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**Shomookh Complex translates the  
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# A special year

The year 2018 was a distinctive year in the march of the Special Economic Zone in Duqm (SEZD). It witnessed the completion of Duqm Airport and operation of the passenger terminal. Since its inception, the Special Economic Zone Authority in Duqm (SEZAD) worked to link Duqm and Muscat Governorate by air using the facilities available at Jaaluni Airport. On 23 July 2014, SEZAD celebrated the early operation of Duqm Airport and its connection to Muscat International Airport on four weekly flights. With the growth in projects and the increase in the number of passengers, the number of flights has gradually increased to currently six flights per week.

Duqm Airport is one of the main components of SEZD and will contribute to revitalizing its economic movement and facilitate the movement of citizens, investors and tourists between Duqm and Muscat. The airport also has good potentials to keep pace with the growth in air cargo especially as it connects to Duqm Port with a dual road of three lanes in each direction.

The year 2018 also saw the laying of the foundation stone of Duqm Refinery to mark the start of the construction works of the project, which will be an engine for industrial activities, especially the heavy and petrochemical industries. The financial closure of the project also took place during the year, which received financing of USD 4.6 billion from 29 local and foreign financial institutions that asserted their confidence in both Omani and Kuwaiti economies.

For its part, SEZAD promoted SEZD in a number of world cities and capitals to diversify investments in SEZD and attract international companies to work together with local companies. The data of the one-stop shop (OSS) indicated signing about 70 usufruct agreements during 2018 and receiving about 400 investment applications, which is an important development in SEZAD plan to market investment opportunities available in SEZD and encourage investment therein.

On the legislative side, SEZAD issued the Regulation on Road Control and Protection, the Regulation on Health and Hygiene Control, and the Regulation on Management of Exhibitions and Events in SEZD. These legislation falls within the framework of SEZAD plan to prepare Duqm to be a modern city capable of keeping pace with the aspirations and desires of its citizens, residents and investors.

SEZAD aspires that 2019 will witness the launch of several projects for the local and foreign private sector. While it welcomes investors from the Sultanate and the brotherly and friendly countries to invest in Duqm, SEZAD affirms it will provide them with all the facilities that will enable them to start their business with ease.



Yahya Bin Said Al Jabri  
General Supervisor



**The year 2018 saw the financial closure of Duqm Refinery project, which received USD 4.6 billion in funding from 29 domestic and foreign financing institutions, which confirmed their confidence in the Omani and Kuwaiti economies.**

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**الدقم**  
الاقتصادية  
Duqm

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

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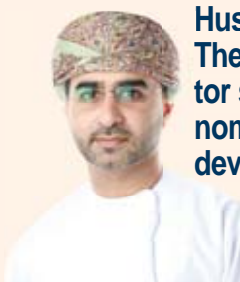
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# leading French companies consider development of a global industrial complex in Duqm



**Yahya Al-Jabri: Companies' agreement to study investment opportunities in SEZD is in line with SEZAD aspirations to diversify investments**

**Focus on investment in cement industries and related facilities**

## Muscat - :

In response to the recent visit in France of H.E. Yahya Al Jabri, Chairman of the Special Economic Zone Authority of Duqm (SEZAD) four leading French investors and technology providers have announced today (November 27, 2018) the creation of a French Business Syndicate to jointly tackle business opportunities in Duqm. This initiative will further strengthen the existing business relationship between the Sultanate of Oman and the Republic of France.

On this occasion, four leading French companies – CMA CGM, EDF Renewables, FIVES and SUEZ - announced the creation of the French Business Syndicate with the goal of assessing various investment possibilities in each of their respective field of activity as well as the possibility to cooperate to bring higher value-propositions within the guidelines defined by the SEZAD and Ithraa. In particular, the French Syndicate showed interest in a global approach to cement factory ecosystems and related facilities (transportation ecosystem facilities, solar power generation plant, production of alternative fuel).

As part of their joint offer, the members also proposed to implement an educational programme to enhance the integration of Omani young generations in the projects they will be entrusted with.

### Explore investment opportunities in Duqm

Officials and business leaders gathered to explore and discuss the potential business opportunities presented by the Special Economic

Zone Authority of Duqm. The event organized under the patronage of H.E. Yahya Al Jabri and H.E. Renaud Salins, French Ambassador in the Sultanate of Oman.

HE Yahya bin Saeed Al Jabri, Chairman of the Special Economic Zone Authority of Duqm, welcoming the French investments in Duqm. He said the agreement reached by the four companies to study investment opportunities in the zone is in line with the aspirations of the Authority to diversify investments in the economic zone.

"There are direct and indirect economic gains to cover SEZAD and Ithraa strategic goal of boosting the local economy as well as tightening business ties between both countries," said H.E. Renaud Salins.

### Four renowned companies with worldwide expertise in developing major industrial projects

The French Business Syndicate is composed by four renowned global French groups: CMA CGM, EDF Renewables, FIVES and SUEZ. They have extensive experience in accompanying the economic and industrial development of countries all around the world by bringing excellence and operational performance. They also share strong Corporate Social Responsibility values and act as responsible corporate citizens in the active protection of the environment and in the development of local human capital.

### About CMA CGM

CMA CGM, headed by Rodolphe Saadé, is a leading worldwide shipping group.

Its 509 vessels call more than 420 ports in





the world on 5 continents. In 2017, they carried nearly 19 million TEUs (twenty-foot equivalent units).

CMA CGM enjoys continuous growth and keeps innovating to offer its customers new maritime, inland and logistics solutions.

With a presence in 160 countries and through its 755 agencies network, the Group employs 34,000 people worldwide, including 2,400 in its headquarters in Marseilles.

#### About EDF Renewables

EDF Renewables is a world leader in renewable energy electricity. The company develops, builds and operates clean energy power plants in 22 countries both for our own account and for third parties. Historically, EDF Energies Nouvelles primarily developed its business in two geographical areas, Europe and North America (U.S., Canada and Mexico). Since 2012, the Group has taken position in additional countries with strong renewable energy potential such as Middle-East, South Africa, Chile, Brazil, India and China. As of June 30th 2018 the company's gross installed capacity amounted to 12,486 MW worldwide, with net installed capacity standing at 8,057 MW and gross capacity under construction at 1,743 MW. On April 12th EDF Renewables became EDF Renewables in close to 20 countries to support its expansion in the international renewable energy market.

#### About FIVES

Fives, an industrial engineering company with a heritage of 200 years, designs and supplies machines, process equip-

ment and production lines for multiple industrial sectors: aerospace, automotive, energy, aluminium, cement, logistics, etc. As a worldwide company, the Group is a partner of key industrial players in the Middle-East, where it has developed major projects such as Sohar Aluminium, Qatar National Cement Company, Petroleum Development Oman, Aluminium Bahrain & Maaden Aluminium. With a network of more than 100 operational units in nearly 30 countries, Fives Group employs 8,700 employees and has generated € 2,117 million of order intake in 2017.

