricity and Water (PAEW) to finalize plans for procurement of desalination capacity to serve Duqm. The Duqm IWP is being considered for 2019 with capacity of up to 60,000 m³/d (13 million imperial gallons per day MIGD), depending on the extent to which industrial demands must be served.

In Duqm, the proposed IWP will meet the potable water needs of a new township expected to accommodate around 100,000 people over the next 15 years. ■

Port of Duqm Company

Era of container shipping is nigh



Two landmark developments will set the pace for traffic growth at Port of Duqm during 2015, says Mr. Reggy Vermeulen, Chief Executive Officer of Oman's newest seaport overlooking the Arabian Sea and Indian Ocean beyond.

The first – and more important of the two developments – is the commencement of early phase container operations slated during the second quarter of the year. The second relates to the upstream energy sector's commitment to channeling all project cargo destined for the oil and gas fields across the Wusta Governorate, via Duqm.

Both moves, says Mr. Vermeulen, promise to impart strong new impetus to vessels calls and volume growth

at Duqm Port. The anticipated uptick in business growth comes just over two years since the launch of 'early operations' in March 2013.

"We are gearing up for the arrival of the first container ship to call Duqm as part of a weekly service linking Duqm with Jebel Ali (Dubai) and other Omani seaports," said the CEO. "Volumes will initially be quite modest, but the underlying significance of the visit is set to be profound. It will usher in the era of container operations at Duqm which, over time, has the potential to evolve into a major container transshipment hub serving the Indian subcontinent and East Africa."

Ahead of the start-up of early container operations, Port of Duqm Company (PDC) has earmarked a

300-metre length of quay (part of the 800-metre-long Container Terminal 1) for the handling of container vessels. A 3,000-TEU capacity cellular vessel is expected to be deployed as part of this weekly run from Jebel Ali to Salalah Port with stopovers scheduled at Sohar and Duqm.

Initial container traffic expected to be generated will be in the order of around 600 TEUs per week, ramping up to potentially 2,000 TEUs per week as commercial activities across the adjoining Special Economic Zone (SEZ) and the Wusta hinterland escalate, according to the CEO.

"Although modest by the standards of other ports, these early phase container operations will nevertheless make a significance contribution to activities in and around Duqm. Cargo

bound for Duqm will primarily include equipment, machinery and parts shipped in by oil and gas companies operating in the Wusta region; spares and equipment required by the ship repair and maintenance yard of Oman Drydock Company (ODC), consumer goods and merchandise destined for markets in Duqm, and assorted materials related to projects under development within and around the SEZ. Their shipment as containerized cargo directly into Duqm will dramatically reduce their landed cost in this green-field destination. Hence, the importance of rolling out container operations at Duqm!"

Full-fledged operations

Pending the installation of gantry cranes, which is anticipated only

during the launch of full-fledged container operations in 2017/18 and beyond, the port plans to make do with its Gottwald mobile cranes to help with the loading and discharge of container vessels calling at Duqm. Equipped with automatic spreaders, each crane can achieve productivity levels of 15 container moves per hour, according to the CEO. Three Kalmar reach stackers have also since arrived at the makeshift Container Terminal to shift containers from the terminal to the yard and vice versa.

The CEO also envisions a significant uptrend in break bulk cargo volumes handled at Duqm, thanks to a move initiated by Petroleum Development Oman (PDO) and supported by oil and gas companies to make use of Duqm



Mr. Reggy Vermeulen
Chief Executive Officer



Mr. Jean Jacques Moyson
General Manager – Port Operations

Port as a gateway for consignments bound the prolific oil and gas fields of central Oman.

The shift to Duqm, Reggy explains, is dictated by economic and practical considerations. “Bringing oilfield project cargo directly to Duqm makes economic sense because most of Oman’s main oil and gas fields are in the port’s hinterland. Moreover, modern roads unconstrained by

height-limiting bridges – which are typically an issue in developed areas of north Oman – afford hassle-free movement of over-dimension project cargo from the port to the final destination. So it makes abundant sense for oilfield companies to opt for Duqm as their logistics gateway.”

Importantly, the planned commencement of early container operations is expected to spawn the growth of the ecosystem that typically develops around a seaport. For example, logistics services providers are also setting up offices in Duqm to serve their clients or to expand their operations in this green-field corner of Oman. Shipping agencies, freight forwarders, and container stuffers and destuffers are also setting up shop in Duqm.

Furthermore, with the start-up of container operations, the uptake of Industrial Lands being developed by Port of Duqm Company within the SEZ are expected to accelerate as investors see the obvious advantages of setting up manufacturing facilities close to a container port.

Game-changer

Mr. Jean Jacques Moyson, General Manager – Port Operations, sees early phase container operations as a “game-changer” for the port

because it will pave the way for Duqm’s eventual development into a transshipment hub as well.

“Duqm Port has all the ingredients necessary to attract transshipment business when we ramp up to full-fledged container operations post 2017/2018. We are on the sailing routes between the Far East and Europe, and thus potentially attractive to the big containerhips of capacities reaching as high as 18,000 TEUs. Also, when it comes to nautical access, harbour draft, and proximity to the Indian subcontinent and East Africa, we have an advantage.”

Also expected to make headway are bulk cargo operations revolving around the commercialization of the prodigious mineral deposits of Wusta Governorate, said Mr. Moyson.

“We are targeting throughputs of around 50,000 tons per month of commodities such as limestone, dolomite, laterite and industrial minerals. These will be sourced from quarries located within a radius of 35 – 70 km from the port. Export markets are mainly the Indian subcontinent and parts of the Middle East.”

Bulk operations will be handled from a dedicated quay located at the far end of the 2.2km-long commercial berth, he added.



Industrial Land

Seeding an industrial boomtown

Duqm Industrial Land Company (DILC), a spinoff of Port of Duqm Company, is making excellent headway in the implementation of its mandate to develop and promote the industrial zones created with the Special Economic Zone.

Responsibility for the development and marketing of plots earmarked for industrial investments within the Duqm Special Economic Zone (SEZ) has been entrusted to a new joint venture company set up by the Omani and Belgian shareholders of Port of Duqm Company (PDC).

Duqm Industrial Land Company (DILC) has a mandate that’s broadly fashioned on the model applied to the industrial development of the hinterland around Belgium’s Port of Antwerp development, currently one of Europe’s largest hub ports. Consortium Antwerp Port, the international arm of the Port of Antwerp, is the Belgian partner in the Port of Duqm Company.

According to Mr. Peter Broers, General Manager – Industrial Lands (Port of Duqm), the remit of the Duqm Industrial Land Company (DILC) covers a sprawling 2,000 hectares of land earmarked within the SEZ for the development of medium, heavy and petrochemical industries. Of this vast area, an initial area of around 500 hectares will be taken in hand for immediate development, he said.

“We have adopted an ‘equity first’ approach in the development of the land being offered for industrial investment. The two shareholders of DILC will initially commit around \$15 million as equity, which will be utilized to finance the preparation of industrial plots, provision of utilities, construction of roads, and so on. Development will be done in phases of 125 hectares each,” said Mr. Broers.

Since its formal establishment in September 2014, DILC’s focus has been on putting in place all of the administrative, legal and regulatory procedures governing the lease of industrial plots to investors eager

to set up operations within the SEZ, says Mr. Broers.

Given the proximity of the industrial land to the new Duqm Refinery project under early development in the SEZ, initial plot allocations will be targeted at ancillary industries supporting refinery operations, according to the General Manager.

Duqm Refinery and Petrochemical Industries Company, a joint venture of Oman Oil Company (50 per cent) and International Petroleum Industries Company of Abu Dhabi (50 per cent), is setting up a 230,000 barrels per day capacity grassroots refinery at Duqm at an estimated cost of \$6 billion. The giant venture, will include a large-scale downstream petrochemicals scheme, is expected to spawn investment in a plethora of ancillary and support industries in Duqm.

“We will be targeting all kinds of investors looking to get involved during the construction and operational phases of the refinery project. Thus, industries specializing in pumps, pipes, steelworks, and so on, will be encouraged to set up operations in these industrial zones. In the next step, we will broaden our focus to also explore prospects for investment in, for example, the manufacture of prefabricated containers, automotive assembly, drilling equipment, mineral processing, intermediate processing, and so on.”

Visiting business delegations from a number of countries, notably Saudi Arabia, China and India, have already evinced interest in leasing plots within the industrial zones. Expressions of interest have also been received from countries of the Middle East and Europe.

“We are seeing interest from parties that are keen to take advantage of the greenfield nature of Duqm, and its proximity to the port, to set up operations here. Players in the precast sector, engaged in the production and supply of cement, concrete and construction materials, are also eager to move in,” said Mr. Broers.

Not included in DILC’s mandate



Mr. Peter Broers
General Manager - Industrial Land,
Port of Duqm

is the estimated 1,200 hectares of land earmarked for warehousing and logistics that fall within the limits of Duqm Port. Of this area, around 600 hectares have been earmarked for physical logistics involving cargoes such as pipes, machinery, vehicles, foodstuff, pharmaceuticals, and so on. The balance 600 hectares will be developed for liquid storage, tank farming, and such other investments.

Already, a number of prominent local Omani and international firms have signed agreements to set up logistics-related activities at Duqm Port. Notable are Duqm Ahlia, DHL Bahwan, Oman Oil Marketing Company, Raysut Cement (which is setting up a cement loading and storage terminal) and Richmond Group. The latter is investing in a bitumen terminal at the SEZ.

Given the potential for logistics related investments linked to air-freight, the SEZ Authority has also allotted ample land for investors looking to capitalize on the presence of a new airport at Duqm. ■

Oman Drydock Company SAOC

Middle East's premier pit-stop for ship maintenance and repairs



Having logged 300 drydockings and delivered its first major ship conversion contract, Oman Drydock Company (ODC) is now preparing to harness its full potential in its bid to secure a place for itself in the big league of the world's ship repair yards.

In the four years since it commenced operations, Oman Drydock Company (ODC) has gone further than most ship repair start-ups in establishing its reputation as a formidable player in the regional dry-docking industry.

The wholly Omani government-owned, which is operated and managed by the world-renowned Daewoo Shipbuilding & Marine Services (DSME) of South Korea, continues to enjoy considerable success in attracting a steady stream of ships and maritime vessels for all manner of dry-docking, maintenance and repair services. Starting with modest-sized vessels when it came on stream in 2011, ODC's twin mega dry docks have pulled in a wide variety of ships, ranging from Very Large Crude Carriers (VLCCs), bulk carriers, cruise ships and containerships, to car carriers, naval ships, dredgers, RO-ROs and barges. By 2014-end, ODC

had delivered more than 300 ships – a testament to the superior facilities and capabilities of the Middle East's newest ship repair yard.

Indeed, 2014 was a record year for ODC in terms of drydockings and deliveries. "We handled a diverse variety of ships during 2014, delivering 91 in all last year compared to 74 ships in 2013. In terms of turnover, we performed slightly better last year than in 2013. The experience garnered in servicing these vessels, arriving from all parts of the world, has been most gratifying," commented Shaikh Khalil Al Salmi, Deputy CEO.

But the major highlight of the year was the successful execution and delivery of ODC's first ever ship conversion job, showcasing the yard's world-class infrastructure, facilities and workforce.

Leveraging its partner DSME's unrivalled expertise in precision engineering and design innovation, the yard undertook the fabrication of around 40 steel blocks each weighing 50 – 80 tonnes. Old bulkheads made way for new swash bulkheads that helped enhanced the multi-functional capabilities of the vessel, as well as

improve loading efficiency.

Indeed, at the official handover of the converted vessel earlier this year, officials representing the Omani government and ship-owner Springfield Shipping Company, applauded ODC's successful execution of the contract ahead of schedule and at lower cost to the customer. Importantly, it also heralded the yard's formal foray into the hugely lucrative global ship conversion market.

"It was by far the biggest conversion job undertaken at ODC, given especially the large quantity of steel that went into the renewal of the vessel. It also won us a loyal client who will continue to bring their ship repair, maintenance and conversion contracts to ODC," said Mr. Al Salmi.

Leaping ahead

Earlier, adding to its credentials as a one-stop ship maintenance and repair yard, ODC was awarded the coveted Gaztransport & Technigaz (GTT) license at the Posidonia Shipping Trade Fair in Athens, Greece, in January 2014. The license was hailed as a "giant leap forward" for ODC in its campaign to become one of the leading shipyards in

OMAN DRYDOCK

Strategically located, facilitated with world-class expertise and committed to quality, Oman Drydock welcomes the world to the shores of Oman. As one of the biggest ship repair yards in the Middle East, Oman Drydock has a capacity to repair over 200 ships per year, including vessels as large as ULCCs.

- One-Stop Service Including Slop & Sludge Reception.
- DSME Support.
- Strategic Location.
- Ideal Climate For Painting.
- Specialized for LNGC repair.
- Most Modern & High Quality Facilities.

GRAVING DOCK

Dock No. 1	410 m x 95 m	600,000 DWT
Dock No. 2	410 m x 80 m	500,000 DWT
Quay	2800 m	
Jib Crane	14 sets	





the world for LNG repairs.

"The GTT license has enabled us to put into place a solid quality system as a centre for LNG expertise," said Mr. Al Salmi. "It has strengthened our offering for cargo containment systems for high-end LNG carriers. Along with our partner DSME, and its subsidiary DSEC, we have developed one of the most advanced LNG repair packages in the world."

France-based GTT is an engineering company specialising in the design of membrane containment systems for the maritime transportation and storage of LNG. The Deputy CEO added: "Our new LNG services cover key areas such as the supply chain of various materials like INVAR, insulation boxes, membranes, prefabricated panels and cryogenic safety valves. We are also investing in new facilities including the renovating of our cryogenic shop so we can cater to the repairs of up to four LNG carriers at any one time."

With the prestigious GTT license under its belt, ODC can now move aggressively to tap the global LNG transportation industry for drydocking and repair business opportunities. To the yard's advantage is Duqm's proximity to shipping lanes plied by a large number of LNG carriers transporting the environment-friendly fuel from producers in the Middle East to markets in Asia and Europe.

