

# Italian officials and businessmen enthusiastic to invest in Oman

Rome, (Sept 28)

A number of Italian officials and businessmen expressed their intention to invest in Sultanate after they have been briefed during the promotional campaign organized by the Special Economic Zone Authority in Duqm (SEZAD) in collaboration with the Omani embassy in Italy, on the available investment opportunities in the Sultanate in general and Duqm in particular. The campaign resulted in placing SEZD on the investment map of the Italian investors and public officials.

H.E Yahya bin Said bin Abdullah Al Jabri SEZAD Chairman said that the promotional campaign which was organized in Rome from 22-26 September has been very successful and opened the door for more cooperation between the Sultanate and Italy.

'The Italian officials and businessmen were very



Yahya bin Said bin Abdullah Al Jabri

**Duqm become in the list of local and international investors agenda**

responsive to the campaign and many of them expressed their desire to visit Oman in general and Duqm in particular to explore investment

potentials especially in fishing marinas, aquaculture, roads, infrastructure, railway and SMEs fields, he added.

'The meetings with the Italian officials and businessmen highlighted how Italian companies can benefit from Duqm strategic location in setting up export-based projects that target Asian markets near the Sultanate.

'An agreement has been signed between the two sides to appoint representatives to coordinate about attracting Italian investments to SEZD', al Jabri furthered.

The Omani and Italian sides agreed also to organize a visit for Italian officials and businessmen to SEZD early next year to explore investment potentials. Another delegation will also visit the Sultanate next November in coordination with Oman Chamber of Commerce and Industry. The visit program for this delegation includes a visit to Duqm as well.



## Duqm Refinery floats tender for petrochemicals project

Muscat (Sept 27)

Duqm Refinery has invited reputed engineering, procurement and construction (EPC) contractors to participate in a competitive bidding process for the development of 230,000 barrels per day grass root petrochemicals refinery in Duqm.

The contract comes as result of the implementation of strategic objectives aimed at achieving best practices. The refinery seeks the participation of domestic, regional and international contractors in the project which is being labelled as one of the most economically important projects in Oman till now, said a press release from the company.

"The journey has just begun, the release of the EPC pre-qualification tender is a very significant step in the Duqm refinery's book of achievements. We aim to benchmark our success at the international level by setting high standards in operation and in adding value to an area that is believed to be the economic hub of Oman and a major player in the region," said Jacobus Nieuwenhuijze, project director of Duqm Refinery.

The refinery seeks qualified contractors who have experience in the field of refineries and petrochemical plant design and construction. The final tender will be announced at a later date after all the bids have been processed.

## Shrimp Fishing Season Starts in Sultanate

Duqm, (Sept 1)

The season for shrimp fishing on the coasts of the Sultanate started today at Al Wusta and South A'Sharqiyah Governorates and a number of wilayats in Dhofar Governorate and will run to the end of November. A large number of fishermen headed early morning to fish shrimps.

The Ministry of Agriculture and Fisheries has completed its preparations for this season, including the administrative and technical procedures, guidance, awareness and regulatory efforts, as well as the statistics related to work during the shrimps fishing season for the sustainability of this wealth and optimizing exploitation of the season.

# Yahya Al Jabri Receives Tanzanian Delegation

Duqm, Sept 7

His Excellency Yahya bin Said Al Jabri Chairman of Special Economic Zone of Duqm Board of Directors received today at Crown Plaza Hotel Duqm members of the Tanzanian delegation accompanying Dr Mary M Nagu, Minister of State in the Office of the Tanzanian Prime Minister and Investment Officer.

During its visit, which extends up to 11 September, the Tanzanian delegation will review the Sultanate's experience in the field of developing economic zones and investment projects in a number of Omani ports.

At the beginning of the meeting, His Excellency Al Jabri welcomed members of the delegation and pointed out that SEZAD's endeavors to attract foreign investments comes within the efforts made to diversify sources of national economy and ensure equitable development in all parts of the Sultanate by creating job opportunities for al Wusta locals.