#### About SUEZ

With 90,000 people on the five continents and total revenues of 15.9 billion euros in 2017, SUEZ is a world leader in smart and sustainable resource management. We provide water and waste management solutions that enable cities and industries to optimize their resource management and strengthen their environmental and economic performances, in line with regulatory standards. SUEZ is a leading player in waste and water management in the Middle East. In Oman, the Group supports the authorities in developing innovative solutions to meet the climate challenge and resource management, particularly in Muscat, where the Group built and operates the Barka seawater desalination plant. SUEZ is also present in the waste management sector through SUEZ Al Bashaer and is responsible for operating the capital's municipal waste landfill as well as Sohar Hazardous Waste Landfill.



**French Ambassador to Oman: The agreement achieves economic gains and contributes to strengthening trade relations between the two countries**

**Implementation of an educational program to promote the integration of young generations in new enterprises**

**The four companies have extensive experience in supporting the economic and industrial development of countries around the world**

With investments up to OMR 133 million

# Construction of Duqm Tourist Gate and Shomookh Mining Industries Complex

SEZAD allocates 750 thousand square meters for the implementation of the two new projects

The new projects provide 2,000 jobs

Ibn Zayed Group plans to build freehold apartments and a water park within the components of Duqm Gate



Signing land usufruct agreements

## Muscat - :

H.E. Yahya bin Said bin Abdullah Al-Jabri, Chairperson of the Special Economic Zone Authority in Duqm (SEZAD), signed two usufruct and development agreements, the first of which with Bin Zayed International Investment Group on Sunday (4 November 2018) to develop a commercial, tourist, educational, and recreational complex in three phases. The second was with Al-Shomookh Mining Industries Company, which plans to implement seven industrial projects in several stages in the heavy industries zone in the Special Economic Zone in Duqm (SEZD). These projects would provide 2000 jobs.

Ahmed bin Zayed Al-Mahrami, Chair of Bin Zayed International Investment Group and Al-Shomookh Mining Industries Company, signed both agreements on behalf of the companies in the presence of H.E. Dr. Ahmed bin Mohammed Al-Futaisi, Minister of Transport and Communications, and a number of officials and businesspeople at the Kempinski Hotel Wave Muscat.

## Duqm Gate

SEZAD allocated 500,000 square meters for Duqm Commercial Tourist Gate project in the tourist zone on Duqm coast.

The project, implemented in several phases,

The total investment cost of the project to OMR 38,000,000.

The project, which will be implemented in several phases, will include a commercial complex in the first phase. In the second phase of the project, freehold apartments.

Last phases include the construction of a water park and school.

## Al-Shomookh Mining Industries Complex

Al-Shomookh Mining Industries Complex is an integrated mining complex for which SEZAD allocated an area of 250,000 square meters with total investment cost is about RO 95 million OMR. Al-Shomookh Mining Industries Company will implement the project in several stages. The first phase includes the construction of a clinker plant and a lime production plant.







Signing with the companies investing in the Mining Industries Complex

In the second phase, the company will build a paint factory, a glass factory, a waste container manufacturing plant and an aluminum factory.

In the third phase, the company will establish a fertilizer plant.

#### Construction Agreements

On the other hand, Ibn Zayed Group and Shomookh Mining Industries Company signed two agreements with Turkish Portex Construction Company for the construction of the Duqm Tourist-Commercial Gate and Mining Industries Complex.

In addition, Shomookh Mining Industries

Company signed a number of memoranda of understanding (MoUs) with the companies that will establish the factories in the Mining Industries Complex. These include Royal International from India for clinker plant, Ortado, Orpen, Lara Solar, and EMS from Turkey to build the aluminum, glass, panel, and waste container manufacturing plant respectively. The MoUs also included the Omani-Italian Company for the construction of the dyes factory, the Korean-Saudi Company for the establishment of a lime production plant and fertilizer and poultry feed plant, and Hourani Cement Company, in cooperation with a French company, for the cement plant.

**Signing of construction agreements with the Turkish "Portex" and MoUs with the investing factories**

## Indian firm to set up calcium hydroxide project in Duqm SEZ

### Mumbai (India) -

India's Anil Poddar Group will establish a calcium hydroxide manufacturing project in Duqm Special Economic Zone (SEZ). A Memorandum of Understanding (MoU) to this effect was signed by Eng Ali bin Abdullah al Zadjali, Project Manager of Shu-

mookh Mining Industries Complex, who is also General Manager of Al Duqm Quarries, with Anil Poddar, founder of Anil Poddar Group. In November, Shumook Mining Industries Complex signed a usufruct agreement with the SEZAD for the lease of a 250,000 sq meter area for the development of an industrial complex with an investment of around RO 95 million.

Under the latest MoU, signed in Mumbai on Saturday, the Anil Poddar Group will set up a calcium hydroxide plant on a 20,000 sq metre site within the industrial complex with an initial capacity of 5 tonnes/day. Raw material for the plant will be supplied by Al Duqm Quarries. Calcium hydroxide has wide application in a number of industries, including pharmaceuticals, cosmetics and water treatment. The Shumook Mining Industries Complex will be built in several stages. Investments expected to come up within the complex include projects for the manufacture of cement, lime, glass, aluminium fabrication, fertiliser, poultry feed, and waste container manufacturing, among others.



# Duqm Quarries sign MoUs to provide new projects with their needs



During signing of MoUs

**Provision of raw materials of limestone and dolomite to Mining Industries Complex**

**Providing Duqm Tourist-Commercial Gate with raw materials, such as gravel and sand**

## Muscat - :

Duqm Quarries Company signed memorandums of understanding (MoUs) with Bin Zayed Investment Group and Al-Shomookh Mining Industries Company. Eng. Ali bin Abdullah Al-Zidjali, General Manager, signed the MoUs on behalf of Duqm Quarries Company, while Ahmed bin Zayed Al-Mahrami, Chair of Bin Zayed International Investment Group and Al-Shomookh Mining Industries Company, signed the MoUs on behalf of both companies.

Under the MoUs, Duqm Quarries Com-

pany will supply raw materials of limestone and dolomite stone for the factories scheduled in the mining complex. Duqm Quarries Company will also supply Duqm Commercial and Tourism Gate project with raw materials, such as gravel, sand and some materials used in the construction stages of the project.

## Duqm Quarries Products Exhibition

On the sidelines of the signing ceremony, Duqm Quarries Company held an exhibition to display its raw materials and basic products it provides to the companies that carry out projects in the Special Economic Zone in Duqm (SEZD).



Part of exhibition



A portrait of Ahmed bin Zayed Al-Mahrami, a man with a mustache, wearing a white thobe and a colorful patterned ghutra. He is sitting and looking towards the camera.

*Ahmed bin Zayed Al-Mahrami in an interview for Duqm Economist*

## **Shomookh Complex translates the directives of His Majesty the Sultan to enhance the value added to mineral wealth and make it a tributary for national economy**



Interview by: Mohammed bin Ahmed Al-Shezawi

Ahmed bin Zayed bin Nasser Al-Mahrami, Chair of Bin Zayed International Investment Group and Board of Directors of Shomookh Mining Industries Company that the construction of the projects of Shomookh Complex for Mining Industries and Duqm Commercial Tourism Gate will begin in the first quarter of 2019. He expected completion of the first phase of the projects in the last quarter of the current year.