But opportunities came knocking not from a distant shipping line but from a customer closer home. Oman Shipping Company (OSC), the Sultanate's maritime transportation flagship, pledged to utilise – to the extent possible – the services of ODC for the dry-docking and maintenance of its LNG fleet.

LNG Ibra – part of the national shipping line's Oman-flagged fleet – became the first membrane containment LNG vessel to be repaired at the GTT-accredited yard. The contract involved a series of complex repair and maintenance jobs, such as hull blasting and painting, cargo tank inspection by GTT, and overhaul of the engine room, propeller, boiler and generator, as well as a number of outfitting and electrical jobs.

"The speed and efficiency of our service combined with our world class facilities and location enabled us to complete the project ahead of schedule. For painting, we took advantage of the perfect climate that few other yards can offer," said Mr. Al

Salmi.

ODC, according to the Deputy CEO, plans to build on its robust appeal to diversify into related areas of its business, notably steel fabrication for the offshore industry. "Going forward, we have a clear vision to be the best in business. With this goal in mind, we aim to continually build our capabilities to deliver a world-class standard of ship repair, conversion and offshore fabrication services. As such, our goal is not so much to achieve a quantitative increase in the number of vessels handled at the year, but to emerge as the yard of choice for your customers."

On the cutting-edge

Key to this objective is technical skilling and human development, Mr. Al Salmi stressed. "Our human resources are the most crucial asset of our organization. The quality of our human resources depends on the depth and breadth of their knowledge and skills, which in turn has important implications for our service delivery and standards. Keeping this philosophy in mind, ODC spares no effort to ensure that its technical workforce is at the cutting edge of the industry and well-motivated at all times."

Further, in line with its longstanding commitment to providing jobs for local Omanis, ODC has been pursuing an energetic Omanisation programme that has enabled nationals to take on highly skilled technical jobs within the organization. This has been achieved through a combination of on-the-job training, technical competency development, leadership development, and short courses offering locally and internationally. Omanisation is projected to rise to 29.15 per cent in 2015, up from 25.85 per cent in 2014 – a significant improvement considering the highly technical nature of ODC's operations.

Helping drive Omanisation is an international class training centre set up at ODC's Duqm facility. The centre is fully equipped to provide a range of internationally recognized courses encompassing, among others, technical, production, safety and environmental fields.

Recognition of the high standards of its training initiatives came in the form of accolades during the Seatrade Middle East and Indian Subcontinent Awards 2012 when ODC was honoured with the prestigious Training and Education Award at the event held in Dubai.

Oman Oil Company SAOC:

Anchoring Duqm's long-term growth



Backing a portfolio of investments running into several billions of dollars, Oman Oil Company SAOC (OOC) has assumed a pivotal role in supporting the development of the Special Economic Zone (SEZ) at Duqm.

After all, the green-field nature of the SEZ and its strategic location in southern coastline part of the Sultanate has necessitated a proactive approach by the Omani government to commit

to driving Duqm's initial success and then showcasing its immense investment potential to the world. OOC, as the strategic and energy investment arm of the Omani government, has shouldered that responsibility – alongside a number of other government and public sector stakeholders – squarely and comprehensively.

Indeed, OOC's commitment to the development of Duqm is unmatched in terms of the scale and complexity of its investments, as

well as their importance to the SEZ's long-term success. Notable is the Duqm Refinery, a multibillion dollar grassroots refinery which, along with downstream petrochemicals industries planned in the future, will anchor a world-scale hydrocarbons-based industrial cluster at the SEZ. Likewise, investments by OOC in a string of equally important industries, infrastructure and utility based ventures promise to entrench the company's role as a frontline player in Duqm's long-term success.

Duqm, according to Eng. Isam Al Zadjali, Chief Executive Officer, is envisaged to evolve into one of the largest industrial free zones in the world. In addition to the ongoing hydrocarbon based projects such as hydrocarbon products and crude oil storage, refining and petrochemicals related industries. The SEZ is also expected to become a major regional hub for a diverse array of industries such metal and mineral based industries".

OOC's objectives support the

goals outlined in the Sultanate's vision to diversify the economy by reducing dependence on oil, growing 'In Country Value' (ICV) and maximizing the potential of Oman's geographic location to reach both established and emerging markets. "The company's mandate is founded on four core elements of development and investment in profitable businesses within Oman and internationally, creation of meaningful employment within Oman, maximization of value from

Oman's resources and growing talented business leaders and professionals," Eng Al Zadjali explained.

When investing in projects, OOC is guided by the following imperatives: that the investments add significant value to Oman's natural resources; bring in know-how and latest technologies, and open up access to global markets through partnerships with international industry leaders. In effect, the company's local investments have contributed in creating multi-regional economic and industrial hubs within the Sultanate. By the end of 2014, about 59 per cent of OOC's investments were located in Oman.

With its strategic position, modern infrastructure, strong industrial base and a stable economy, OOC seeks to partner with international firms that have the right mix of technology and know-how. This is well demonstrated through OOC acquisition of OXEA, the world's largest supplier of Oxo chemical products based in Germany.

"This step has strengthened OOC's position in the global chemical sector and will contribute to the company's long-term downstream strategy," said Eng. Al Zadjali. "It will also provide adequate scope for growth in the SEZ at Duqm. The jobs to be created in this sector, especially from projects of this magnitude, will develop a platform for further human capital development, while fostering talent growth and business leadership in Oman".

Part of OOC's mandate is to develop local talent and maximize local resources. Towards this end, the company has made enormous investments in projects designed to promote the private sector and the rise of Small & Medium Enterprises (SMEs) in Oman. The company also looks at ICV as a two-way stream nurturing a simultaneous path of success with entrepreneurs.

Major investments by OOC in the Duqm SEZ:

Duqm Refinery

Duqm Refinery and Petrochemical Industries Co LLC (Duqm Refinery) was established in 2011 to develop a world-scale, grassroots refinery that will produce middle distillates such as LPG, Naphtha, Jet Kerosene and Diesel. The company is an equal joint venture between OOC and the International Petroleum Investment

Company (IPIC) of Abu Dhabi.

With a capacity to process 230,000 barrels per day, the refinery is one of the major industrial projects of the SEZ, with the potential to serve as the springboard for Duqm's planned transformation into one of the largest industrial and economic hubs in the region. Enhancing the business proposition of the refinery is its strategic geographical location and direct access to the Arabian Sea and Indian Ocean. Duqm Refinery will be one of the growth engines for the SEZ through the development of new projects that directly and indirectly interface with the refinery. These projects will look to benefit from the refinery's products as well as providing different logistic services to it.

As part of the initial stages of its development, Duqm Refinery had undertaken a number of initiatives, including a topographic, geotechnical and environmental impact assessment studies. Prequalification for the EPC phase is underway ahead of the release of the EPC Invitation to Tender (ITT). The commencement of the site preparation work is scheduled for Q2 2015. The refinery completion is expected by the end of 2019.

The commencement of Duqm Refinery will enrich the hydrocarbon sector in Oman and further position the Sultanate as a key player in the field of refining & petrochemicals over the coming years. Duqm Refinery will further boost Oman crude processing capacity to double by end of 2019 as result of upgrading Sohar refinery and the start-up of Duqm Refinery's operations.

Duqm Petroleum Terminal

Duqm Petroleum Terminal Company LLC (DPTC) was established in 2012 with a mandate to develop, build and operate liquid bulk jetties and tank terminal at Port of Duqm. OOC, with a 90 per cent equity stake, and Port of Duqm Company, with a 10 per cent equity stake, are the shareholders of the company.

The project is being developed in two phases; Phase 1 includes marine works (dredging and reclamation) for a new port basin, superstructures, loading and unloading arms, dry bulk

handling facilities for petroleum coke & sulphur and associated infrastructures. Phase 2 entails the construction of tank storage facilities and entire terminal operation.

As part of the project's Phase 1 development, SEZAD awarded the PMC/FEED contract to WorleyParsons on July 17, 2014. The Environmental Impact Assessment (EIA) scoping report was approved by both SEZAD and the Ministry of Environment and Climate Affairs (MECA). Subsequently, the EIA Baseline Assessment Survey was conducted by WorleyParsons, with the Social Impact Assessment Survey due to commence in March 2015. An invitation-to-prequalify for the EPC was floated on February 2, 2015 with an Invitation to Tender expected to go out to the prequalified bidders in the third quarter of 2015. The EPC contract is expected to be awarded in first quarter 2016.

Ras Markaz Crude Oil Park

Oman Tank Terminal Company LLC (OTTCO) was established by OOC to build, own and operate a crude oil storage terminal in Ras Markaz, located 70km south of the SEZ. The terminal will be built in phases, with the first phase projected to be operational in 2018. Billed as the largest of its kind in the Middle East, this world scale storage terminal – also known as 'Ras Markaz Crude Oil Park' – will serve as an important global hub for crude oil storage. Covering an area of 1,600 hectares, the Ras Markaz Crude Oil Park will be large enough to accommodate up to 200 million barrels of storage capacity. Augmenting its appeal is the terminal location outside the Strait of Hormuz with access to a natural water depth of 32 meters.

Ras Markaz Crude Oil Park will offer 24/7 services to its short & long-term commercial and strategic customers as well as value-adding services, such as blending. The Oil Park will be connected via crude oil pipelines to both the main oil line and Duqm Heavy economic Zone.

In January 2015, Amec Foster Wheeler was awarded the contract for the front-end engineering design (FEED) of the Project. A tender for the EPC package is proposed to be floated in Q4 2015 with a contract award slated during 2016. The first phase of the project, for approximately 25 million barrels'



capacity, is planned to be on stream by the end of 2018.

Crude Oil Pipelines

Oman Gas Company SAOC (OGC), a subsidiary of OOC, is developing of a proposed crude oil pipeline that will connect booster station at Nahadah in central Oman and extend all the way to the Ras Markaz Crude Oil Park. As part of the Nahadah/Ras Markaz oil pipeline project, another pipeline is also proposed to connect Ras Markaz to the SEZ.

Studies into the feasibility of laying these pipelines were undertaken in-house by OGC. A number of options were identified for supplying crude oil from Nahadah to Ras Markaz using different pipeline capacities. OGC is also studying various locations for installing pumping stations, based on different configurations of pipeline capacities and pumping power, with

a view to achieving higher capacity flows in the future.

A contract for the Front End Engineering Design (FEED) is currently under tendering, while a topographical route survey is underway for the Nahadah - Ras Markaz and Ras Markaz – Duqm pipelines. OGC intends to award the FEED in June 2015, with a tender for the line pipes proposed to be floated before the end of 2015.

Gas supply to Duqm

With a view of attracting industries and other investments to Duqm, OGC has been tasked by the Government to execute the project for supplying gas to the SEZ. Natural gas will be pumped from Saih Nihayda in central Oman to Duqm Gas Supply Station (GSS) via a new 221 km (36-inch) pipeline. The GSS will be initially equipped with

four separation trains with a total capacity of 15 MMSCMD, expandable to 25 MMSCMD in future. Initial supplies are committed to Duqm Refinery and a new power station is planned to be located within the SEZ.

India's Jindal SAW Ltd has been awarded a contract to supply line pipes for the gas pipeline. Bids for the EPC package are currently under evaluation. A tender for the Gas Supply Station and a spur line is planned to be issued by Q2 2015.

CUC

The Centralized Utilities Company L.L.C. (CUC), a joint venture between Takamul Investment Company SAOC (a subsidiary of Oman Oil Company) and Sembcorp Utilities (Oman) Ltd. (a 100% subsidiary of Sembcorp Industries Ltd. of Singapore), was established in 2013 to provide

reliable, efficient and cost-effective utilities to all industries in the SEZ. The Special Economic Zone Authority of Duqm (SEZAD) has granted CUC with a 25-year utilities services agreement, providing CUC with the exclusive right to provide all utilities within the SEZ.

The establishment of the one-stop-shop, centralized utilities facility will support SEZAD's vision in creating a world-class industrial park and is in-line with the Sultanate's vision of decreasing reliance on hydrocarbon exports, adding value, increasing GDP and creating new employment opportunities for Omani nationals.

In October 2014, CUC has secured an in-principle License Exemption from the Authority of Electricity Regulation ("AER") to undertake the regulated activities of electricity generation (combined or co-located with water desalination),



transmission, distribution and supply to OOC's subsidiaries on a captive basis.

In addition to the utilities, CUC will provide supply of cooling water, while SEZAD will be responsible for constructing and fund the seawater abstraction works. Additionally, CUC was also engaged by SEZAD to deliver the design of utility and product service corridors for Duqm SEZ.

In-Country Value

An underlying objective behind Oman Oil Company's sizable portfolio of investments in Duqm is the creation of job opportunities and development of local skills. This is reflected in the establishment of Takatuf Petrofac Oman (TPO), which is a joint venture between OOC's human capital solutions provider, Takatuf Oman LLC, and the international oil and gas service provider, Petrofac to build a technical training center in Oman. It will oversee the largest industry-leading technical training program and aims to train Oman's energy and energy-related workforce to international standards. The center

will initially enroll 500 students per year and ramp up intake to 1,000 students in the future. Operations will commence in 2016.

OOC and its group of companies were established to boost the long-term prospects of the energy sector by supporting the government's Vision 2020 blueprint for economic diversification. The ultimate goal of OOC's Duqm investments is to help create jobs, develop skills and encourage local suppliers for the overall development of the local economy. In line with these goals, OOC and its group of companies contributed 4 per cent of the Sultanate's GDP during 2013, which in value terms amounted to RO 3.1 billion. Furthermore, 70 per cent of companies supplying goods and services to the OOC group were local Omani firms, representing a 17 per cent increase over the corresponding figure for 2011. Besides, 60.2 per cent of goods and services procured by the OOC group were sourced locally in 2013.