Al Jabri also highlighted the competitive



edges of SEZAD, the biggest special economic zone in NENA region and the scores of incentives provided to investors. He added that SEZAD is divided into 8 main areas that comprise the dry dock, the port, the petrochemical industries complex, the fishing marina, the fish-processing complex, the tourist, residential and business area, the logistic center and Duqm airport.

On his part, Dr. Dr Adelhelm Meru, Director General of the Export Processing Zone Authority of Tanzania expressed his

joy over the visit to the Sultanate and having the opportunity to review its experience in developing free and economic zones.

"We are developing a new economic zone and hope to benefit from the Sultanate's experience in this field, he added.

It is worth mentioning that members of the Tanzanian delegation visited today Duqm Port and the Drydock and were briefed on the projects carried out in SEZD and the competitive advantages of its geographic location.

## SEZAD Calls On Investors to invest in Duqm



Muscat, Sept 11

Ismail bin Ahmed al Balushi, Deputy CEO of the Special Economic Zone Authority in Duqm (SEZAD) called on investors to invest in SEZAD saying that the area has many potential investment opportunities in many economic sectors. He described the incentives and facilities provided to investors as 'attractive and encouraging'.

While delivering the keynote speech at the seminar organized by SEZAD in collaboration with Oman Chamber of Commerce and Industry (OCCI) at the Chamber HQs in Muscat today he welcomed businessmen, women, and assured that the investment pace at SEZAD is getting momentum and thrust.

He affirmed that the establishment of SEZAD aims at achieving a number of aims the most notable of which is to diversify sources of national economy,

provide more job opportunities for locals, developing al Wusta Governorate.

"At SEZAD we endeavor to translate these aims into reality through a number of mechanisms and initiatives including but not limited to preparing the legal and regulatory framework which organize work at SEZAD and streamline the incentives provided to investors. We are also making endeavors to promote the Zone either in the

local or foreign markets to attract local and foreign investments.

At the same time, SEZAD also closely monitors the progress made in the implementation of the different projects, identifying the challenges facing these projects and taking the necessary measures to facilitate their implementation. With the support of all stakeholders, such as the government, local and foreign investors, we hope to achieve the aims and objectives behind the establishment of SEZAD', he said.

The seminar included two presentation, the first by Saleh bin Hamoud al Hasani, Director of the One-Window Station on the opportunities and incentives at the Zone.

The second presentation by Dr. Seif bin Said al Hinai, Director of Water System Administration at the Authority, covered the project currently implemented in the Zone.

## Sezad sets 10pc SMEs quota in awarding project tenders

Duqm (13 Sep. 2014)

The Special Economic Zone Authority of Duqm (SEZAD) has announced that it is allocating 10 per cent of the total value of its purchases and tenders to small and mid-sized enterprises (SMEs) in implementation of the recommendations of the SME Development Symposium, which was held in Saih Al Shamikhat in the Wilayat of Bahla last year.

The decision issued by Yahya bin Saeed al Jabri, Board Chairman of SEZAD, states the authority and the wholly owned government corporation operating within the Duqm zone should allot a minimum of 10 per cent of their purchases and tenders to small and med-sized enterprises. The decision which took effect from September 10 makes it mandatory to enclose the tender documents of large projects floated by the authority and its wholly-owned government corporation and that these companies commit to allocate 10 per cent of the overall value of tenders and purchases to SMEs giving priority to the ones which are listed and operating within Al Wusta Governorate. The decision was aimed at boosting the activities of small and medium-sized enterprises in the governorate as part of the attention accorded by the authority to the SME sector.

The SMEs make up around 16 per cent of the Sultanate's GDP. SMEs in Oman, as defined by the Ministry of Commerce and Industry, are businesses with no more than 99 workers and annual sales of up to RO 1.5 million. Depending on size and sales numbers, businesses below these rates are divided into the categories of micro, small, and medium-sized.