In an interview with Duqm Economist, Al-Mahrami indicated that the said complex in the Special Economic Zone in Duqm (SEZD) is the first of its kind in the Sultanate. «It aims to translate the directives of His Majesty Sultan Qaboos bin Said to enhance the added value of the mineral wealth available in the Sultanate and make it a tributary for the national economy,» indicated Al-Mahrami, «This would also provide about 700 job opportunities in the Complex and 1300 in the Gate project.»

Construction work of Duqm Gate and Shomookh Complex start first quarter of 2019

Our goal is to enrich the commercial life in Duqm and provide variegated commercial and entertainment services

New projects are in line with SEZD objectives to be an ideal destination for work, residence and stability

Duqm Gate attracts international brands and opens its doors to Carrefour, Vox Cinema, Starbucks, and Costa



Ahmed bin Zayed Al-Mahrami during the interview

#### Shomookh Complex

«The company started to conduct soil tests and prepare the outline of the complex and coordination with the factories on the technical specifications considered in the preparation of the outline of the mining complex.»

#### Various factories

He pointed to the number of factories attracted to work in the complex. «Until the end of 2018, we attracted nine plants built in several stages. The first phase will include a factory for clinker production and another for calcium hydroxide, while the later stages will include a lime production plant and factories for dyes, glass, aluminum, waste containers, fertilizer and poultry.

#### International brands

Ahmed bin Zayed Al-Mahrami revealed that the first phase of Duqm Commercial and Tourism Gate would include the establishment of a mall with a rental area of about 16 thousand square meters, while the total area

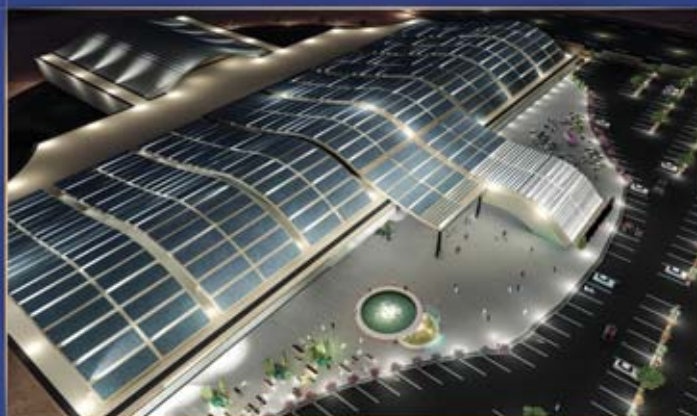
of the mall would be 32 thousand square meters.

He added that the mall would include a number of international brands that will open branches in Duqm for the first time, including Carrefour and Vox Cinema, which will include 5 cinema theatres, Starbucks, Costa and other international brands for clothing, perfumes, electronics and some Arab, international, and fast food restaurants. The mall will also include branches for three commercial banks, lounges for telecommunications companies, and 60 different stores.

#### Enriching commercial life

He added that the aim of these projects is to enrich the commercial life in Duqm and provide the people there with a variety of commercial and recreational services. The projects are in line with SEZD economic objectives to be an ideal destination for work, accommodation and stability.

He explained that the other components of the commercial tourism gate would also contribute to achieving these goals. The first







Shomookh Mining Industries Complex

phase of the project includes a business center equipped with all administrative services needed by businesspersons and investors. The project also includes meeting rooms, including a hall that can accommodate 250 people, which will contribute to keeping pace with the growth of demand for these services with the high pace of economic and social development in Duqm.

#### Second phase of Duqm Gate

He also reviewed the other components of Duqm Commercial Tourism Gate project and said that the second phase will include a hospital, a water park and an international school, adding that the work will begin at the beginning of 2020.

«The second stage will also include five residential towers with about 150 apartments that will provide foreign investors and busi-

nessmen wishing to stay in Duqm with what they look for in terms of comfortable accommodation in a distinctive location on Duqm beach opposite the Crowne Plaza Hotel,» stated Al-Mahrami.

#### Distinctive addition

Ahmed bin Zayed Al-Mahrami, Chair of bin Zayed International Investment Group and Board of Directors of Shomookh Mining Industries Company, concluded his interview with a hope the project of Duqm Commercial Tourism Gate and the complex of the mining industries would be a special addition to the projects established in SEZD. He invited the Omani and foreign investors to invest in SEZD in light of the various encouraging advantages and incentives there. «Duqm is a future investment portal flourishing year after year,» concluded Al-Mahrami.

*Two plants for clinker and calcium hydroxide in the first phase of Shomookh Complex*

*Establishment of a hospital, an international school and five residential towers for free-hold ownership in the second phase of the Duqm Gate*

*We invite businesspersons to explore investment opportunities in Duqm and benefit from the incentives offered*



Signing the construction agreement

*Amid Commemoration of the 48th Glorious National Day*

## «SEZAD» inaugurates and launches its Accounts on the Social Media platforms

Yahya Al-Jabri: Duqm is one of the economic achievements in the Sultanate during the blessed Renaissance



### Muscat - :

The Special Economic Zone Authority at Duqm celebrated today; Monday (26 Nov. 2018 AD.) the 48th Glorious National Day of the Sultanate of Oman.

SEZAD's commemoration of Oman 48th Glorious National Day comes while undergoing rapid transformations and witnessing tremendous economic development in all fields. On this occasion, H.E. Mr. Yahya Bin Said Al Jabri, the Chairman of the Special Economic Zone Authority at Duqm congratulated His Majesty, Sultan Qaboos Bin Said ... the Great and the Omani people while praying the Almighty to protect the Monarch and bless him with health and wellness.

H.E. the Chairman of the Special Economic Zone Authority at Duqm stressed the fact that SEZAD is deemed as one of the remarkable economic achievements that was realized in the Sultanate of Oman under the reign of his majesty commending the great concern and attention paid thereto on the local and international level noting that SEZAD could attract a great deal of qualitative investments during the past years in

all various fields and paid tribute to the government efforts in terms of investing in the infrastructure projects giving Duqm Port, Duqm Dry Dock, Duqm Airport, road projects and many other enterprises and initiatives as examples thereto and he stated that these projects provided a fertile environment for the investments from the local and international private sector.

### SEZAD social media platforms

During the celebration, H.E. Mr. Yahya Bin Said Al Jabri, the Chairman of the Special Economic Zone Authority at Duqm launched the Authority's accounts on social media platforms in an endeavor aiming at enhancing and strengthening SEZAD's communications with the public and investors inside and outside the Sultanate of Oman.

The Special Economic Zone Authority at Duqm «SEZAD» will post and publish its updates and most important activities and events to brief the public and keep them informed on an ongoing basis of the zone projects, events and activities via its accounts on Twitter (@sezaduqm), WhatsApp via No. 71144433 and Facebook (@Sezad Duqm).