Emphasizing OOC's abiding commitment to supporting the governorate's socioeconomic growth, Eng Al Zadjali said: "OOC aims to

be a part of the local community by pursuing an intensive CSR program of initiatives designed to regenerate growth in the Duqm area. OOC's goal is to integrate social responsibility in ways that can benefit both society and business. One vital aspect is building partnerships with local communities and other stakeholders in order to deliver meaningful and valuable social benefits. Initiatives, such as OOC's three-week training program, are aimed at helping local women in Al Wusta Governorate to expand their access to information, improve productivity, enhance quality of life, and enrich culture and traditions by enhancing communication and interaction. More than 200 women from the wilayats of Duqm, Al Jazir and Mahoot took part in the program."

Established in 1996, Oman Oil Company SAOC (OOC) is a commercial company wholly owned by the government to pursue investment opportunities in the wider energy sector both inside and outside Oman. OOC's portfolio consists of over 40 assets in more than 15 countries and diversified across seven sectors. ■

Strategic Role of Spearheading

Building an optimal diversified portfolio in Duqm by contributing to the mission of becoming an emerging regional transit-trade hub.



شركة النفط العمانية ش.م.ع.م.
Oman Oil Company SAOC

Industrial Fisheries Zone: Harvesting the ocean's bounty



Before it was earmarked to host the present-day Duqm Port and Dry Dock Complex, Ras Duqm on the Wusta coast was a key unloading point for fishermen returning to shore with boats overflowing with the day's harvest.

Fish landings were typically a big draw with tourists and visitors, some eager to partake of the largesse of returning fishermen who were known to invite onlookers to help themselves to the fresh catch. The prodigious landings, involving also many commercially valuable fish species, have long attested to the bounty of the Arabian Sea and Indian Ocean – a resource that Oman's government is now keen to commercialise on an ambitious scale.

Plans drawn up by the Ministry of Agriculture and Fisheries, in collaboration with the Special Economic Zone Authority at Duqm (SEZAD), envisage an Industrial

Fisheries Zone of truly global proportions at Duqm.

Covering an area of nearly eight square kilometres, the so-called Duqm Industrial Fisheries Zone will be anchored by a major commercial fisheries harbour which will rank among the largest in the Sultanate. Total investment in the integrated development is estimated at \$250 million, which will go towards the construction of the commercial fisheries harbour, as well as infrastructure and utilities that will cater to investments in processing plants, cold stores, training centres, and quality testing laboratories. As many as 60 processing plants can be housed within the fisheries hub in the initial phases of its development.

Sustainable fisheries development

According to His Excellency Dr Hamed bin Said al Oufi, Under-Secretary for Fisheries Wealth, the fisheries hub

is a key part of the government's strategy to support the growth of a sustainable fisheries sector in the Sultanate. This strategy, which is being spearheaded by the Ministry of Agriculture and Fisheries, is designed to maximize socioeconomic returns to Omanis engaged in the country's fisheries sector, strengthen food security, generate jobs for nationals, and facilitate the introduction of technology and innovation in the industry.

The Duqm Industrial Fisheries Zone, says HE Dr Al Oufi, is a unique opportunity for Oman to bring about a sea-change in the contribution of the fisheries sector to the national economy. The project is proposed to be modeled on the cluster concept which will allow for the hub to grow exponentially. The initiative will not also support the government's economic diversification strategy, but also enhance the country's food

security, according to the official.

After all, the waters of the Arabian Sea are known to teem with an array of commercial valuable species of fish, including a variety of Omani premium-value crustacean species like lobster and shrimp. The integration of retail, wholesale and export markets within the fisheries zone will allow for part of the landings to be airfreighted to markets in Europe and elsewhere, thanks to the presence of a new international airport in Duqm. The new gateway will feature a substantial air-cargo terminal which, when fully operational, will enable part of the fresh catch to be exported to international markets.

Underscoring the importance accorded to the establishment of the Industrial Fisheries Zone in Duqm, the Omani government recently signed a loan agreement with the Saudi Fund for Development covering the cost of

the construction of the fishery harbour and integrated processing zone at the SEZ. Under the pact, signed in Muscat in March this year, the Saudi Fund has committed to extend RO 53.7 million in funding support for the Industrial Fisheries Zone.

With the initialing of this key pact, development of the Duqm fishery harbor and infrastructure for the adjoining Industrial Fisheries Zone is expected to make positive headway this year.

A master plan commissioned by the Ministry places the commercial fishery harbour just south of the Port of Duqm. Jetties will be designed to accommodate ocean-going fishing vessels, while the adjoining fisheries cluster will be ideally suited for a range of fishery-related investments.

World-class fishery port

As a green-field development, the Duqm Fishery Harbour will feature all of the trappings of a full-fledged fishing port, complete with breakwaters, dredged basin and access channel, jetty, pontoons, and so on. Plans drawn up by the Ministry envisage a large facility with a pair of breakwater arms extending to a total length of almost 3.5 kilometres. Further, as there is no naturally available depth in the area, the selected contractor will be required to dredge the port basin to -6 metres (or -5 metres under the alternative option). Part of the dredged material will be used to reclaim land.

A key component of the project is a 400-metre-long quay wall (200 metres in the alternative option), built with precast concrete blocks. A boat ramp will also be constructed to haul out boats for repairs and maintenance. Also envisioned are a guided floating pontoon, marina facility, two concrete pontoons for fishing vessels, berthing and mooring aids.

The Commercial Fishing Harbour will be centrepiece of the Industrial Fisheries Zone. Conceived as a world-scale facility, the harbour will boast landing facilities designed to accommodate all types of vessels – traditional, multipurpose and oceanic. Food safety and hygiene norms proposed to be in place will comply with international and national standards. Further, as an export-oriented hub, regulatory and export formalities will be drafted to process export applications speedily.

In keeping with the investment and regulatory regime applicable to the wider SEZ, the Industrial Fisheries Zone will also be governed by investor-friendly regulations. Investors will enjoy long-term land leases, low input costs of fuel, energy and labour, financial incentives, tax holidays, customs duty benefits and soft loans.

Duqm, HE Dr Al Oufi said, will be the hub of a step-wise expansion in the fisheries sector, encompassing catching, importing, processing, distribution and exporting in addition to all of the dependent trades. Given its vantage location on the Wusta coast, Duqm will also be able to attract all categories of fishing vessels, including the largest, from other countries operating in the Indian Ocean, he noted.

Higher fish landings will spawn much larger fish processing and transportation activities, thereby opening the way for the establishment of new small businesses as well as growth opportunities for older businesses. Significant numbers of jobs for Omanis will also be created as well.

Dr Al Oufi sees the fisheries zone in Duqm evolving into a full-fledged industrial cluster over time. The hub will be nurtured by the excellent communication links (road, rail and air) planned for the Duqm development.

Importantly, farmed shrimp production is expected to be an significant addition to the fishery zone's commercial activities during the second phase of its development. Output of farmed fish (also known as aquaculture) is proposed to be sold by contract to fish processors in Duqm, mostly for export.

Aquaculture is expected to contribute a sizable chunk of the fishery sector's total output, which currently stands at around 210,000 tons per year (as of end 2014). Production is projected to gradually ramp up to 500,000 tons by the end of 2020 when the Ministry's Fisheries Development Strategy is due to run its course. The contribution of the fisheries sector to GDP is anticipated to rise to 3 per cent by the end of the 9th Five Year Plan (2016 – 2020). Sustained investments in fishery harbour infrastructure are also expected to see the port network grow to a total of 30 harbours by 2020, up from 19 ports presently. ■

With a new resort development opening its doors, complementing two other hotel properties that had launched earlier, visitors are now spoiled for choice when they head to Duqm for business, sightseeing or leisure.

Tourism Zone: Hospitality havens



It's true that Duqm is hardly an ideal destination for the typical traveller. Yet, this largely barren, windswept expanse on Oman's Wusta coast is already home to three hotel and resort developments with an array of leisure and recreation amenities in the pipeline as well. Also in the works are an 18-hole golf course and an upscale urban district that when largely in place will make Duqm the envy of Oman.

While the great proportion of visitors to Duqm these days are largely there on official government and private business linked to projects and ventures under development at the sprawling Special Economic Zone (SEZ), a growing number are making the trip as holidaymakers. Thanks to the launch of direct air services to Duqm Airport by national carrier Oman Air, a pickup in tourist traffic is anticipated.

To be sure, Duqm appeals differently to different kinds of visitors. To adventure seekers and nature lovers, the stark landscapes, limestone outcrops, coastal hideaways, white sand beaches, and assorted natural wonders invite discovery. Others welcome the tranquility that comes with a holiday in this secluded corner of Oman.

GCC travellers driving to Salalah during the khareef holiday tend to break journey in Duqm where temperatures rarely breach the low

thirties even in summer. Moreover, with much of the scenic coastal road linking Mahawt and Salalah now complete, many Muscat-based expatriate residents spend their weekend break exploring quaint fishing villages and white-sand beaches along this stretch with Duqm serving as a base for their forays.

A major attraction for visitors to Duqm is the 'Rock Garden' – a unique geological attraction made up of limestone and sandstone rocks that were formed in an underground freshwater aquifer more than 46 million years ago. The action of wind, water, frost and other natural forces over millions of years resulted in the formation of these sculpted rocky wonders spread over a three-square kilometre area.

Located in the heart of the Special Economic Zone, the Rock Garden has been designated a protected heritage site and is currently the subject of a conservation effort jointly involving the Ministry of Tourism, Ministry of Heritage and Culture and the Special Economic Zone Authority at Duqm (SEZAD).

Upscale resort

Duqm's tourist appeal was further underscored earlier this year when the region's third hospitality project was formally inaugurated. The new Park Inn by Radisson Hotel &

Residence was formally inaugurated at a ceremony presided over by His Highness Sayyid Taimour bin Asaad bin Tariq al Said and in the presence of His Excellency Ahmed bin Nasser al Merhrzi, Minister of Tourism, among other government and private dignitaries.

Located 10 kilometres from the Port of Duqm, the resort features 73 villas comprising 50 one-bedroom chalets, 8 two-bedroom villas, and 13 one-bedroom and 2 two-bedroom apartments. Facilities include a tennis court, sauna and steam rooms, kids corner, beauty salon, mini shop, reading lounge, secured outdoor private parking, three restaurants and a pool lounge, meeting rooms, billiards room, business centre, gymnasium and swimming pool.

Targeting business and leisure travellers, the Park Inn by Radisson Hotel & Residence Duqm also features a ladies salon, tennis court and children's playground. The future-forward and trendsetting property provides an all-day dining restaurant, free wireless internet throughout the hotel, indoor and outdoor bars, as well as an outdoor swimming pool and a gym.

The developers are Musstir LLC, the property development arm of MB Group, a leading Omani business conglomerate with interests spanning several continents. Musstir currently

Significantly, the new property has also been earmarked for future development plans over the next few years. New villa units and a ballroom are among a number of additions planned in the next phase of the property's development, according to Safana al Barwani, Director - Musstir.

Striking landmark

But holding pride of place in Duqm is Crowne Plaza Duqm, the region's first luxury hotel. Since it commenced operations in April 2013, Crowne Plaza Duqm has been the accommodation of choice for the large majority of government officials, business visitors, technical professionals, and other visitors arriving in this emerging port and free zone hub on the Wusta coast.

Located a mere 10km from the entrance to Duqm Port, the four-star beachfront business hotel, showcasing a blend of modern and traditional Omani architecture, is a landmark in its own right. From its imposing entrance and airy hallways to the landscaped garden overlooking the expanse of the Arabian Sea, the property is distinctive in its design and appeal.

All 213 rooms – comprising a mix of deluxe rooms, executive suites, family suites and a royal suite – are spacious and handsomely furnished with subtle good taste. In-suite amenities are comprehensive and modern, keeping the discriminating business traveller in mind.

Underscoring Crowne Plaza Duqm's appeal as a hotel essentially geared to the corporate market is its extensive business and conference facilities. It includes a 780 sq metre Events Centre – the largest in the region – featuring two ballrooms and one boardroom. Complementing these state-of-the-art facilities are a business centre and four separate meeting rooms.

While Park Inn by Radisson Hotel & Residence and Crowne Plaza Duqm essentially cater to upmarket guests, budget-minded visitors have the option of staying at The City Hotel Duqm. The property was soft launched by Omran, the tourism investment and development arm of the Omani government in May 2012 at the outset of efforts by the government to establish a major industrial hub in Duqm. The hotel consists of 120 guest rooms with options of single, double, twin beds, and 5 well-appointed suite rooms. ■



has three other hotels under development in the Sultanate: Al Baleed resort in partnership with Omran, as well as top high-end luxury resorts in Jebel Sifah and Al Khairan.

"Park Inn by Radisson has already established a reputation worldwide as one of the leading midscale hotels in the region", commented Cyril Piaia, Chief Executive Officer of Musstir. "Park Inn by Radisson is a natural fit as we share the same values and the team has a proven track record in Oman."

Operating the resort is Park Inn by Radisson, part of the Carlson Rezidor Hotel Group portfolio of brands which

also includes Quorvus Collection, Radisson Blu, Radisson, Radisson Red, Park Plaza and Country Inns & Suites By Carlson.

"As an emerging economic and industrial hub, Duqm offers huge potential in transforming itself into the next business and weekend escape destination due to its location on the coast of Oman," said Mark Willis, area vice president, Middle East & Sub-Saharan Africa for the Rezidor Hotel Group. "Park Inn by Radisson Hotel & Residence Duqm takes our growing Middle East portfolio to 30 hotels and 8,000 rooms."

Port of Antwerp:

Towards customised global supply chains

The universal, all-purpose approach to logistics strategy, still common in supply chain management, is coming to an end. To survive and grow, companies must be more flexible in shaping their supply chains – and it is here the Port of Antwerp can help.

In 2014 the Port of Antwerp handled almost 200 million tonnes of maritime freight, making it the second busiest port in Europe. The port offers regular liner, shortsea and feeder services to some 1,400 ports worldwide; and it has 610 hectares of covered storage, which is greater than all of the storage space in other north-western European ports combined.

Given the worldwide trend towards greater customisation, adaptability and flexibility in supply chain management, where and how does this major European port fit in?

The answer lies in the Port of Antwerp's role as a leading gateway to Europe, on the one hand, and to the world, on the other. "With over 220 regular maritime breakbulk services, we can reach the whole world from Antwerp," says William Moyersoen, CEO of ArcelorMittal Logistics.