## Jabri explores potential ventures with Italian investors

Rome, Sep 24

H.E Yahya bin Said bin Abdullah al Jabri, Chairman of the Special Economic Zone Authority in Duqm (SEZAD) hailed the efforts made by the Sultanate to attract foreign investments and activate the role of private sector in the development process by providing them with world-class infrastructure and investor –friendly legislative framework.

While addressing the gathering at the seminar organized by SEZAD in Rome on ( Wednesday 24 Sep) , al Jabri pointed out that the Sultanate of Oman , under the wise leadership of His Majesty Sultan Qaboos bin Said, managed to make impressive achievement in all walks of life especially in merging the Omani economy with the world economy. It built world-class high quality infrastructure projects including roads, ports, airports, power and water plants, school as well as hospitals and health centers. It is currently implementing the national railway project which will connect all major cities and ports in the Sultanate. The railway project will also connect the Sultanate with the rest of the GCC countries.

The Italian officials and businessmen as well as representatives of many Italian companies welcomed the promotional



campaign organized by SEZAD in Rome and expressed their interest in setting up joint ventures in the future.

Al Jabri also pointed out that the Omani Italian relationship is growing in all fields. He added that the Sultanate is looking forward

to develop theme relation further and take them to new heights and horizons especially after the creation of the Omani Italian Joint committee which comprises businessmen from both sides.

The seminar included many presentations about investment opportunities in Duqm, the underway project, the planned projects, the investment environment in the Sultanate, the scores of incentives provided to investors and the potentials at Duqm Port, the dry dock and the tourism project.

Aspartofthepromotionalcampaign ' Duqm Calls', bilateral meetings were held between representatives of the Italian companies and members of the Omani delegation during which they shed light on the investment opportunities in SEZD.



## SEZAD Chairman explores possibilities for attracting Italian investments

Rome (September 23, 2014)

H.E Yahya bin Said al Jabri, Chairman of Special Economic Zone Authority of Duqm (SEZAD) held two meetings on (Tuesday 23 September 2014 ) with Carlo Calenda, Deputy Minister of Economic Development and Riccardo Nencini, Deputy Ministry of Infrastructure and Transport in Italy and discussed with them means of enhancing bilateral relations.

The meeting also touched on a number of economic issues especially those related to attracting Italian investments to the Sultanate.

During the meeting. H.E Al Jabri highlighted the wide range of incentives and benefits provided to investors in SEZAD. He added that SEZAD is an endeavor made by the Sultanate within its plan to diversify sources of national economy.

He also underscored the conducive and investor friendly business-



environment in the Sultanate as well as its strategic location. He affirmed the Sultanate's government keenness to enhance bilateral ties with Italy in all fields especially in economy, business and investment. While al Jabri praised the high-level relations between the two countries, he highlighted the need to enhance the reciprocal trade and joint

ventures between investors from both countries.

The two Italian officials expressed their esteem for the Sultanate and their keenness to promote economic and trade relations between the two countries. They also conveyed the Italian government's support for the efforts done to enhance bilateral ties in all fields.



## SEZAD Signs MoU with Bank Sohar For Financing Projects in Duqm



**Muscat, 18th September 2014**

H.E. Yahya bin Said bin Abdullah al Jabri, Chairman of the Special Economic Zone Authority of Duqm (SEZAD) signed today (18th September 2014), in his office at KOM, an MoU with Bank Sohar that stipulates facilitating the access of required finance by investors and companies that wish to set up their venture at SEZAD.

This is the second MoU signed by SEZAD with local banks to facilitate the access of required finance for investors to set up their ventures in Duqm Special Economic Zone after the first memorandum that SEZAD signed with the National Bank of Oman last July. SEZAD seeks to attract investors to invest in Duqm Special Economic Zone through signing MoUs with

local banks. In addition, SEZAD will sign in the coming period a number of similar MoUs with the rest of the local banks to provide the finance the companies need especially the SME's sector.