Government investments in infrastructure provided enabling environment for the local and global private sector





**USD 4.6 billion received from 29 Financing Institutions**

# Duqm Refinery Celebrates its Financial Close



Group photo of DUQM refinery officials with representatives from local and regional financing institutions

## Muscat -

Duqm Refinery announced its project's financial close at a gala dinner held at the Intercontinental Hotel, Muscat. Achieving a multi-source project financing for the Duqm Refinery project was a major milestone for the project.

Speaking on the occasion, the President of Kuwait Petroleum International and Chairman of Duqm Refinery, Mr. Nabil Bourisli, said: This achievement reflects the strength and stability of the Omani and Kuwaiti economies. It also reflects the trust and confidence of local, regional and international financial institutions in our economic ties that are deeply rooted in history. He added, "Our Vision is aiming at maximizing the value of our natural resources and driving the two countries toward expanding their economic potential that leads to balanced economic growth."

Eng. Hilal Al Kharusi, Vice Chairman of Board of Directors of Duqm Refinery commented on the occasion: "this is indeed a very important milestone for the project. It reflects the trust that financial institutions have placed in the project which with no doubt will be one of the key economic drivers for SEZAD. He further added "Setting up Duqm Refinery and Petrochemical Industries Company is an important milestone for petrochemical industries

and key to establishing new downstream industries and the creation of job opportunities."

"The US\$ 4.6 Billion multi-sourced financing signed for the Project is not only the largest project financing in the Sultanate of Oman, it also includes the largest sharia compliant facility awarded to a green field project in the country provided by a consortium of Islamic financing institutions" said Mubarak Al Naamany, Chief Financial Officer of Duqm Refinery. He further stated "facilities have been provided by 29 reputed financial institutions from 13 countries and guarantees from 3 major ECAs. He concluded that achieving a Debt to Equity ratio of 55% with uncovered facilities of 70% of total debt, is a testament of confidence placed by international, regional, and local lenders on the Sultanate of Oman, the shareholders, and the project".

The US\$ 4.6 Billion senior debt facilities comprise of seven agreements that includes International Commercial Facility, Onshore Commercial Facility, Islamic Facility, UAEK Covered Facility, CESCE Covered Facility, K-EXIM Covered and K-EXIM Direct Facilities. Regional banks have played a big role in this deal with funding from Kuwaiti and Omani banks representing 43% of total debt.

Duqm Refinery and Petrochemical Industries is a joint venture between Oman Oil Company and Kuwait International Oil Company.

**Nabil Bourisli:**  
*An achievement that reflects the confidence of local, regional and international financing institutions in the Omani and Kuwaiti economies*

**Hilal Al-Kharusi:**  
*Duqm Refinery opens wider horizons for the development of many new manufacturing industries*



*Held its fourth meeting of 2018 in Duqm*

## Sezad board meets to review progress of various projects



**Duqm - ** :

The Board of Directors of the Special Economic Zone Authority in Duqm (SEZAD) held its fourth meeting of 2018 under the chairmanship of Yahya bin Saeed Al Jabri, Chairman of SEZAD, in the headquarter of the Authority in Duqm.

The meeting reviewed the attitude of execution of implementing the decisions from the Board of directors taken at previous meetings and progress of work in the fisheries harbour and the fishing port, the second, third and fourth packages of the port of Duqm and the progress of the bulk and liquid dock project at the port of Duqm.

The meeting also reviewed the development budget of the Authority and financing efforts and the report of the Tender Committee.

At the end of the meeting, the Board of Directors of the Authority approved the evaluation of the executive plan of the Authority for 2018 and the proposed executive plan for 2019.

On the sidelines of the meeting, the chairman and members of the Board of Directors of Sezad visited a number of projects that are being implemented in the region to determine the progress of the works. The visit included the fishing port and investment projects in the fishery zone.

The visit also included the Port of Duqm where they were briefed on the progress of the infrastructure work of the commercial dock, the government pavement and the dock of liquid and bulk materials. The members also met with the engineers and supervisors of these projects to hear from them about the progress of the projects and the remaining stages.



**Review of SEZAD development budget, project financing efforts and Tender Committee Report**

**Approval of evaluation of 2018 Executive Plan and the Proposed Plan for 2019**

**Visit of Duqm Port, Oil Dock, Fishing Port, and investment projects in the Fish Industries Zone**



# Duqm Oil Berth

## is Gateway for Exporting Refined Products

*Project completes 4 million hours of work without lost time accidents*

Duqm - Mohammed Al-Shezawi

The oil berth is one of the largest infrastructure projects supervised by the Special Economic Zone Authority in Duqm (SEZAD). This is not only in terms of financial cost of OMR 199.1 million but also in terms of the built area and the economic importance of the project as the artery through which refined oil products and petrochemical products are transported from Duqm to the world.





**Louw Dekker:**  
Oil berth  
is one of  
our largest  
projects in the  
Middle East



Louw Dekker

When we arrived at the offices of Boskalis Westminster – Oman, Mr. Louw Dekker, the project manager was at our reception to take us on a tour of a number of sea and land sites where the work was taking place. . We started off by viewing a short film about the stages of the project, which began in March 2017, when the company started the preliminary works of the project, which completed 4 million working hours without lost time accidents on 27 November 2018. «It is a source of pride for the company and its employees. We have 1,500 employees from 25 countries, but despite this, Boskalis and Six Construct Company, the main subcontractor, have succeeded in overcoming the challenges and achieving this figure,» said Dekker.

#### **Challenges**

I enquired about the difficulties they may have faced with so many employees. «This was a challenge, but we succeeded in overcoming it. We focused on training the employees on the works they would carry out and had translators to facilitate communication between us. There were regular meetings to inform them about the stages of work and security and safety requirements,» added the project manager.

He added, «The workers are the most important asset we have and therefore we have been keen they receive adequate training to







This place will be filled with seawater on January 2019.

qualify them to do their work while protecting them from any risks arising from such large works.»

In response to the challenges faced by the project, Mr. Louw Dekker though for a little then said, «The large numbers of workers, nationalities and various cultures we dealt with, the need to receive the equipment required for each stage in time, and provision of the necessary logistics at each work site. Moreover, working in the summer during the storms in the Indian Ocean and the Arabian Sea was also a challenge but it was not a concern because the companies Boskalis and SixConstruct have diversified expertise and classified in the top four international companies operating in this sector. We have implemented similar works. However, the work environment in Duqm is somewhat different from the work environments we have worked in before and has added a lot to our expertise let alone the fact that the oil berth project is one of the larger projects we have done in the Middle East.»

#### Completion of 82% of the project

Louw Dekker has an experience of up to 39 years in marine works since he started working at Boskalis and has worked in many countries in different continents.

The Duqm project with this exceptional large-scale dry excavation work of the construction pits for the quay wall and berths, in a remote environment adds new experience, says Dekker.

While on the boat, which took us to the rig, he said, «We have completed about 82% of the work and we expect that the project will be ready in the first half of 2020. Part of the works are being carried out in the wet (creating the harbor basin) and other works on land (creating the quay wall, double berth jetties and the port platform). We are currently preparing (that was at the beginning of December 2018) to prepare for the flooding of the construction pits of the quay wall and jetties, which are built in the 'dry'. Where in future giant ships will anchor to transport refined oil products from Duqm to the world. We expect to be able to do so in mid-January 2019. "The flooding of the construction pits is expected to take 2 weeks..»