Indeed, the Port of Antwerp is much more than just a facilities provider, services provider and

landlord. It is more than being a particularly well-located and connected, efficient and reliable port. And it is much more than being the largest integrated maritime, industrial and logistics hub in Europe. Crucially, the Port of Antwerp is a supply chain partner and proactive facilitator, with a focus on meeting the constantly evolving needs of its current and potential clients.

This partnership approach is central to the port's and its clients' success. "Our cooperation with the Port of Antwerp improves the performance of our supply chain," says Christiaan Boone, Distribution Manager Overseas Supply Chain at petrochemicals giant Borealis.

Over many years, the Antwerp Port Authority, along with various logistics operators and the whole port community, have worked together to maximise innovation, efficiency and environmental sustainability, for example through port-wide initiatives such as the Barge Traffic System, Premium





Barge Service and Antwerp Port Community System (APCS). APCS, the Port of Antwerp's shared electronic communications and solutions system, enables the rapid exchange of data between businesses (B2B) and between businesses and government (B2G). To continually improve efficiency, there is a strong focus on achieving economies of scale, synergies and cost savings. Initiatives around the port have included process standardisation; transport and warehousing consolidation; outsourcing of peripheral operations; and enhanced business continuity and risk management. Similarly, Antwerp Port Authority and its partners cooperate to ensure the speed and flexibility required to meet any unexpected fluctuations in demand and supply. There is now improved collaborative planning, information sharing and inventory management, plus a growing number of joint developments.



This approach works well: In the port's satisfaction and loyalty survey of 2012, seven out of 10 European and global shippers agreed that 'the Port of Antwerp has contributed positively to realising supply chain KPIs'.

Henning Schusmüller, Senior Manager Supply Chain & Logistics, Sumitomo Chemical Europe, says: "For bringing our goods into Europe, Antwerp is a trusted, open and professional platform."

In addition to offering a wide range of warehouses and other facilities and sites, Antwerp Port Authority plays a leading role in initiating, investing in and attracting investor interest in new developments. Fully aware of the rapid and increasingly globally oriented changes in logistics and industry, it takes its facilitator role seriously.

The Saeftinghe Development Area on the River Scheldt's Left Bank will make around 1,000

hectares available for economic development. A new tidal dock north of the Deurganckdock is also planned.

The port is developing two major areas for specific logistics operations with multimodal access. The Flanders regional zoning plan provides for the development of the logistics parks Schijns (Right Bank) and Waasland (Left Bank).

Via the Consortium Antwerp Port, the Port of Antwerp also wants to develop strong ties with its overseas partners by actively developing common projects and sharing expertise and know how. This is for example the case in the Port of Duqm (Oman) where Consortium Antwerp Port and the Government of Oman are shareholders of the Port of Duqm Company (PDC), which is responsible for the management and development of this major port project in Oman. ■

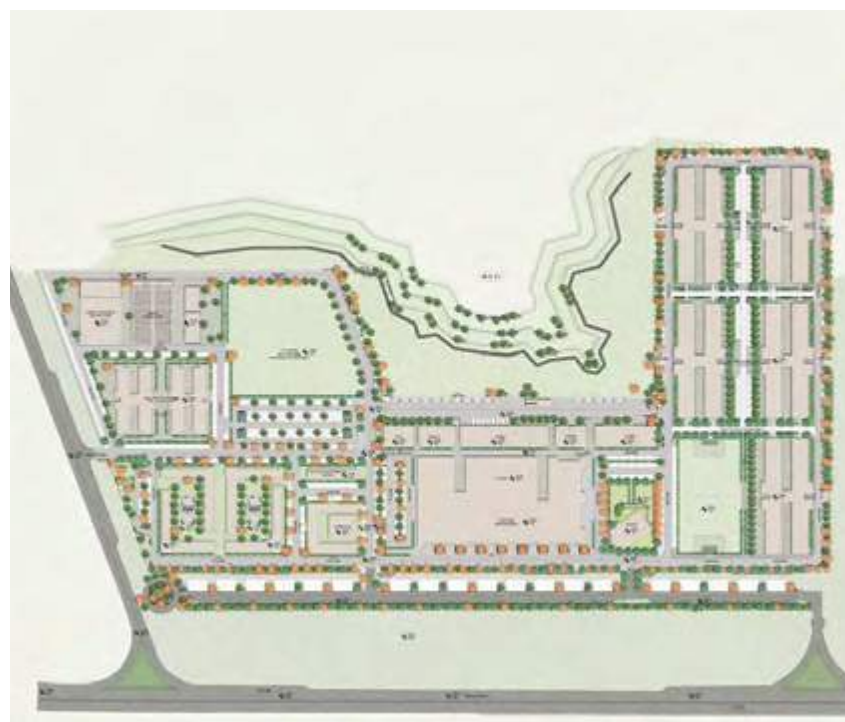
Renaissance PACs

A whole new lifestyle for contract workers at Duqm



As the Special Economic Zone of Duqm progresses towards full-scale operation, following the phased implementation of carefully planned investments, companies are preparing for busy times ahead. Businesses are gearing up for some heavy hauling, particularly in areas of manpower, in order to get the wheels turning on the slew of multi-million Rial investments in the region. Against the backdrop of this 360-degree industrial turnaround, Renaissance is laying a foundation that will improve the quality of life for the thousands of contract workers who serve the zone's businesses. This is happening through their ingeniously pioneered PAC (permanent accommodation for contract workers).

During 2014, Renaissance started the construction of the full-facility living quarters for contract workers at Duqm, well ahead of the anticipated workforce onrush once the economic zone's major projects come on



stream. 2014 also saw the coming together of an equity partnership to invest \$75m of the \$200m into the project. This partnership brings together Royal Court Affairs, Ministry of Defence Pension Fund, Bank Muscat and Al Khonji Investment along with Renaissance Services.

"What we have done here is to bring together an equity partnership, from the local community to large national funds, who are collectively investing in a facility that will implement world class best practices of accommodation for all categories of contract workers," says Mr. Adil Bahwan, Chief Development Officer, Renaissance.

The 192,000-sqm development is being designed as an integrated complex that offers a complete range of high-calibre amenities and services in the best example of Renaissance's core facilities management business. Once completed, it will be able to accommodate over 16,000 workers, which will meet a spiralling demand

for onsite accommodation after the port is fully commissioned and the Duqm refinery 'reaches critical mass'.

A pioneer in PACs

Although the PAC at Duqm may be their largest project in Oman, this is not the first that Renaissance have built. The company introduced the concept in Oman with the first PACs that were built in the vicinity of PDO's hydrocarbon exploration blocks for the company's oil fields staff.

Way back in 1970s, Oman's onsite accommodation tended to be made up of spartan portacabins, with employee healthcare in the hands of 'a duty male nurse and a packet of Panadol'.

But Renaissance was thinking ahead: "Our key thing was how we could - by bringing all of those camps together - have longevity of the contract and use the scale of occupancy drive down costs. So yes, in that sense I suppose we were

pioneers," says Mr. Bahwan.

The solution, he adds, was "delivering higher standards at lower costs through economies of scale. Later when PDO did the post-implementation reviews, they found it to be pretty much cost-neutral, because the old portacabin camps were far less efficient. Just looking at electricity and water, these old portacabin camps were consuming far more than we use with in a much better quality facility. There was a whole step change, where efficiency suddenly became a golden rule that bought costs down as standards of service rose."

PACKing a whole lifestyle

At a towering five storeys in height, Renaissance's PAC project at Duqm is significantly larger than its PDO predecessor. "Going higher drives down costs. The golden rule used the size of the project to create design economies that mean we can beat the portacabin on price and standard





of service at the same time," explains Mr. Bahwan.

The fundamental shift from the ubiquitous portacabin to permanent structure means you can plan and design for a much better quality of life amid the demands of working and living on site. Mr Bahwan pulls up pictures of the master plan and design to reveal immaculately maintained living quarters, recreational facilities, a mess and dining hall that boasts a seating capacity in excess of 5,000 people and expansive green stretches. "Our message is that you can

create real living services for people: proper medical facilities, recreation space and equipment, good food with attention to nutrition, in a proper permanent building with a good ratio of ablution facilities to the number of beds. And all of this delivered to international labor organisation standards; UN standards. It doesn't have to cost you more if you have a long term view of the requirement and a large enough number of people staying. So, my message is that it can be done in a proper, humane, dignified way: the way we would wish to live,"

Sustainability

With Oman's commitment to staying green even as it rises to the status of a world economy, Renaissance's PAC development at Duqm is designed to be self-sufficient and sustainable in the long term. Says Mr Bahwan, "In everything we do, we operate with the mantra of safe, efficient, green and local, and sustainability is very important to us. For example, the Duqm footprint on the environment will be kept to a minimum and safety is always paramount in our operations."

Firming up market position and forging ahead

Today, Renaissance is a serious contender because of its unique service offer.

In 2014 the company won a Ministry of Health bid and was chosen for the facilities management contract for The Wave, Oman's flagship integrated tourism project. Mr. Bahwan sums it up: "We combine contract services, accommodation solutions and Integrated Facilities Management. No other company does this well. And it means fewer companies are involved in a project – you get better service coordination, clearer costs – without multiple 'margins-on-margins' and the usual economies of scale. So we are ramping up our IFM capabilities as well as investing in more PACs, and looking to increase our business outside the contracting cycle, with projects that we build, own and operate for the long term,"

Renaissance

World-class services

Worldwide market

- Contract services
- Permanent accommodation facilities
- Integrated Facilities Management



With over 25 years of experience in the mountains, coasts and cities of our Omani home and a rigorous focus on efficiency, safety and sustainability, Renaissance has developed the best service solutions the market can offer.

Today, we reach out to a global market. Our clients include ports, universities and hospitals, onshore and offshore hydrocarbon development and the military. And our services are designed to help clients beat the geographical challenges of working anywhere in the world.

Our uniquely tailored solutions mean our clients get more for their money.

For more information, visit our website: www.renaissanceoman.com



النهضة للخدمات ش.م.ع.
Renaissance Services SAOG

Takamul Investment Company

A catalyst for adding value to Duqm



Takamul Investment Company SAOC, a subsidiary of Oman Oil Company, plays a major role in attracting investors to the Duqm Special Economic Zone. The company is developing utilities and services that are indispensable to the smooth, safe and efficient operation of industries that will come up within the zone.

Takamul was formed to develop sustainable downstream chains to support Oman's thriving industrial sector. The company's primary objective is to promote and invest in value-added, economically viable projects that are fed from local upstream industries.

Incorporated in 2008, Takamul's mandate is to develop, promote and invest in green-field industrial projects as well as in existing industrial companies to support Oman's thriving industrial sector. The company's key objective is to act as a catalyst in developing a sustainable downstream value chain to extend Oman's increasingly promising chemicals, metals, minerals and

industrial service sectors.

Takamul Investment Company's approach to partnering new downstream ventures is opening Omani doors to local and international manufacturers keen to capitalise on the exciting opportunities that the ever-expanding industrial sector has to offer. By linking the country's mega projects with existing entrepreneurial entities, Takamul aims to forge fruitful and rewarding relationships both locally and internationally that will support the steady advance of industry and manufacturing in Oman.

The Centralized Utilities Company (CUC) has been formed in 2013 Takamul as a joint venture with Sembcorp Utilities to provide reliable, efficient and cost-effective utilities to all industries in the Duqm Special Economic Zone.

The Special Economic Zone Authority of Duqm (SEZAD) has granted CUC with a 25-year utilities services agreement, providing CUC with the exclusive right to provide all utilities within the Duqm SEZ.

Takamul's long-term vision to

support a thriving and modern downstream chain for the heavy industry sector offers potential joint venture partners unparalleled opportunities to have a competitive edge in the region's industrial arena.

"Takamul offers a wealth of experience and unmatched access to the local market. Working closely with our major shareholder Oman Oil Company, we work with our industrial partners to promote and develop downstream opportunities for suitable foreign and local investors", says Mr. Gilles Desorbay, General Manager, Business Development.

"We have a firm commitment to ensure our projects employ state-of-the-art technology, up-to-date managerial and industrial practices and strong environmental protection policy. In short, our goal is to ensure that our projects set the benchmark for downstream development across the nation", adds Mr. Gilles Desorbay, General Manager, Business Development.

By optimising the involvement of upstream partners and demonstrating economic growth through the creation of technically viable and environmentally responsible joint venture companies, the downstream chain will form a major component of the Sultanate's progressive strategy for the future.

The inclusion of state of the art technology coupled with advanced manufacturing techniques and international-standard management practices will guarantee this flourishing sector creates ongoing benefits for not only the joint venture partners but also Oman and its people.

The Sultanate's world class infrastructure and attractive investment incentives have paved the way for Oman's transformation into a dynamic, modern international business centre. Takamul's flexible approach to potential new partnerships coupled with such transformation offers a wealth of exciting prospects in the nation's industrial sector ... and truly endless possibilities.

The company stands to create employment opportunities for Oman's large and young talented population, whose exposure to technological innovation and industrial practices will ensure they are sought-after employees of the future.

Opening Doors for Opportunities

At Takamul, we develop, promote, and invest in sustainable industrial projects mainly in the value added chain of metal, mineral, chemicals, and industrial services in Oman. We are committed to making a real difference to the wellbeing of our host communities by opening doors for investment opportunities.

We see endless possibilities.

www.takamul.com

Strabag Oman LLC:

Cementing a better infrastructure



STRABAG Oman LLC is a subsidiary of the Strabag SE group based in Austria and Germany which was founded as Strassenbau Aktiengesellschaft in 1923.

The activities of Strabag in the Sultanate of Oman started in 1971 with the construction of the first major road, the 240 km long Muttrah to Sohar Highway. Strabag Oman LLC is one of the leading Road and Civil Engineering contractors established in Oman since 1971 and has completed more than 10,000 kms of Asphalt Roads including several bridges, flyovers and culverts in Sultanate of Oman. Please see the attached brochure for general information about Strabag Oman LLC.