H.E. Yahya bin Said bin Abdullah al Jabri, confirmed that SEZAD is working to encourage the investment in SEZAD through a number of mechanisms including signing MoUs with local banks to provide the required financing that investors need to set up their ventures.

H.E. expressed in a press statement his hopes that the MoUs SEZAD is signing with the local banks would encourage local investors to localize their projects at SEZAD, pointing out that financing is one of the challenges that investors face, which SEZAD seeks to overcome through the signing of a number of MoUs with local

banks which will contribute in attracting various investments and to achieve the goals of SEZAD in diversifying the sources of national economy.

The MoU stipulates the cooperation between SEZAD and Bank Sohar to facilitate the required financing by investors who wish to set up their ventures in SEZAD. According to the Memorandum, SEZAD will present the offers provided by Bank Sohar to potential investors at SEZAD.

For his part, the Chairman of the Board of Directors of Bank Sohar Abdullah Bin Humaid Bin Saeed Al Mamari expressed his happiness over signing the MoU with SEZAD, and said, "We are pleased to start cooperating with SEZAD to finance the projects that are being set up at SEZAD while looking forward to become part of the success story that is happening at Duqm."

## *In Implementation of the Decisions of "Saih Al-Shamikhah" Symposium*

# Signing of a Memorandum of understanding for the allocation of industrial and commercial land plots for SMEs' Owners in Duqm

**Muscat (17 September 2014)**

The Special Economic Zone Authority of Duqm (SEZAD) and the Public Authority for SME Development (PASMED) signed a memorandum of understanding in (17 September 2014) that regulates the cooperation of the two authorities to allocate of industrial and commercial plots for the owners of SMEs according to the Usufruct Contract System.

The memorandum was signed by Khalifa Bin Said AL Abri the Acting CEO on behalf of the Public Authority for SME Development (PASMED), and Ismail Bin Ahmad Al-Balushi the Deputy CEO on behalf of the Special Economic Zone Authority of Duqm (SEZAD).

The signing of this memorandum comes in implementation of the decisions of the SME development Symposium which was held at the Royal Camp in Saih Al Shamikhah in the Wilayat of Bahla in January of 2013.

The memorandum of understanding states that SEZAD presents the plot to the investor for a period of three months



to preview and to review the terms of the Usufruct agreement, in the case of the expiration of that period without signing the Usufruct Contract the authority has the right to allocate the location to another investor.

The activities and areas available for investment by the owners of SMEs which are being dealt with in accordance to the memorandum of understanding include:

small workshop activities including: carpentry, blacksmithing, aluminum, vehicle repair, and commercial activities concerned with the construction of buildings and retail stores and exhibits devoted to the display of certain goods. The memorandum also includes tourism activities such as tourist restaurants, and unclassified accommodation units.



*One of the interests of SEZAD (Special Economic Zone Authority at Duqm) is to encourage local investors to invest at Duqm Special Economic Zone*

## Businessmen in Ad Dakhiliyah Governorate viewing investment opportunities at Duqm



**Duqm – 28th September 2014**

A number of businessmen in Ad Dakhiliyah Governorate have visited Duqm Special Economic Zone to view the investment opportunities available in at Duqm.

SEZAD organized this visit in cooperation with the branch of Oman Chamber of Commerce and Industry in the Governorate of Ad Dakhiliyah, Port of Duqm, the Dry Dock Complex, Duqm Airport, Tourism Zone and Duqm Rock Garden.

During this visit, a number of visual presentations were presented about SEZAD, the Dry Dock, Duqm Port and the projects being set up at SEZAD and the incentives and facilities that SEZAD offers to the investors.

Mr. Sultan Bin Adeim Al-Shraiqi Director of

Labor Licensing and Investors' Visas at SEZAD said that this visit comes within the interests of SEZAD to encourage local investors to invest at SEZAD and to increase the activities of Small and Medium Enterprises (SMEs) which comes in implementation of the decisions of the SME development Symposium which was held at the Royal Camp in Saih Al Shamikhat in the Wilayat of Bahla in 2013.