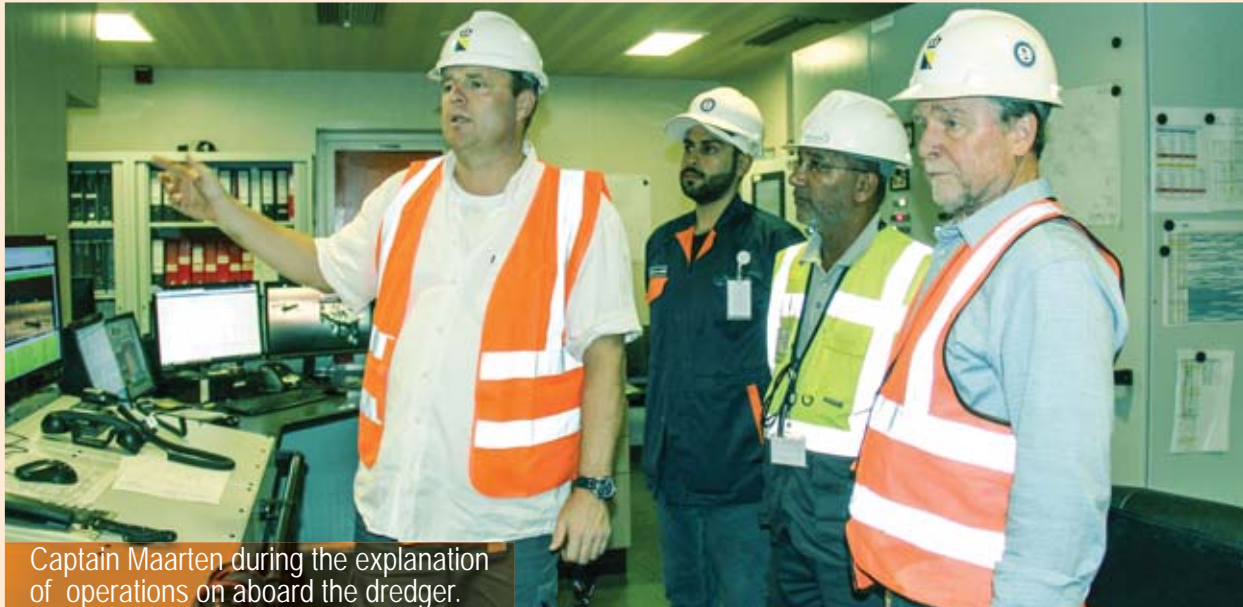
#### Deepening the port

When we arrived at the Helios dredger, Captain Maarten Prijt received us. He insisted on introducing us to the safety procedures on the vessel, the third in the project after (Queen of Netherlands) and (Prins der Nederlanden). He said, «We started our work in December 2017.



**1500 people  
from 25  
countries  
write the  
success  
story of the  
project**

**Construction  
of a huge  
concrete wall  
one-kilometer  
long and 23  
meters high**



Captain Maarten during the explanation of operations on aboard the dredger.

**Maarten Pryt:**  
*Extracting  
50 thousand  
cubic meters  
of seabed  
material per  
day to deepen  
the port to 18  
meters*

We try to extract between 45,000 and 60,000 cubic meters of seabed material from the sea bottom daily. The dredger cuts the soil and then pump the mixture into a dedicated vessel that transports the dredged seabed material to a designated disposal area offshore (appointed by the authorities). Our goal is to deepen the seabed to 18 meters so that the port can receive the massive vessels that will dock at the oil berth.»

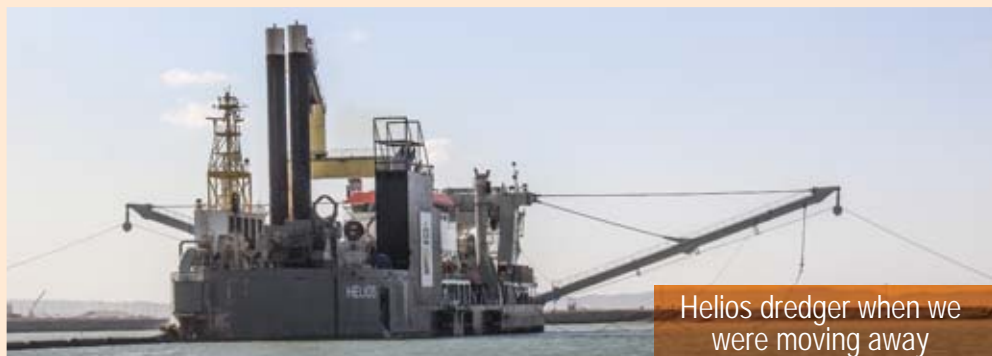
#### **Huge concrete wall**

On the land side, the company together with SixConstruct built a large concrete wall of one kilometer long and 23 meters high

from the seabed to form the docking area. At the same site, the company erected a number of berths linking this area and the docking sites. In his tour with us, Mr. Dekker said, «Water shall soon fill this large deep hole currently under construction. We are preparing for an important work on this part, the flooding of the construction pits.»

#### **Human Resource Management**

Before we finished our tour, we had a meeting with Ellen Franse, one of the human resources managers who came from the Netherlands to work in Duqm in a new



Helios dredger when we were moving away

## **How it all started?**

In August 2017, SEZAD signed a contract with the Boskalis Westminster (Oman) Company Limited for the construction of a liquid and bulk berth at Duqm Port at a cost of OMR 199.1 million.

The agreement provides that Boskalis Westminster (Oman) Company Limited with Six Construct (main sub-contractor) carries out detailed engineering designs, marine infrastructure, excavation and filling work, while WorleyParsons Engineering oversees the engineering and construction work of the project scheduled to be ready within 32 months from the awarding date.

## **Key information**

A team of specialists from SEZAD, WorleyParsons and Duqm Refinery Company manages the project implementation.

The agreement envisages the development and reclamation of 2.4 km of the area adjacent to the secondary breakwater of 4.6 km for the construction of a liquid and bulk berth, the construction of the two double breasted berths for supertankers along with accessories and navigation tools.

The works of the agreement also include the dredging of about 26 million cubic meters of material for deepening the basin and the channel leading to the liquid and bulk berth to reach 18 meters and about 5 million cubic meters of sand material from the offshore borrow area to reclaim and fill the site dedicated to the quay wall and jetties.

The agreement also provides for the construction of a one-kilometer-long quay wall for the berth and installation of buoys and navigational aids.





experience in her career. «I have completed a year since I began my work in Duqm and I am happy to be here,» she said.

Franse did not hide her admiration and amazement at what she sees in Duqm. She said, «Duqm is a beautiful site and I expect it would have a bright future. On weekends, I do a number of activities with friends but on other weekdays, we do not have much time. We usually have the Friday off. We regularly go on rotation to our home country for leave. When I start my vacation, I try to visit Muscat before I leave for the Netherlands.»