Strabag's Oman Branch became a local company in 1985 and was since then also involved in other activities such as bridge and flyover constructions, building of dams, fishery harbours as well as road and airport rehabilitation. Part of the projects were constructed on design and build basis.

Strabag Oman LLC's strength lies

in bringing the latest technologies and design from its principal company. The world wide and varied experience of Strabag and the latest technology from Europe are fused to provide need-based solutions for Oman.

The company has an in-house design unit comprising of a strong team of professionals who explore the possibility of alternative designs and solutions with a view on the economical and practical nature to suit the local requirements. For specialised requirements experts from the principal company will be involved. Strabag's labour force is well trained and have a command of the English language from supervisor to foreman level. The company is known for its timely execution of projects within the required time frame. Please see attached brochure for more details.

Strabag Oman LLC has its own wide range of construction equipment as well as a fleet of dump-trucks and trailers. The company carries out its own maintenance in their main workshop situated in Muscat

being well equipped even for major repairs and overhauls of engines and transmissions. Minor repairs and routine maintenance are carried out at workshops at each construction sites.

Earlier, in 2011 the company secured a USD210.3 million contract to build access roads to Duqm port and the adjoining dry dock. According to the contract, the Austrian company's subsidiary in Oman was required to build six-lane, four-lane and two-lane expressways as well as access roads from the arterial Duqm-Mahoot highway right into the port's facilities.

The company was also assigned construction of drinking water and fire-fighting water lines, waste water and irrigation systems and power and telecommunications infrastructure. The scope of work also included construction of more than 30km of road and building structures to divert some of the wadis.

Its road construction projects in Duqm and elsewhere in Oman have resulted in the company having completed over 12,000 kilometres of roads in Oman to emerge as pioneers in the road construction industry. Driven by a workforce of 2,500 employees Strabag Oman has helped the Sultanate bridge gaps in the infrastructure by building roads across the length and breadth of the country.

The company's endeavour towards excellence in construction quality, safety, performance, employee satisfaction and social responsibility has enabled it to be the most trusted and sought after engineering, procurement, construction, operation and maintenance and project management company in the region. It has consistently delivered projects, providing value-added engineering, construction and service skills to customers for whom the quality of execution, efficiency and reliability are critical.

STRABAG

Oman L.L.C



Worldwide experience

With our experience of our partner company Strabag SE, in constructing international projects at the highest level we have made a name for ourselves - worldwide. Vision, courage and expertise have been the keys to our success all around the world. Since our first international operation in 1891, we have been implementing global projects and have left our mark on all continents. For example, we were in Argentina in 1911 with harbour facilities, built railways in Iran in 1938, hydro electric power plant in Iraq in 1953.

The first international railway in Nigeria was built in 1959, 1965 we finished water barrage in Pakistan and in 1967 dams in Morocco. Today, the STRABAG Group has operations around the world - in more than 60 countries worldwide in all classical and niche construction segments.

Oman
STRABAG Oman LLC
 Building No 700 Way No 5007
 P O Box 444
 100 Muscat
 Sultanate of Oman



CURRENT MAJOR PROJECTS

1. Duazliation of Ibri - Dariz - Miskin Road
2. Duqm Port Road Works and Infrastructure Works
3. Wadi Minqal and Wadi Bani Jabeer Road
4. Construction of Flood Protection Scheme in Wilayat Sur, Phase 2 (Fulaij Flood Protection Dam and Drainage Channel at Wadi Rafsah.
5. Maintenance of Internal Roads at Sohar
6. Construction of Sinaw Road- Mahout - Al Duqm (Part 2)
7. Improvement of RAFO Khasab Airport
8. Internal Roads Haima
9. Construction of Adam Airbase (Package 2)
10. Construction of Main Road Improvements at Duqm Centre
11. Construction of Ring Road at Madinat Al Ilam
12. Disposal of Existing Bailey Bridge & Misc. Works at Sohar Port R/A.

RECENT MAJOR COMPLETED PROJECTS

1. Construction of Nizwa - Jibreen Road
2. Design and Construction of Airstrip at Adam
3. Repair Airfield Pavements, Thumrait, Oman
4. Construction of Quriyat - Sur

5. road - Phase III
6. Musanah Airbase - Phase II
7. Construction of Interceptor Dam - Salalah
8. Design and Construction of Internal Roads at Al Qabil - Sharqiya Region
9. Design and Construction of Internal Roads at Saham - Batinah Region + V.O.
10. Maintenance and Repairs works for the damaged roads affected by the climatical storms at Wilayat Batinah, Dhakliya and Sharqiya
11. Design and Construction of Roads and Suspension Bridge at Khor Al Batah - Sur
12. Design and Construction of Internal Roads at Ghuwailah - Jahla Road at Jalan Bu Ali
13. Construction of Internal Road 2007 at Sohar
14. Design and Construction of Internal Roads 2010 Lot (2)
15. Design and Construction of Internal Roads from Al Filaija Junction to Barka-Nakhal Road + V.O. Additional Works
16. Construction of Temporary Bridges at Sohar Industrial Port Roundabout
17. Rehabilitation of Al Ghafat Road -Wilayat Bahla, Dakhliya Region
18. Misc. Works at Marmul Area
19. Repair & Rehabilitation of Existing Asphalt Road (Marmul-

Nimr)

19. Flood Protection Dam at AL Amerat Heights B15 DAM
20. New Sohar Airport Package No1 - Civil Works
21. New Sohar Airport Package No 2- Airfield Infrastructure Works
22. Construction of Service roads from AL Basateen street to Ghail Al - Shabool

STRABAG'S PROJECT IN DUQM AREA

1) Duqm Port Road Works and Infrastructure Works

Construction of 37 KM of Primary & Secondary Roads with Portable Water, Fire Fighting, Storm Water, Sewage & Irrigation and Slope Protection, Telecommunication, Electrical networks including Street Lighting for Duqm Special Economic Zone.

2) Construction of Main Road Improvements at Duqm Centre.

Construction of 6.5 km long dual carriageway with 4 lanes, construction of about 11 km length of service roads, 12 roundabouts, 4 traffic light controlled intersections, numerous box and pipe culvers, street lighting system, parking areas, landscaping and irrigation system, sidewalks, roadside furniture, relocation of affects services and utilities, removal of existing structures etc ■

**Your business doesn't stop.
Neither do we.**

The fast-paced environment your business embraces today needs a reliable and future-proof total communications provider that adapts its solutions to your challenges. With guaranteed service levels and dedicated teams to look after your interests round-the-clock, we ensure that our business is geared to meet your needs.

Call 800-BUSINESS (28746377) or log on to ooredoo.om/business

Be Inspired



ooredoo
business

Oman Gulf Company:

The road to economic progress

The region of Duqm continues to develop according to government goals of transforming this once fishing-settlement into a prime destination for tourists and investors alike. Central to this development is the spate of infrastructural projects that meet crucial transport and logistics requirements. The Oman Gulf Company (OGC) can confidently lay claim to the construction of critical road infrastructure in Duqm, establishing important connections within the region.

From the time that Duqm's SEZ began to take shape, Oman Gulf Company has been, quite literally, paving the road to success for the region, helping link all of its master tourism projects and infrastructural developments. One such critical project is the construction of a primary and secondary dual carriageway. The project is located in Duqm town in the Al Wusta Governorate. The total length of the first two roads is approximately 46 km. According to officials at Oman Gulf, the project is in its final stages of completion and will provide seamless, hassle free access to all of the region's upcoming developments, apart from preparing the town for its transition in a fully-serviced, well-connected region.

As a company, Oman Gulf has already etched a name for itself in infrastructure long before Duqm began rising in status as a potential economic hub with lucrative prospects. The wholly owned Omani Company boasts a well-established

position in the Sultanate for over 40 years, with a current turnover of RO20 million as of 2014.

The company combines decades of extensive experience in project management, engineering and construction in areas such as roads, earthmoving, civil and drilling. Its leading position in the construction of road infrastructure is further bolstered by a numerous projects that have helped build a safe, durable and reliable road network across the country. Some good examples are the timely and successful completion of the Tan'am Hamra Ad'Duru Road Phase I and II with a total length of 88 Km; the construction of a link road from Mahout to Nizwa-Thumrait Road (Section 1 and 2) with a length of 58Km; the construction of Shaleem-Shuyamiah road length of 40Km; the Hadbin-Hashik Road with a length of 34Kms; construction of Taqah-Ma'amurah dual carriage way with a length 20Km; construction of Mazyounah Internal Roads with a length of 43Kms including various

The project will provide seamless, hassle free access to all of the region's upcoming developments, apart from preparing the town for its transition in a fully-serviced, well-connected region.



activities such as a Box Culvert, Pipe Culvert, Irish Crossings, concrete and steel safety barriers and road furniture. Oman Gulf has also recently completed the Al-Ajaiz air strip which will be used as the Air Base for the R.O.P.

The company's regional office is located in Salalah, while its fully equipped head office and main workshop are at Thumrait. Numerous and well-established base camps set up at strategic location along the company's operational sites ensure prompt and efficient service. Additionally, Oman Gulf also operates self-sufficient, mobile camps with well-experienced construction teams to maximise productivity and tackle challenging projects.

Oman Gulf's current scope of work for road works at Duqm also extends to construction of drainage systems such as Irish bridges, pipe and box culverts, proper traffic signs, road markings, barriers, dyke, protection works and street lighting.





Also included are earth works, construction of aggregate, asphalt and concrete pavement layers, among other necessary components.

On the company's current project portfolio are the previously mentioned road construction works for Duqm and three maintenance projects for which Oman Gulf has been contracted out to carry rehabilitation works on the Nizwa-Thumrait Road. Also included in the company's list of ongoing projects is the maintenance of track and paved roads in the A'Sharqiyah North and South and A'Dakhliyah governorates.

In addition to being a leading road construction and transport company, Oman Gulf also offers its expertise and experience in water well drilling up to depth of 1,200 metres. The company has successfully completed numerous wells for the Ministry of Regional Municipalities and Water Resources, the Governorate of Dhofar – Directorate of Water Supply, Salalah and other clients from the private sector.

In addition to being a leading road construction and transport company, Oman Gulf also offers its expertise and experience in water well drilling up to depth of 1,200 metres.



The company's operational credentials also run into civil engineering, and has been the contractor of choice for such projects for Petroleum Development Oman over the past 15 years. Other clients in this category include Occidental of Oman Inc; independent oil and gas companies such as Gulf Stream and Resources, Japex Oman Ltd, Phillips Petroleum 66, ELF and ARCO Oman Inc.

When it comes to health and safety of its staff, Oman Gulf operates a stringent and recognised HSE policy and is registered in the internationally accredited ISO 9002 Quality Assurance Programme. These have been implemented to the full satisfaction of its employers. Above all, the company is keen to highlight the expanding list of satisfied clients as a testament of its ability to execute challenging projects against all odds. Inclement weather or difficult terrain has not dissuaded its team of dedicated workers from laying the road for a smooth ride into Oman's future. ■



OMAN GULF COMPANY L.L.C

Civil Engineering Contracting and Trading



Head Office: Tel: 23279727 / 23279722 Fax: 23279796

Muscat Office: Tel: 24449253 / 24449254, Fax: 24449256

P.O: Box: 223 || Postal Code: 211 || Salalah || Sultanate of Oman

Email: info@omangulf.com.om / omangulf@omantel.net.om

www.omangulf.com.om

Specialist in Civil Engineering, Road Contracting, Water Well Drilling, Earthmoving and Transportation

Crowne Plaza Duqm:

Hospitality Meets Business Needs



Fakhri Hindiyeh
Hotel Manager, Crowne Plaza Duqm

Carved out of the Special Economic Zone Authority Duqm, It is a Tourism Zone encompassing seafont tracts that include pristine, white-sand beaches. The designated tourist area occupies 24 km and includes an 18km stretch of beach on the pristine Arabian Sea. This area has been earmarked for hotels and resorts catering to investors, business executives and tourists.

A number of hotel ventures are already in operation as 2 to 4 Stars Hotels with limited services in addition for the most prestigious of these, Crowne Plaza Duqm Hotel; this luxury hotel offers first class services to Businessmen, in addition to all the attractions available in a beach resort with its 213 luxurious rooms and suites and its five banquets of different sizes, all equipped with the most advanced audio visual devices. One of the banquet facilities has a capacity 300 persons, informs Fakhri Hindiyeh,

Hotel Manager, Crowne Plaza Duqm

Today it is an industrial oil town with a notable port, and the town has been looking to increase tourism in the area with the Oman Tourism Development Company, and is now central to the state's development goals, Oman Air has begun services at the airport on July, 2014 as 4 flights weekly from Muscat Airport as a step to facilitate Duqm growth.

The Omani government is focused on plans to diversify its economy away from hydrocarbon receipts and the country's diverse geography, its improved land, air and sea infrastructure as well as its position as an under-exploited tourism destination, has helped secure significant regional and overseas investment

Duqm has been designated as Oman's next industrial center, with investments of up to \$15 billion targeted in petrochemicals and infrastructure over the next 10 years. The area is divided into 8

main areas that include the port, the ship dry dock, the oil refinery, the regional airport, the heavy - medium and light industries complex, the residential -commercial and tourism area in addition to logistic services area. The area is known for its abundant fish resources, which qualify it to become a hub for fish processing industries and aquaculture projects. Duqm can be also an ideal destination for those seeking tranquility and peace of mind as it enjoys modest climate during summer as well as winter in addition to the natural beauty of the region.

According to Fakhri, Duqm development and growth increased Crowne Plaza Duqm growth prospect especially when Duqm became investor's attractive point from several aspects and different industries. With its high standards services, Crowne Plaza Duqm became the corporate business hub for all investors and business travelers in the region.

Oman's hotel and hospitality



industry is seen to grow significantly, owing to the growing number of billion-dollar hotel and resort development projects all over the country and the government's Plan which focuses on intensifying tourism and corporate promotion programs and developing the country's infrastructure.