He added during his Speech that SEZAD has issued a decision to allocate not less than (10%) of its total purchases and tenders for SMEs. Giving priority to SMEs registered to operate at Al Wusta Governorate in order to open new horizons for these Enterprises to benefit from the development of SEZAD.

Al-Shraiqi added: "SEZAD has issued a decision to exempt investors from paying usufruct fees for the first two years from the

date of signing the usufruct contract as well as representing a bank guarantee equivalent to the value of usufruct for one year valid for two years. SEZAD has recently signed MoUs the last of which was with the National Bank of Oman and Bank Sohar to provide financial facilities to the investors at SEZAD; in addition, SEZAD is coordinating with several other banks to sign similar MoUs."

Al-Shraiqi said: "SEZAD focuses on facilitating procedures and the speed of providing services to several investors at Duqm Special Economic Zone through one-stop station that issues all licenses, permits, approvals, visas, completes enterprises registration and implements all the special rules and systems at Duqm Special Economic Zone and all the regulations and decisions issued by SEZAD."

## Establishing department for studies and international cooperation

**Muscat – 2nd of September 2014**

H.E Yahya bin Said bin Abdullah al Jabri, Chairman of the Special Economic Zone Authority of Duqm (SEZAD) issued a resolution to establish the Department of Studies and International Cooperation at SEZAD, the department will report to the Chairman of the Board and will consist of two divisions: the studies and statistics division and the international cooperation division.

The department is concerned with preparing different studies and research regarding the effectiveness and efficiency of the activities of SEZAD, and present suitable suggestions and recommendations in line with the objectives behind establishing the department, and work on opening channels of communication with educational and research institutions for the purposes of collaboration and institutional and developmental research of SEZAD.

The department is also concerned with the preparation and updating of databases (i.e.) Information Bank regarding all matters related to SEZAD, as well as to collaborate with Research councils and various Arab and international organizations and bodies and to collect, organize, unify, prepare, analyze and summarize the results of statistical information.



## SEZAD participates in health and safety week at Duqm

**Duqm - 24th September 2014**

SEZAD took part in health and safety week organized by Oman Drydock Company at the Training Center in Duqm from 22 to 24 of September 2014.

During that week, which witnessed the presentation of a number of work papers and visual presentations, Engineer Salim Al-Shidi Director of the Department of Environment presented a work paper regarding the department and the responsibilities and

duties that it carries on, the environmental projects the department is currently setting up, the challenges and its plans for the future.

It is worth mentioning that the health and safety week included a number of events, competitions and visits to a number of environmental locations at SEZAD in order to enhance safety and health aspects and to emphasize the concepts of cleanliness and health especially at SEZAD and at Al Wusta Governorate in general.

## Establishing the Department of Public Services at SEZAD

**Muscat – 17th of September 2014**

H.E Yahya bin Said bin Abdullah al Jabri, Chairman of the Special Economic Zone Authority of Duqm (SEZAD) issued a resolution to establish the Department of Public Services, which will be part of the one-stop station.

The Department of Public Service will handle licensing, regulation and supervision of all business of municipal nature within the jurisdiction of Duqm Special Economic Zone, it will manage issuing licenses and outline health requirements for the economic activities that are licensed to operate at SEZAD for the registered enterprises in the Commercial Register of the region.

The department will function through eight sections: the Building Permits Section, Public Address Section, Road and Lighting Services Section, Technical Studies Section, Maintenance and Public Hygiene Section, Food Inspection and Control Section, Leases and Municipal Licensing Section and Landscaping Section.





Exchanging Souvenirs



Reception ceremony during the promotional campaign in Italy



Presenters of work papers' in the promotional campaign



SEZAD's participation in health and safety week



Tanzanian delegation in a commemorative photograph at Duqm Port

Attention and follow-up given to the investment opportunities seminar organized by the SEZAD at the Chamber's headquarters in Muscat