Franse has not shown any concern due to the large number of employees working in the company. «Our number reached 1,500 at the peak of our work on the project but today the numbers are lower. At all stages of our work, we have been keen to have good employment opportunities for Omanis who work in a number of sites in the company, including engineering, human resources and accounting. We also have 6 ladies working in the company, and the Omanization rate reaches the required limits set by SEZAD.



Ellen Franse

**Ellen Franse:**  
Keen to  
provide good  
employment  
opportunities  
for Omanis  
and  
Omanization  
percentage  
exceeds the  
target



## Oil tanks and bulk warehouses

After completion of the project, oil tanks and bulk warehouses of Duqm Refinery Company and its associated facilities will be built on the berth to export the refined products from Duqm Refinery and Petrochemical Industries Region. The most important refined products to be handled at the berth shall be naphtha, jet fuel, diesel, and high sulfur furnace oil (HSFO), LPG, coke and sulfur

4.6 km

The length of secondary breakwater inside which the oil berth is constructed



Deepening the port basin to

18 meters

199.1 million

The cost of the project



Development and reclamation

2.4 km

for the construction of the oil berth



Excavations at the sea reach

26 million cubic meters



Using

5 million cubic meters of material

extracted from the sea to reclaim and fill the site assigned to the berth



Casting about

5590 of the cement blocks (average weight 70Ton per block) for use in the project



1500 workers in the project during the peak period



25 nationalities worked in the project

200 equipment worked in the project since its inception until the end of November 2018



## Duqm Oil Berth in Numbers



# SEZAD signs agreement on establishing new project in roads sector in Duqm



## Muscat - :

The Special Economic Zone Authority at Duqm (SEZAD) has Tuesday, January, 1st 2019 concluded the Agreement of the Service Road Construction Project at Aman District, at the Special Economic Zone in Duqm (SEZD); which shall be executed by Premier International Projects LLC (PIPOMAN).

The agreement was signed on behalf of SEZAD by His Excellency Yahya bin Said Al Jabri in his capacity as the Chairman of authority and on the other hand, by the Managing Director of the company.


Pursuant to the said agreement, PIPOMAN will design and construct around 8.3 km long Service Road at Aman in Duqm nearby SEZAD building. The road will serve the Royal Oman Police (ROP) facilities and intersect with

the main road, «Sultan Qaboos Road» that connects the Duqm Airport with the Port.

The project involves 4 roundabouts, with entrances and exits extending from and leading to the main road (Sultan Qaboos Road). Along with water drain facilities, protection and removal of existing utilities and LED street lighting system.

The agreement total value is estimated in an amount of OMR 3.8 Million; the project period is 18 months, plus 30 days for the preparatory works.

The implementation of the Project comes within SEZAD ad hoc action plan established particularly for completion of the road projects in the region and to keep it ready for investments in an attempt to facilitate the movement of the investors, citizens and residents across the various locations of the region.

  
**Design and construction of service road in Al-Aman District of 8.3 km**

  
**The project costs OMR 3.8 million and completion within 18 months**

  
**The project is part of SEZAD plan to complete road projects in SEZD and prepare them for investment**





**We are proud to contribute to the financing of Duqm Refinery and other projects... Our goal is to accelerate the implementation of strategic projects**

**2019: A positive year for SEZD and we look forward for Duqm to achieve its goals in economic diversification**

***AGM and Head of Enterprise Distribution Network at Bank Dhofar:***

# The banking sector supports economic and social development

Interview by:

Mohammed Al-Shezawi

Hussein bin Ali Ibrahim Al Lawati, Assistant General Manager of Business Banking at Bank Dhofar, stressed that the banking sector is supportive of economic and social development in the Special Economic Zone in Duqm (SEZD).

In an exclusive interview with Duqm Economist, he praised the economic growth in SEZD and the work progress in the projects therein, stressing that Duqm has the elements to encourage investment in terms of geographical location, projects, facilities and logistics services. «We look forward as citizens to Duqm to achieve its objectives in economic diversification,» indicated Hussein bin Ali Ibrahim Al Lawati.

## **Supporting economic growth**

He stressed that Bank Dhofar supports economic growth through its financing of many projects in it, as well as through the provision of quality services to companies, individuals, small and medium enterprises (SMEs) and investors.

He indicated that the bank has contributed to the financing of a number of strategic projects in SEZD and other economic projects, such as Duqm Refinery, and other economic projects with the view of accelerating the implementation of projects in SDEZD, explaining that the bank has financed many private sector projects and SMEs owners.

## **Competition between banks**

Commenting on the presence of a number of banks in SEZD and the competition between







them, Hussain bin Ali Ibrahim, Assistant General Manager of Business Banking at Bank Dhofar said: «Banks do not compete with each other but work according to their own strategies.

«The banks are supportive of economic and social development and there is complementarity in the banking services provided to companies operating there. For example, the Development Bank complements the efforts of commercial banks in enhancing the performance of the national economy. Other banks are also working according to their strategies that determine their plans and the projects that would finance.

«We are all supportive of the national economy and economic and social development. Banks finance projects that are compatible with their strategies and there is healthy competition among us.»

#### Positive year

Hussein bin Ali Ibrahim Al Lawati predicted that 2019 would be a positive year for SEZD with the acceleration of work in a number of infrastructure and strategic projects there pointing out that the bank supports this growth by financing a number of projects in it.

He said, «Our plan for 2019 includes a greater focus on the development of branches, including that in SEZD, which opened in 2014. Our focus will be on the development of the economy of the governorates through the financing of SMEs projects therein in line with our strategies.»

#### Project financing

He referred to Bank Dhofar's policy of financing projects, stressing that the bank focuses on financing projects that support the national economy.

«Bank Dhofar has contributed to the financing of several strategic projects in the Sultanate. We financed energy projects, desalination, wa-

ter, tourism projects and other projects, which we found to be of great benefit to the national economy. We focus on the real feasibility of projects, not on the feasibility of papers, and the experience of project founders is very important in determining funding trends.

«We look more closely at the projects that provide more jobs for citizens and we try to support SMEs that prove good economic feasibility to the extent possible.

«We will finance all projects that serve the national economy without hesitation. We have the capabilities that keep pace with investors' expectations.»

#### Rising growth of SEZD branch

He reviewed the performance of Bank Dhofar's branch in Duqm and said that the branch is witnessing increasing growth and there is good demand for the services provided to individuals or companies. He expected the year 2019 to witness a greater growth in the number of customers and services provided by the bank's branch in Duqm, considering that the bank's plan for 2019 supports these optimistic expectations.

He added, «The Bank's plan for 2019 includes expanding the electronic services provided to companies so that companies operating in Duqm as well as the investors can get from the branch of the bank there the same services provided by the headquarters and this will contribute greatly to enhance the performance of companies. At the same time, the electronic services on which Bank Dhofar focuses are not limited to companies but also include individuals and SMEs.»

At the end of his interview, he predicted that the national economy during the year 2019 would grow more, praising the steps taken by the Sultanate in 2018 to achieve economic stability despite fluctuations in oil prices.