Several projects are on the pipeline investing billions of dollars in the hotel industry in main city in Oman mainly Muscat, Salalah and Duqm in a way to open new doors to be in line with the development plans in which Oman Authorities are planning to make Duqm the new industrial and corporate city due its prime location and facilities and Salalah to be the Oman touristic city.

With more than US\$3.3 billion worth of high-profile tourism projects currently under development in the Sultanate, the country is rapidly expanding its existing tourism offering with luxury brand leaders set to make their hospitality debut and a number of important tourism and cultural projects also nearing completion.

Oman's hospitality sector has recorded a significant growth in the first half of 2014 as the Ministry of Tourism intensively promotes across the globe various tourist and corporate destinations in the country. The significant reason behind the increase in the number of hotel guests is the boost that the Ministry of Tourism provided by promoting the

country's destinations and opening new opportunities for other countries to invest.

The total number of guests staying at four and five star hotels in the Sultanate of Oman witnessed a significant increase of 20.7 per cent in the first half of 2014, totaling 368,764, when compared with 305,573 guests during the same period in 2013.

The total revenue for four and five star hotels also grew by 8.7 per cent during the same period, rising to RO 86.337 million, compared with RO 79.459 million at the end of June 2013.

Occupancy rates also registered an increase of 5.3 per cent, rising to 64.6 per cent by the end of June 2014, compared with a 61.3 per cent occupancy recorded during the same period in 2013.

With the growing number of business visitors and tourist arrivals expected to increase, hotel rooms, real estate, restaurants, cafes and other dining establishments are also seen to increase. This will give much opportunity to local and international suppliers, distributors and manufacturers of hotel and hospitality-related services, equipment, and facilities. This will also provide increased opportunities to the food retail and catering industries

With more than \$3.3 billion worth of high profile tourism projects currently under development in



the Sultanate, the country is rapidly expanding its existing tourism offering with luxury brand leaders set to make their hospitality debut and a number of important tourism and cultural projects also nearing completion.

Due to the business travelers and touristic visits, in being a prime corporate city and attractive touristic sight with developed infrastructure, luxury brands and full service midscale brands are found in Oman to fulfill visitor needs in all aspects.

Based on that, Intercontinental Hotel Group combined luxury and midscale segment in its 6 hotel around Oman to welcome all type of visitors and offer the best hospitality services.

The majority of economy hotels in Oman are either locally branded or unbranded, many of which are not purpose built and of a limited size. Due to the fragmented nature of the market, hotel apartments and guest houses tend to compete with the economy hotel market, as there is a lack of differentiation between the two products from a consumer standpoint.

With the growth of hospitality industry, outbound visitors prefer to be in an international branded hotel as their services standard are known and get the benefit from its loyalty programs and features as well.



BUSINESS WITH A TOUCH OF CLASS.

Our great location and sophisticated resort-style facilities allow you to make the most of your stay. With our tailored services we will spark your imagination and ensure your business meetings in Duqm are a real success.

For reservations or further information please
email: info.cpduqm@ihg.com

CROWNEPLAZA.COM/DUQM

+968 2521 4444

City Hotel Duqm:

A name for legendary Omani hospitality



City Hotel Duqm is an excellent manifestation of how tourism-related projects drive business, industry, tourism and the economy, as a whole. With the region of Duqm being developed as an industrial port and harbour town as well as a prime tourist destination, City Hotel Duqm does the service requirements for high quality facilities to maximise investment potential.

Duqm, known for its beautiful beaches and moderate weather, is an ideal tourist destination for those looking for tranquility and peace of mind during summer. Besides the beaches, soft sands and mountain chains overlooking the Arabian Sea such as Ras al Duqm, Ras Markaz, and Ras Madraka, the wilayat of Duqm has many other attractions such as the rocks park, which hosts a number of geologically rare rocks that portray together a unique and charming picture of culture.

The City Hotel Duqm has been conceived and designed to cater to the rapidly growing need for hotel, accommodation and business facilities in the area. It targets the segment that seeks all the comforts of a business hotel at an excellent value for money to visitors connected with business and projects to the new port/harbor, airport, oil refinery and new industrial areas of Duqm.

This first three star hotel in Duqm,

City Hotel Duqm welcomes all guests with the legendary Omani hospitality and impeccable services. The Hotel is an oasis of comfort, catering to mid-market segment and centrally located for business and for corporate guests.

Conceived to serve as a hub for the corporate traveler, owing to the numerous projects in the region, it is where one can ensure that the traveler has a perfect business trip. Large luxurious and comfortable rooms, world-class business facilities, gastronomic choice of cuisine and culinary experience... all these are available at City Hotel Duqm.

Apart from the hotel's providing competitive room rates, several other factors attest to its rapid rise as a popular establishment among guests. A multi-cuisine restaurant, expansive and relaxing lounge spaces, authentic Arabian experiences such as 'Sheesha' all add up to its increased ratings.

Areesh Restaurant offers sumptuous breakfast, lunch and dinner apart from a theme buffet that features country-specific specialties. Guests also have access to the hotel's Kushk lounge where they can unwind and enjoy mocktails over a game of pool or even join in for a live karaoke performance!

At the hotel's Sheesha Lounge, guests and visitors can revel in the ultimate experience of Arab style relaxation – the quintessential 'sheesha' – while they watch various

programs on a big screen television and languidly take in grand views of the hotel's lush gardens and the region's rugged scenery. Skilled and professional services and free Wi-Fi for residents are some of the other luxuries offered.

To cater to our guests business needs, the hotel's Business Center is fully equipped so that it can accommodate any request. The hotel's guests can gather in the cozy lobby and listen to soft, relaxing music while enjoying a welcome drink, or Arabic coffee with dates or simply have a relaxing workout at the hotel's gym.

In addition, the hotel introduces tailor made and special room rates to companies and government entities as well as attractive packages for travelers and long-staying guests. City Hotel Duqm's restaurant prices are affordable for travelers or visitors to the region.

As Duqm makes the major metamorphosis into a world class port and town there is bound to be increased visitor interest in the region from tourists, businessmen and investors.

Additionally, the company's other properties too have made substantial contributions to the overall growth of tourism, showcasing the Sultanate's spellbinding beauty to the rest of the world. Its three properties Masira Island Resort, Ras Al-Jinz Turtle



Reserve and Uwaifiyah Rest House all offer guests excellent hospitality facilities and access to some of the country's most unique natural tourist attractions.

Location: City Hotel Duqm is located 550 KM from Muscat, 550 KM from Salalah. Centrally located near highway, it gives you easy access to the port and other development project zones in Duqm.

Rooms: 118 plush accommodation offering modern amenities. Choices of Standard single/double rooms, Executive and Deluxe Suites

Guest Services: 24 hours front Desk, Free Wi-Fi internet access, tea and coffee making facilities and in room safe. Laundry service, Fitness Room, Multi-Cuisine Restaurant, Business Centre, Rent-a-Car facility, Credit card payment, etc. are also available. **Dining:** Areesh Multi-cuisine Restaurant (Offers a la Carte, BBQ themed buffet for dinner), Sheesha lounge.

Masira Island Resort

Masira Island is located 15kms off the southeast coast of Oman with miles of isolated sandy beaches and known for its wildlife. It hosts all four of Oman's nesting species of Turtles and is world famous as the home of the largest population of Loggerhead Turtles. The Island is magnificently diverse and offers a



wide range of nautical sports with excursions into the nearby deserts and hills. The island is off the coast of the Barr Al Hikman area, and can be accessed by taking a ferry.

Masira Island Resort is situated on the borders of the breeding grounds of the turtles, making it perfect destination for nature lovers. The resort lobby displays the Masirah Natural Wildlife Museum featuring the flora and fauna of this unique destination. Also, for travelers with an edge for adventure there are umpteen nautical sports to choose from.

The resort offers 22 contemporary rooms including suites and chalets with stylish feature and luxurious space offering sea facing private balconies, Satellite TV including international channels, Wi-Fi internet

access, In room safe, Individually controlled air conditioning system, Telephone IDD line, Tea-coffee making facilities, Mini bar, Hair dryer and Iron & ironing board.

The resort also features The Dhow – An elegant ambience all-day-dining restaurant, Oasis - an outdoor tavern with live performance in the evening, Sanctuary - a calm and cozy atmosphere outlet offering the perfect rendezvous and socializing.

For your meeting requirements, Al Hamra is a fully equipped meeting room and can accommodate up to 75 guests. The outdoor garden by the poolside is also ideal for banquets and weddings and can accommodate up to 200 guests for a reception. Business Centre facilities are also available to meet your business needs.

Recreational facilities include beach volleyball, tennis and basketball courts.

Ras Al Jinz Turtle Reserve

The world famous Ras Al Jinz Turtle Reserve boasts of various facilities for visitors. Ras (Cape) Al Hadd is an internationally renowned nesting site sanctuary for the Green Turtles - Chelonia Mydas, harboring one of the largest nesting populations in the world. Around 13,000 sea turtles come ashore along this sanctuary every year. Ras Al Hadd sanctuary is the largest nesting site in the Indian Ocean and the only site in the world where green turtles come every night almost all year round.

But the story of Ras Al Jinz is not just a story about turtles.

The Ras Al Jinz property offers a mix of well-appointed Carapace Rooms and Luxury Eco-Tents.

The archaeological findings at Ras Al Jinz site, although the settlement there was only a fishing village present a glimpse into the Ancient Civilization of Maganthat, between 3000 and 2000 BC, had culturally unified the Oman Peninsula, from the Abu Dhabi islands down to Masirah, in close connection with Mesopotamia, Iran, and the Indus Valley.

Ras Al Jinz which is part of Ras Al Hadd sanctuary is the rock that forms the easternmost tip of the Arabian Peninsula. Between the cliffs of Ras Al Jinz lay safe beaches, which have long been the favorite nesting site for Green Turtles of the Indian Ocean.

Ras Al Jinz Turtle Reserve is a world class turtle reserve and offers breathtaking natural sights, state of the art Turtle Museum (done by a French company), the stargazing experience and of course much in demand turtle watching experience. The property is a preserve of unspoiled natural beauty and offers guided turtle nesting excursions at night and at dawn.

Its accommodation of 31 units includes a mix of well-appointed 19 Carapace Rooms and 12 - Australian manufactured Luxury Eco-Tents located on a hillock closely, where visitors can enjoy the beauty of nature and modern luxuries.

Other facilities include a restaurant that offers mouth-watering dishes, a gift shop, library and a meeting room for up to 30 persons.

The recently added 12 Luxury Eco-Tents on a hillock close to the



reserve have been imported from Eco-Structures Australia and are first of its kind in Oman. These luxury tents are wind and rain proof and have been tested in cyclone-hit areas as well for their safety. Residents can enjoy the panoramic views of the Ras Al Jinz sea

beaches from their tents/ sit out area. The Luxury Eco-tents are suitable to accommodate larger and smaller families as well. Each Luxury Eco- Tent has a separate bath area, dressing table, tea and coffee making facilities, In Room Safe, Mini Fridge & LCD TV. ■

CITY HOTEL DUQM

At the heart of your Duqm experience

Enjoy the comfort of well-appointed rooms, delicious cuisine, business centre facilities and the legendary warm Omani hospitality. With easy access to the port, airport, oil refinery and new industrial areas of Duqm, the City Hotel Duqm is at the heart of all that you want to do. Make your bookings today and enjoy the perfect stay on your next visit.



- 113 rooms including handicap rooms, 3 deluxe suites and 2 executive suites
- Areesh multi-cuisine restaurant and juice bar • Sheesha lounge

Additional facilities:

- 24-hour business centre • Free Wi-Fi internet access • Laundry and dry cleaning services (regular & express)
- Fitness room • Credit card payment facility • Recreation room

City Hotel Duqm, Duqm, Sultanate of Oman.
PO Box 85, PC 711, Haima. • Tel: (+968) 25214900
E-mail: rsvn@cityhotelduqm.com • www.cityhotelduqm.com



MOHSIN HAIDER DARWISH LLC:

Enriching people's lives by sourcing reputed international brands



The origins of Mohsin Haider Darwish LLC date back to over half a century. The family proprietary business was converted to its present form of a corporate entity in 1987. Over the decades, the company has witnessed phenomenal progress, helped by strategic planning and professional management. The growth of the company has kept pace with the tremendous progress the Sultanate of Oman has achieved under the wise and able leadership of His Majesty Sultan Qaboos bin Said.

MHD LLC, with varied interests in trading, contracting, projects and manufacturing, has been successful in enriching people's lives by sourcing the most reputed international brands from across the world and making them available to the discerning customers in the Sultanate of Oman.

Duqm is currently experiencing significant development, growing from about 5100 in 2008 to over 12,000 people in 2014 and the Oman Tourism Development Company is looking to develop it into a resort, aiming to increase its population to 100,000 by 2020. With the opening of the Duqm domestic Airport in July 2014 it is now well connected



CLEARER VISION FOR THE FUTURE. WITH A DYNAMIC VISION OF EXCELLENCE WE CONTINUE TO REINFORCE OUR STATUS AS A PREFERRED OMANI PARTNER OF WORLD-RENOWNED BRANDS.

The MHD LLC Group Offers: Automotive Products | Computers, Office Automation & Telecommunication Products | Home Appliances & Entertainment Electronics | LPG, Industrial Gases & Chemicals | Engineering Products | Projects | Building Materials.

Associate Companies: Darwish Polycon L.L.C. | ELITE Supply of Manpower | Fajar Pioneer Trading L.L.C. | Gulf Retreading Solutions L.L.C. | Lujaina L.L.C. | MHD Avon | MHD Engineering & Contracting L.L.C. | MHD Infosys L.L.C. | MHD Infotech L.L.C. | MHD Invesco L.L.C. | MHD Logistics L.L.C. | MHD Training Institute L.L.C. | Special Engineering & Construction Company L.L.C. | Special Oilfield Services Company L.L.C. | **QATAR:** United Cooperation for General Trading W.L.L. | **UAE:** MHD L.L.C., Dubai | Fajar Pioneer Trading (FZCO), Jebel Ali.