**E-services, empowering branches and developing the economy of governorates are our main objectives in 2019**

**Banks finance projects compatible with their strategies and there is healthy competition among us**

**We follow the aspirations of investors and are keen to finance projects supporting national economy**

**We look with interest to projects that provide more jobs for citizens**

**Duqm has elements to encourage investment in terms of location, projects and logistics services**

# Al Madina Logistics establishes an integrated logistics center in Duqm



During the signing of an agreement

**Providing services to specialized projects in the oil and gas sectors**

**Establish an open yard for handling and storage of the large structures & a container management yard**

## Muscat -

Under the patronage of HE. Yahya bin Saeed Al Jabri, Chairman of the Special Economic Zone Authority at Duqm (SEZAD) and attended by Major General Retired Hassan Ihsan Al Naseeb, Chairman of Al Madina Logistics Duqm Company and a number of officials, Al Madina Logistics Duqm Company and Duqm Port Company signed a land investment agreement at the Logistics Complex of Duqm Port in Al-Wusta Governorate.

The agreement was signed at the headquarters of SEZAD in Muscat. The agreement was signed by Mahmood Bin Sakhi Al Balushi, CEO of Al Madina Logistics Duqm and Reggy Vermeulen, CEO of Duqm Port, in the presence of a number of Board members and the Executive Team.

The signing of the agreement comes within the expansion plan of Al Madinah Logistics Company to establish land ports and warehouses in various governorates of the Sultanate, thus enhancing its role in the logistics sector and keeping pace with the government's aspirations to increase the competitiveness of the sector, facilitate trade and create additional job opportunities.

The agreement includes lease & Investment of Logistics Land with future expansions in the logistics complex located near the Port of Duqm, where an integrated logistics center to manage the company's operations in Al Wusta Governorate.

### Project phases

The first phase of the project includes construction of a main office building with offices for management, freight services inclusive of air, land and sea, specialized project logistics for the Oil & Gas sector, customs clearance as well as open yard storage for large structures and a container yard. The second phase of the project includes the establishment of an integrated distribution center for management of supply chain and distribution with storage zones at different temperatures and highest quality standards.

struction of a main office building with offices for management, freight services inclusive of air, land and sea, specialized project logistics for the Oil & Gas sector, customs clearance as well as open yard storage for large structures and a container yard. The second phase of the project includes the establishment of an integrated distribution center for management of supply chain and distribution with storage zones at different temperatures and highest quality standards.

### developing the logistics sector

"The Signing of this investment agreement with Duqm Port comes within the framework of the company's strategy to expand in the provinces and economic zones, contribute to logistics infrastructure and services in line with the aspirations of the Government for private sector investment in the economic zones, as well as creating job opportunities for citizens and contributing to the development of the logistics sector as one of the key sectors in income source diversification" said Major General Retired Hassan Ihsan Al Naseeb, Chairman of Al Madina Logistics Duqm".

### Various Services

Mahmood Sakhi Al Baloushi CEO of Al Madina Logistics Duqm said "Signing of this important agreement comes within the framework of the company's plans to expand its operations to the Duqm Economic Zone in Al-Wusta Governorate where the company will manage the logistics and operations Oil





**Mahmood Al Balushi:**  
Duqm is one of the most important destinations to expand the company's operations

and Gas and specialized projects through the port of Duqm. The Economic Zone in Duqm is witnessing a qualitative leap in various economic activities with the aspiration that Duqm will emerge as an important economic and investment center in the region due to its geographical location and its proximity to the Asian and African markets.

#### Linking "Muscat Container" to Port Duqm

Al-Madina Logistics Duqm Company aims to contribute to the implementation of the national strategic plan for the logistics sector and its belief in the importance of the Port of Duqm in overall economic development. Duqm also has a deep seaport for receiving the largest international shipping vessels, and an airport for receiving the largest aircraft with

specialized air cargo facilities.

Al-Madina Logistics Company, which manages the Container Freight Station and Dry Port (Muscat Container Depot - MCD) facility located at Barka, will connect MCD to Duqm Port by assembling the incoming and outgoing consignments and transferring them to and from the port of Duqm to increase the flow of goods and customs clearance in terms of increasing efficiency in time and cost.

Al Madina Logistics Duqm is one of the subsidiaries of Al-Madina Logistics Services Company SAOC, among the leading companies in the field of logistics, having established the first Dry port in Oman under the name of Muscat Container Depot. The station provides a variety of services that contribute to the flow of import and export movement.

**Linking (Muscat Container Depot) in Barka to Port of Duqm**

## SHELL OMAN DEVELOP FUEL BUNKERING FACILITIES IN PORT OF DUQM

### Muscat - الدقم:

Shell Oman Marketing Company, signed an agreement with Port of Duqm Company (PDC) to develop fuel bunkering facilities and services.

The agreement was signed by Dr. Mohammed Mahmood Al Balushi, Chief Executive Officer of SOM, and Mr. Reggy Vermeulen, CEO of PDC. The agreement establishes bunkering terminal to provide different grades of quality fuels and lubricants as well as other ancillary facilities to marine liners calling at Port of Duqm.

Dr. Mohammed Mahmood Al Balushi stated, "The development of marine business at the Port of Duqm will reinforce the strategic partnership between Shell Oman Marketing and Port of Duqm Company.

Due to the strategic and geopolitical location of the port on the international shipping lines, it is hoisted in the coming years to transform into a regional hub attracting large investments and projects while driving the diversification of the Sultanate's economy and enhancing its global competitiveness.

We are committed to play a crucial role in the attainment of this vision by delivering global fuel technology and operational excellence to local and international ma-



rine customers in Duqm as part of global Shell's network".

On this occasion, Mr. Reggy Vermeulen, CEO of Port of Duqm, added "This new agreement with Shell Oman underlines the clear ambition of Port of Duqm to become a future bunker hub serving the entire region.

With new global bunker regulations coming into effect as from 2020, Port of Duqm plans to take full advantage of its prime location as well as the availability of the right fuel specs and offer prime bunker services accordingly."

Under the theme *Voyage to accomplishment*

# Port of Duqm organizes the first Executive Collaboration Meet

**Reggie Vermeulen: Duqm provides ideal an destination to offer investment opportunities and exchange of experiences among interested industrial companies**

**Participants discuss industrial development in Duqm and bank representatives review funding incentives**



During the presentations

## Duqm - :

From 23 to 25 October 2018, Port of Duqm Company hosted the First Cooperative Executive Forum under the theme «A Voyage to accomplishment» with the participation of the Special Economic Zone Authority in Duqm (SEZAD) and Oman Development Company for the Special Economic Zone in Duqm (Tatweer).

The forum, held at the Crowne Plaza Hotel Duqm, aimed at highlighting the advantages of the Special Economic Zone in Duqm (SEZD), which include local and international industrial companies, focusing on attracting the investors interested in industrial projects and gathering them under one roof to present their expertise and discuss their plans on industrial projects and how to develop them. The forum also aimed to confirm the relationship with investors and to open new horizons for work and investment in Duqm.

Port of Duqm supports the industrial development through its facilities in this context, including the leasing of land in its industrial zone located near the commercial berth.