HM's Trophy for
the Best Five Factories
1997



HM's Trophy for
the Best Five Factories
2002



HM's Trophy for
the Best Five Factories
2003



HM's Trophy for
the Best Five Factories
2005



HM's Trophy for
the Best Five Factories
2006



HM's Shield of Excellence
for the Best Five Factories
2007



Oman Award
Flame of Excellence
2002



MOHSIN HAIDER DARWISH L.L.C

P.O. Box 880, Postal Code 112, Ruwi, Sultanate of Oman.

Tel: 24732500, Fax: 24793256, E-mail: info@mhd.co.om, Website: www.mhdoman.com



to other parts of the country. The planned Oman Railways project will also include a link to Duqm Port. Moreover, SEZAD is completing the works to operate the cruise ships and sea transport dock, which will be part of the public berth at Duqm port.

According to the Economist, "If Duqm took off, sleepy Oman- say the planners- may challenge Dubai's dominance as the region's trading

hub". Duqm has a geographically favorable location that links Asia, Europe and Arabia and its unique and strategic location even avoids the tensions of the nearby Arabian Gulf.

Keeping this growth potential in mind, MHD LLC is looking to further grow its operations in Duqm and make more of its world class selection of products and services available to the city's residents.

Tyres & Batteries Division:

In line with the vision and goals set by the company, the Tyres and Batteries Division established a Branch at Duqm in 2008. What started as a small start-up operation of tyres and batteries at Duqm has vastly grown in the last 6-7 years as a full-fledged facility that undertakes the following activities:

- Sale and service of various brands of tyres and batteries.
- Apart from removal, balancing and fitment of new tyres, we have established a state of the art wheel alignment facility with laser technology using Hunter Hawk eye advanced equipment to enhance Customer service.
- Sale and service of Eneos Lubricants. Eneos is a highly reputed brand of superior quality of Lubricants in the Far East.
- Minor puncture repair facility for

- small and big tyres.
- Within 3 months a car wash and oil change facility will be established to provide superior quality of service to our Customers.
- With retreading facility at Buraimi, Duqm Customers now have the opportunity to use their tyre casings that are in good condition. These casings are collected and returned to them for re-use to get mileages close to a new tyre.

Gases Chemicals & Medical Equipments Division

MHD LLC's GCME division has been actively involved with the Duqm Industrial development from the initial stages. The division has successfully commissioned the Gas Facilities project in the prestigious Oman Dry Dock in Duqm. The gas facilities installed by MHD LLC's Gases, Chemicals & Medical Equipment Division include 2x75M3/



hr Acetylene plant, Oxygen, CO2 and LPG Bulk Storage and Distribution system.

As part of improving the services to the Industrial Gases Customer's, MHD LLC's GCME Division has set up an Industrial Gas Storage and distribution facility at Duqm Industrial Area. The facility comprises of Cylinder storage shed with separate bays for Oxygen, Inert and Flammable Gases and Sales office for Welding products. The facility is equipped with distribution team and vehicle for timely delivery of products to customer location. In addition to the storage facility in Duqm, the division also maintains adequate buffer stock in the Rusayl location which can be dispatched within short notice.

The division's activities include

- Industrial Gas supplies
- Servicing of Industrial Gas Cylinders

- Bulk Gas supplies
- Supply of welding products and equipment

Automotive Division

The Automotive Division of the company is also in the process of setting up a Spares & Service facility for its commercial vehicle customers in Duqm.

The facility will provide the required support to the Ashok Leyland/ JMC customers whose business interests take them to the fast growing city of Duqm.

Duqm is an Omani dream becoming a reality. As the North and South of Oman have been developed, now the Omani government is working to give Duqm and the Al Wusta region the opportunity to have its share of success. Mohsin Haider Darwish LLC will also play its role in making these plans a reality. ■

National Bank of Oman:

Supporting Duqm and diversifying the Sultanate's economy



For more than four decades, since its creation in 1973 and up to this day, National Bank of Oman has proudly provided financing for the Sultanate's most ambitious and strategically important infrastructure projects.

Over the last three years alone, the Bank has committed over US\$1 billion to support major developments in the tourism, transport, infrastructure, power and water sectors, among others. It is little surprise, then, that the bank is the anchor financier of the Special Economic Zone in Duqm or, as it is more commonly known, SEZAD.

As the largest development of its kind in the Middle East, SEZAD has the potential to transform an entire region of the Sultanate. This aligns with National Bank of Oman's commitment to support the Sultanate's Vision 2020, wider macroeconomic agenda and diversification objectives through the provision of financial support and technical assistance from its Project Finance division.

The bank has been a catalyst for SEZAD's development from the outset, when the mega project was just beginning to rouse investor interest. National Bank of Oman was a leading and one of

the earliest provider of financial assurance and project funding to SEZAD. In 2014, the bank formalised its support of SEZAD with the signing of memorandum to provide financing to potential investors. To date, NBO is the leading financier for most of the major projects currently in progress, serving as the region's financial backbone and remaining steadfast in its support of Oman's visionary goals for Duqm.

Perhaps, the most visible demonstration of the bank's involvement with SEZAD can be seen in the much talked about Frontier Town Project undertaken by the Duqm Development Company (DDC), which involved developing a residential township consisting of apartments, villas and leisure and service facilities.

Following the signing of a long-term loan facility agreement, the project's entire requirement of funds of RO 25 million was financed by National Bank of Oman. In addition, the bank also provided quality accommodation and other common amenities for the management and staff of Oman Drydock Company.

Alongside providing long-term project financing for the DDC's Frontier Town Project,

the bank will be extending its role as SEZAD's key financier by offering additional funding in association with other banks. This will be mostly for the various large infrastructure plans in the pipeline, including the staff permanent accommodation project for over 17000 workers being undertaken by Renaissance Services SAOG at a total cost of around USD 200 million, SEZAD refineries and the petrochemical complex, among others.

National Bank of Oman's growth plans in relation to SEZAD go far beyond project financing. The bank is also committed to establishing a reliable and efficient retail banking footprint in the region, in anticipation of a labour force influx to support the zone's numerous projects.

The bank operates a fully-fledged branch in SEZAD catering to retail and SME banking customers, as well as the first and the only multi-functional ATM at Dry Dock area. There is also a dedicated team located at the Head Office who regularly travels to SEZAD and interacts with Duqm companies, which have a presence in Muscat in order to stay on top of developments taking place in the region and to be able to offer

support and services as early as possible.

An enabler of economic diversification and opportunity across Oman

As one of the oldest and largest financial institutions in the Sultanate, National Bank of Oman has a proud track record of supporting economic diversification across the country through the provision of financial solutions and favourable lending policies.

The operations of its large and growing Project Finance division are fully aligned to the Sultanate of Oman's economic agenda. The division offers project finance and loan syndication services to encourage private and foreign investments and further support Oman's diversification strategy.

National Bank of Oman is the first bank to sign a MOU with SEZAD and the first and the only bank to finance front (residential) complex.

In addition to its support of SEZAD, the Bank has also provided project finance to Oman Oil Company and its various subsidiaries, ORPIOC, Octal Petrochemical Company, Electricity Holding Company and many other multimillion rial projects as well as all IPP and IWPPs which were established



in the country including Sohar Power, Dhofar Power, Barka Power, Sembcorp Salalah and Al Kamil. Most recently, the Bank provided USD 116.24 million financing for Dalma Energy's Petroleum Development Oman project, enabling the acquisition of five state-of-the-art drilling rigs.

National Bank of Oman also understands the important role that SMEs play in developing a strong and diversified economy. In 2014, the bank revamped its Small

Business Unit in a bid to extend support to Oman's SME sector, including the launch of a first of its kind initiative in the form of SME Hubs with dedicated, expert staff.

So whether it is supporting the biggest projects and companies in the Sultanate, or the smallest start-ups and nascent businesses, National Bank of Oman is proud to be playing an active role in the ongoing diversification of Oman's economy ■



In your journey from **SETTING UP A CORPORATION** to going public with an IPO



Your bank of choice

Complete advisory and execution capabilities for your company in Oman.

- Dedicated Client Relationship Manager • Corporate Internet Banking
- Flexible and Structured Financial Solutions
- Transaction Banking & Cash Management

لأجلك. لأجل الوطن.
For You. For Our Nation.

For more details, please call **800 77077**

f /NationalBankOfOmanOfficial

@NationalBankOman

/NationalBankOfOman

@NBObank

البنك الوطني العماني
NBO

nbo.om

Hasan Juma Backer Trading & Contracting Co LLC

Setting sights firmly on the future



One of the leading civil electro-mechanical construction and project management companies in Oman, Hasan Juma Backer Trading & Contracting Co LLC, with an international presence, has all the hallmarks of setting sights firmly on future and striving hard to achieve pre-eminence. As a well-diversified contracting firm, Hasan Juma Backer (HJB) has extensive in-house capabilities for constructing building complexes including all civil and electromechanical works on turnkey basis.

HJB has extended its operations in Qatar where it retained patronage of Qatar General Electricity & Water Corporation, Qatar Petroleum and other private Clients for over a decade. Recently the company secured entry in the Republic of India for a World Bank sponsored project in the state of Uttar Pradesh. The dedicated team and resources of the company have capabilities for constructing roads, bridges, culverts, water supply systems, sewerage systems, drainage systems, power transmission and distribution systems, street lighting systems, sanitary landfills and related infrastructure, earthen dams and dykes. Having over thousand pieces



of construction equipment, well established workshops of maintenance and repair of plant and machinery, aluminum workshop, carpentry workshop, steel fabrication workshop, warehouses, IT & Logistics facilities and storage yards gives us definite advantage in delivering one-stop integrated solutions to our patrons.

A management firmly rooted in quality culture, a dedicated workforce striving for skill enhancement, seamlessly integrated management systems, constantly upgraded storage, procurement and sourcing methods, efficient supply chain management and

latest methods in project programming are features that has enabled Hasan Juma Backer to achieve this distinction with a difference, a company that is willing to accept new challenges.

Hasan Juma Backer is one of the first companies in the construction sector in Oman to implement a quality management system to ISO 9002:1994 as early as in the year 2000. Today HJB is ISO 9001:2008 certified for carrying out civil, electro-mechanical engineering construction and project management, installation and commissioning for power and water transmission and distribution



Building
future
Since 1975

Performance You can rely on..

Hasan Juma Backer
Trading & Contracting Co. LLC.

An ISO 9001:2008 Company

Civil, Electro-Mechanical Contractor & Project Management
e-Mail: hjboman@hasanjuma.com URL: www.hasanjuma.com





systems for waste water, infrastructure developments, aluminum fabrication and carpentry/joinery projects.

"We are green card holders for Omanisation. In all our projects we have been contributing extensively for enhancing Omanisation. Training programs are conducted regularly for maintaining Omanisation required in the sector stipulated by the Government", says Group Managing Director Mr. Krishnakumar Taori.

The management team comprises of highly experienced professionals from different engineering and management fields. "The Project Managers are mostly with 20 plus year's experience and the lead engineers in the field are experienced over 15 years. The team of supervisors, plant operators are fully trained and experienced to deal with a variety of challenges" says Mr. Krishnakumar Taori.

Equipped with modern plant and equipment we are well ahead in the industry. Our in-house strength of concrete batching plants, asphalt batching plants, concrete pump fleet, transit mixers, asphalt pavers gives us advantage in planning and delivering projects on time.

"Our Clientele is impressive as we have served almost all the Government and Statutory organisations in the country" says Mr. Krishnakumar Taori.

The company has so far constructed over one hundred building complexes comprising of corporate headquarters, ministerial offices, commercial & residential buildings, villas, health & leisure facilities, sports complexes, hospitals, defense facilities and police facilities.

Current Ongoing Building Complex Projects include: Annexure Building for Supreme Council for Planning at Al Khuwair at a project value of OMR 8 million and Oman National Centre for Hematological Disorders and Bone BOMR at a project value of OMR 10 million. Also the company is engaged in administration building roads, car parking and infrastructure to Harmoul Harbour in Sohar with project value of OMR 8.5 million, police station complex at Sohar Port, valuing OMR 8 million and SEZAD headquarter building at Duqm with a project value of OMR 8.6 million.

HJB's current ongoing infrastructure projects include: Design & Construction of Storm Water Drainage Channels in Hamriyah, Phase 1, Sohar Wastewater Management Scheme - Phase 3 Extension of Sewerage Network, Expansion of Sohar Industrial Estate Phase 7, Miscellaneous Road works, Water Transmission Main for Expansion of Distribution Network in Al Amerat Wilayat - JV with Taeyong S Korea,



Completing of South Wave Breaker at Sohar Industrial Area - JV with Assignia Spain, and Design & Construction of an Engineered Sanitary Landfill at Sohar - JV with Tatva Environmental Services.

HJB has constructed over 400 Km of road systems including signalized junctions, changeovers, culverts and bridges. Most of the areas were Greenfield such as Yiti, Wadi Haiti, A'Sifa, Mudhaibi, Wadi Saa, Dhank, Yanqul and Murri to mention a few prestigious contracts. Similarly utility projects like water supply systems in Dhank, Massarat, Sharqiya Sands, Barka, Ibra Qabil, Bidiyah, Jalan Bani Bu Ali, Shinas, Bahla, Al Hamra, Nizwa, Rustaq, Al Aawabi Nakhal, Wadi Al Mawail and Musannah were also undertaken.

It also constructed three ground water recharge dams in Wadi Mistal in Wilayat Nakhal.

HJB also constructed a township with 190 villas at Yiti for the displaced people in the tropical cyclone Gonu, also it has undertaken several social housing projects in remote areas of Jabal Akhdar, and Bahla.

"All the above projects were in Greenfield areas showing that the company has the expertise in dealing with construction management in the Greenfield areas", Mr. Krishnakumar Taori, Group Managing Director of HJB said.

**All kind of
Earth works,
its combines
Leveling,
Grading,
Compacting,
Back Filling
etc.,**

**PLASTERING SAND
NATURAL SAND
CRUSHER DUST
AGGREGATES**

**&
SOIL**

**Site delivery of
high quality
CRUSHER SAND
AND CRUSHER
AGGREGATES
of various size
manufactured
on imported
machinery,
6mm, 12mm,
20mm, 25mm,
40mm,
SAND and DUST**

الدقم للمحاجر والكسارات ش.م.م
١٠٦٤٤٨٥ ص. ب. ٢٣٠، الرمز البريدي: ١٢٤، الراس، سلطنة عمان.
هاتف: +٩٦٨٩٣٢١٨٨٢٣، +٩٦٨٩٣٢٠٦٧٦٥، فاكس: +٩٦٨٢٦٨٤٤٨٧١

STANDARD CRUSHED

**AGGREGATE
& SAND**



Crusher Dust



Crusher Soil



Aggregate 6mm



Aggregate 12mm



Aggregate 20mm



Aggregate 25mm



Aggregate 40mm



DUQM QUARRYING & CRUSHING L.L.C

C.R. No: 1064485, P.O. Box: 230, Postal Code: 124, Al Rusail, Sultanate of Oman.
Tel: +968 93206765, +968 93218823, Fax: +968 26844871, E-mail: duqumcrusher@gmail.com

Capacity of delivering large scale quarried products at site.

Duqm Quarries and Crushers Company:

Duqm poised to be an industrial and logistics hub



Duqm Quarries and Crushers Company is one of the most successful projects at Special Economic Zone Authority Duqm (SEZAD). It is a mining company, which provides necessary raw materials for the construction projects in SEZD.

"Duqm is witnessing remarkable growth in economic and business activities which usher well for the future of Duqm. SEZD is also poised to become a regional logistic and industrial hub; thanks to its strategic location overlooking the Arabian Sea," says Abdullah al Habsi, CEO of Duqm Quarries and Crushers Company.

"We operate in the mining field to ensure meeting the requirements and needs of the construction companies operating with in the Special Economic Zone," he added.

"I encourage Omani entrepreneurs and investors to invest in Duqm which has great potentials for tourism, construction and business projects. There are also many opportunities near the dry dock project. I am sure that



Abdullah al Habsi
CEO of Duqm Quarries and Crushers Company

Duqm will become in a short span of time a key regional industrial, logistic and tourism hub."

"SEZAD spares no effort to provide investors with many incentives and facilities making it to be an attractive investment destination. The government is also committed to provide the Zone with excellent infrastructure that meet the current and future needs. Many projects have started taking shape which is well for the future of this key coastal area," he further added.

The SEZAD 'One-Stop-Shop' assists prospective investors to complete the requirements and procedures and secure approvals from different ministries with less effort. We call upon the government to increase the number of staff working for this one-stop-shop to ensure quick processing of transaction. The staff should be also trained on how to provide investors with high quality services that not only meet their expectations, but also go beyond them, he concluded.

Experts of Industrial Mechanical Projects

AL DUQUM OIL FIELD SUPPLY & SERVICES L.L.C

MECHANICAL

Fabrication & Erection of Piping - Structural - Equipment

CIVIL

Complete Civil Construction Works

ELECTRICAL

All Types Of Electrical Works

SKILLED MANPOWER SUPPLY

Skilled Manpowers In All Category



الدقم خدمات حقول النفط ش.م.م

ت.ل.ج. البائل، ص.ب. : 65، منطقة صحرار الصناعية، سلطنة عمان



2453144

Falaj Al - Qabail, Post Box: 65, Postal Code: 327, Sohar Industrial Area, Sultanate of Oman

Tel: +968 - 26844675

Fax: +968 - 26844871

E mail: info@duqumoil.com

Web site: www.duqumoil.com

Rural Areas Electricity Company S.A.O.C. :

Caring for the electricity and water needs of Duqm



Eng. Hamad al Maghdari, CEO of Rural Area Electricity Company (RAEC) is known for being efficient and active in handling the projects in hand. In a short span of time, he managed to enhance the capacity of RAEC and help it meet the growing demand for electricity and water in al Wusta, Dhofar, and Musandam governorates. SEZAD magazine caught up with him for an interview

Duqm plays a major and pivotal role in the government's efforts to diversify sources of national income and expand the industrial base. The Special Economic Zone Authority in Duqm is entrusted with the task of implementing a number of mega projects aimed at attracting foreign and local investments to the area. While some projects have already been completed such as the dry dock and the five-star hotel, work is still underway at a number of other projects.

The Rural Area Electricity Company (RAEC), which is known for being efficient and active in handling major projects, plays a very important role in Duqm. The company has so far implemented a number of projects to meet the electricity and water needs of the investors in the area.

The company provides world-class infrastructure to develop the area and attract foreign investments.

RAEC has built a power and water desalination plant and established a distribution network to provide electricity and water services to



Eng. Hamed bin Salim Al Magdheri
CEO of RAEC

customers in the area. When work started at the dry dock, the company pumped in RO 96 million which was later increased to RO 150 million to build the required network.

"We are doing our best to meet the needs of investors for electricity. We also provide our services to individuals as well as public organizations operating in the area. We always ensure that high quality services are provided to our customers", said Eng. Hamad al Maghdari, CEO of RAEC, in an interview to SEZAD magazine.

"At present, we have only one single source for electricity in Duqm, that is the diesel generated power plant.

Electricity produced from the power plant, which is currently under study by Oman Oil Company, will be sold to RAEC, for distribution to customers", al Maghdari said.

"We have built the electricity network from scratch and have ensured that it is up to world-class standards in terms of safety and reliability", he added.

According to al Maghdari, the consumption of electricity, which is 20 per cent of capacity at present, is expected to rise further, especially in view of the rapid pace at which the projects at Duqm are progressing.

"So, while chalking out our plans, we take into consideration the present and future needs. We are aware that many mega projects are under construction or are in the pipeline. Therefore we have plans to increase the capacity of the transmission line from 33 kv to 132 kv", al Maghdari informed.

The increase will help transmission of more electricity to Duqm projects and to the new residential areas that will come up in the area.

About installing digital meters in Duqm, he said that RAEC has expanded the use of digital meters and e-reading to make the billing process easy.

"The digital meters will read the consumption each day and at the end of the month, it will send the data automatically to consumers without any human intervention. The data are sent to mobile phones by SMS on the second day of the new month", he said, adding, this saves at least 51 days.

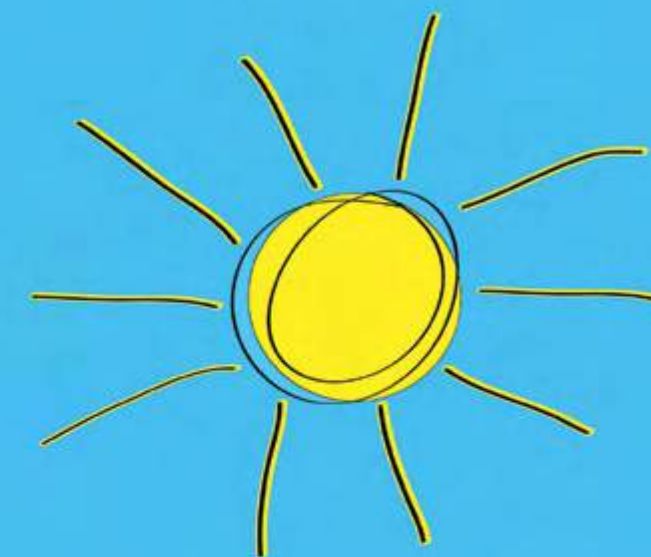
About setting up new renewable energy projects in the Sultanate, al Maghdari said that promoting clean or renewable energy falls within the jurisdiction of the company, especially wind and solar.

"Renewable energy will be the main sources for generating electricity in the future. Duqm will be one of the areas that will enjoy clean energy especially the sun shines there throughout the year. We have plans to provide the required infrastructure that can attract investors", he added.

Rural Areas Electricity Company S.A.O.C
Member of Nama Group



شركة كهرباء المناطق الريفية ش.م.ع.م
أحد شركات مجموعة النماء



الطاقة النظيفة تساهم في توفير إمدادات الكهرباء وخفض الانبعاثات الكربونية
Contributes Clean Energy to the Supply of Electricity and Reduce Carbon Emissions



www.reefiah.com

مؤسسة بشائر الدقم للتجارة والمقاولات BASHAER AL-DUQM TRAD. & CONT.

Sheikh Salam bin Saqat al Junaibi:

Duqm is changing for the best



Duqm is changing for the best and that it will be turned into a hub for investments in oil, petrochemical, tourism, agriculture and fisheries sectors, says Sheikh Salam al Junaibi, Member of Majlis A' Shura from the wilayat of Duqm.

"We are very optimistic of the great role being played by Special Economic Zone Authority for Duqm to turn the area into a busy business and economy centre by attracting mega projects that will bring many benefits not only to the people of al Wusta but also to the Sultanate in general", al Junaibi said in an interview to SEZAD magazine.

There are several major ambitious projects in Duqm including the multipurpose port, the dry dock and the airport. The airport now operates flight to Muscat International Airport.

"Hopefully the airport will be expanded to receive international flights as well", al Junaibi said.

Duqm Refinery, the petrochemical complex and other projects play an important role in creating job opportunities for the local people and attracting foreign investments to the Sultanate.

"The Duqm Fishing Port will also meet the needs of the locals and create a major source of income. The project, which has been included in the development projects for the area, include a marina for receiving



Sheikh Salam bin Saqat al Junaibi
Member of Majlis A' Shura from the
Wilayat of Duqm

fish ports, refrigerated warehouses, fuel stations, fish processing units, in addition to leisure marine activities", he adds.

He hailed the efforts being made by Special Economic Zone Authority for Duqm (SEZAD) under the chairmanship of HE Yahya bin Said al Jabri.

According to al Junaibi, the housing units being constructed in the Zone will add value to the area as the project is provided with green spaces, mosques and public parks.

"Duqm is also a model for partnership between the local communities and various establishments. A Local Community Committee has been formed a year ago. The committee comprises members from the local community as well as officials to take decisions in issues that will affect the locals in the area, he went on", he informs.

Duqm now has an integrated network, 60 per cent of which has been already completed. Work is underway to complete the rest of roads and lighting projects to ensure connecting Duqm with all areas in the wilayat, al Junaibi adds.

As for the tourism potential in Duqm, Sheikh al Junaibi pointed out that a number of tourism projects are underway such as the residential complex implemented by the government, Crown Plaza, and Park Inn hotels.

The tourism projects will definitely help the area in particular and the Sultanate in general for the presence of the virgin beaches such as al Shuwaier beach which is 20 km from the wilayat of A' Duqm. The Ras Madraka beach is an ideal place for camping, he says.

"Duqm has all the potential to become a driver of the growth for the national economy and help the government in its diversification program", he adds.



هاتف: ٩٢٥٢٢٢٦٦ س.ت.٥٠٤٠٦٧١ ص.ب ١ الرمز البريدي ٧١١ ولاية الدقم

Centralized Utilities Company:

Powering Duqm's Growth



The Centralized Utilities Company (CUC) was established in November 2013 to provide reliable, efficient and cost-effective utilities such as captive power, water, treatment of waste water, etc to all industries in the Duqm Special Economic Zone Authority (SEZAD).

The company has been formed as a joint venture between Takamul Investment Company (a subsidiary of Oman Oil Company) and Sembcorp Utilities (Oman) Ltd. (a 100 per cent subsidiary of Sembcorp Industries Ltd.).

The concept of establishing one stop shop utilities company started in 2012 when Takamul Investment Company (subsidiary of Oman Oil) and SEZAD entered into a Memorandum of Understanding (MoU) in April 2012.

In the MoU, both the parties agreed to develop centralized utilities project by Takamul and to be the only utilities entity in the zone. SEZAD believes on the concept of CUC as it will greatly enhance and assist

establishment of industries in the zone and will also enable SEZAD in attracting foreign investors.

During the period of mid-2012 to early of 2013, Takamul Investment Company developed centralized utilities project and selected Sembcorp Industries through a robust selection process to be their utilities partner.

Sembcorp was selected because of their experience and competence in the area of industrial utilities, both internationally and more especially in their home base in Jurong Island in Singapore. Therefore, a joint venture agreement was signed between two companies in 19th May 2013.

The establishment of the one-stop-shop, centralized utilities facility will make available utilities with high reliability "on tap" and the economies of scale will have the effect of reducing cost, thereby increasing competitiveness and attracting investments to Duqm SEZ.

This initiative will support SEZAD's vision in creating a world-class industrial park and is in line with

the Sultanate's vision of decreasing reliance on hydro-carbon exports, adding value, increasing GDP and creating new employment opportunities for Omani Nationals.

Later in November 2013, The Special Economic Zone Authority of Duqm (SEZAD) has granted CUC with a 25-year utilities services agreement, providing CUC with the exclusive right to provide all utilities within the Duqm SEZ.

In October 2014, CUC has secured License Exemption from the Authority of Electricity Regulation ("AER") to undertake the regulated activities of electricity generation (combined or co-located with water desalination), transmission, distribution and supply to OOC's subsidiaries on a captive basis.

In addition to the utilities, CUC will provide supply of cooling water. CUC will be involved in the delivery of cooling water, while SEZAD will be responsible for constructing and fund the seawater abstraction works. SEZAD has proposed CUC to develop and project manage the seawater supply under a Service Level Agreement (SLA).

Additionally, CUC was also engaged by SEZAD to deliver the design of utility and product service corridor for Duqm SEZ, being responsible for the FEED and the preparation of scope of work for EPC of service corridor.

As a start, CUC intends to develop a captive 300MW combined cycle power plant integrated with a 1,600 m³/hr seawater reverse osmosis desalination plant to meet the needs of Oman Oil Company's projects located in Duqm SEZ.

CUC's project, targeted to be operational in 2018, and is expected to be project financed on a non or limited recourse basis.

CUC will appoint EPC Turnkey Contractor(s) through an open tender on a Lump Sum Turn Key basis for the construction of the power and water plants. A prequalification exercise to identify qualified contractors is imminent.

CUC will also be appointing external consultants to provide technical, financial and legal advice for the project. In the respect, CUC has issued a Request for Proposal (RFP) for the technical consultant, which was advertised in the local Omani newspapers in mid-March 2015.