«The idea of organizing the forum is to assert that SEZD provides an ideal destination for the investment opportunities, the exchange of experiences among interested industrial companies and the creation of future development plans for all local and international industries, which in turn will contribute to the growth of the Omani economy,» said Reggie Vermeulen, CEO of Port of Duqm.

### Attracting new investors

Hilal Al-Balushi, Director of Business De-



CEO of Port of Duqm during his speech at the Forum

velopment said, «The forum has witnessed a good presence from a number of industrial companies, including one of the Indian companies interested in investing in the ceramic sector. The port is searching for new investors.»

The forum had the participation of more than 60 investment figure, including a number of CEOs of industrial companies from the Sultanate and abroad. They discussed investment opportunities in the industrial sector. The attendees also included representatives of local banks who discussed with the investors aspects related to funding.

The forum witnessed the organization of visits to a number of economic projects in SEZD, notably Port of Duqm, Dry Dock, industrial and logistics zones, and Renaissance Village. It also included presentations on the development of industrial zones and related projects



During their visit to the DryDock



Participants during their visit to Port of Duqm



# MoU Signed for Optic Fiber Network in SEZD

Muscat - :

The Special Economic Zone Authority in Duqm (SEZAD) signed a Memorandum of Understanding (MoU) with Oman Broadband Company (OBC) to provide infrastructure for optic fiber network at the Special Economic Zone at Duqm (SEZD) to ensure providing high-speed internet service by licensed communication service providers in the Sultanate.

The agreement was signed by Yahya bin Said al-Jabri, SEZAD Chairman and Said bin Hamdoon Al-Harthy, Undersecretary of the Ministry of Transport and Communications for Ports and Maritime Affairs, Chairman of the OBC Board of Directors.

The signing of the MoU crowns the Government trends to implement the national broadband strategy. As per the MoU, OBC will provide institutions with high-speed data transmitters.

«The services provided by OBC to SEZD comes in a bid to keep pace with the development and growth witnessed by SEZD due to the many



During the signing of MoU

projects implemented in the zone. The services will help companies

and investors to get faster and better quality communication and internet services,» said Saleh bin Hamoud al-Hassani, Director General of the Investor Services in SEZAD.

«The MoU comes within SEZAD's trend to set up what is called «smart cities» as the broadband services will accelerate the provision of communication and internet services in SEZD,» he added.

On his part, Eng. Majid bin Amer

al-Kharousi, OBC Director General said that the MoU crowns the Government efforts related to expansion of the optic fiber network at the various wilayats and governorates. Since its establishment in 2014, OBC has deployed optic fiber network for its individual and corporate customers. He pointed out that OBC will study the site that should be expanded at SEZD and necessary measures will be then initiated to expand the network in SEZD.

## SEZAD adopts Official Documents Management System

Muscat - :

H.E. Yahya bin Said Al-Jabri, Chair of the Board of Directors of the Special Economic Zone Authority in Duqm (SEZAD), and H.E. Dr. Hamad bin Mohammed Al-Dhawyani, Chair of the National Records and Archives Authority (NRAA), adopted the system of classification of official documents and schedules of their retention in SEZAD.

The preparation of the system in follows the principles and procedures contained in the Law of Records and Archives and its Executive Regulations and based on the review carried out by SEZAD-NRAA joint working group of the types of files and documents handled in SEZAD.

These official documents are the ones unique to government units, for which the unit was created.

In accordance with the work plan, a working group formed by the decision of the Chair of SEZAD, coordinated with NRAA to contact the relevant structures and administrative divisions in SEZAD to prepare a list of types of SEZAD documents and files. This included Planning and Engineering Affairs, Oversight and



Compliance, Investors' Services, and the specialized divisions reporting to the Deputy CEO. This resulted in the completion of the procedural tools for the preparation of schedules for retention periods and classification system.

These procedural tools of document management system includes the tables for retention periods of official documents. These procedural tools are the mainstay of building a modern and up-to-date system according to the latest international standards and standards adopted in this field based on, registration, classification and coding of documents according to the classification system prepared for this purpose to distinguish and facilitate reference

thereto. This system can also apply to handle the documents since their creation and through their various stages. This will help codify all the processes of destruction, transfer and deportation of documents on the one hand, and observe the terms of their retention on the other hand.

It is a modern system for the management of documents and archives and the various mechanisms and procedures in this regard in terms of preparing an index of the various types of documents and files for all the specialized administrative divisions in SEZAD.

It is noteworthy that the number of governmental bodies that have adopted such system has so far reached 53.

# Oman DryDock Company records new achievements in 2018



**Repair of 130 ships in one year for the first time in company's history**

**Winning the first single largest contract for repair of a super tanker owned by Shipping Corporation of India, which is the largest ship owning company in India**

## Duqm -

Oman DryDock Company, whose operations started in 2011, registered a number of achievements in 2018. It repaired 130 ships in one year, an achievement for the first time in its history. The number of vessels repaired by the drydock in 2018 grew by 32.6% compared to the same in 2017 of 98 vessels. According to its current plan, the company is seeking to repair 200 ships a year by 2021.

The drydock provided variegated services to the ships last year, including general repairs, refurbishing and repair of some consumables, and various technical works.

During the last year, the importance of the drydock increased. The company maintained many vessels belonging to the Omani maritime companies as part of the visions that the company is working on to form a true partnership with the Govern-

ment-owned companies in the field of providing repair, maintenance, and technical and logistic support for the giant vessels and fast ferries.

## Marketing efforts

Last year, Oman DryDock Company intensified its marketing efforts, which resulted in the reception of ships from Greece and India. It managed to win the first single largest repair contract for the refurbishment and repair of M.T "DESH VAIBHAV", a ship owned by shipping corporation of India. The vessel suffered an accident while of the coast of Oman. The estimated steel renewal on the ship is about 3500 tons. This success comes as part of the efforts of the senior management team the marketing teams to win the trust of customers and attract them to add successes to the company's record.







#### **Control spending**

In 2018, the company recorded another success in the area of spending control. It reduced about USD 10 million in operating expenses through a number of control measures that resulted in saving such amount.

#### **Income resources diversification**

The year 2018 witnessed the start of the actual implementation of diversifying the income of the shipyard following winning a 15-year contract with Oman Oil Refineries and Petroleum Industries (ORPIC) as part of the company's plan to increase the number of its activities. It aims to expand its activities to include construction and repair of offshore oil production platforms, manufacturing steel structures used in oilfields, repairing warships, manufacturing warships and specialized vessels, such as large fishing vessels and tug boats, maintaining large

yachts, and ship conversion from one use to another and many other activities.

#### **Good potentials**

The drydock has good potentials, which have contributed to the increasing demand for its services. It consists of two docks: the first is 410 meters long × 95 meters wide while the second is 410 meters long × 80 meters wide while both are 14 meters deep.

The drydock can serve ships with a capacity of 600 thousand tons and receive various types of vessels, such as oil and gas carriers, commercial and tourist vessels, container ships, equipment vessels and other marine vessels. The drydock facilities also include a 2800-meter berth.

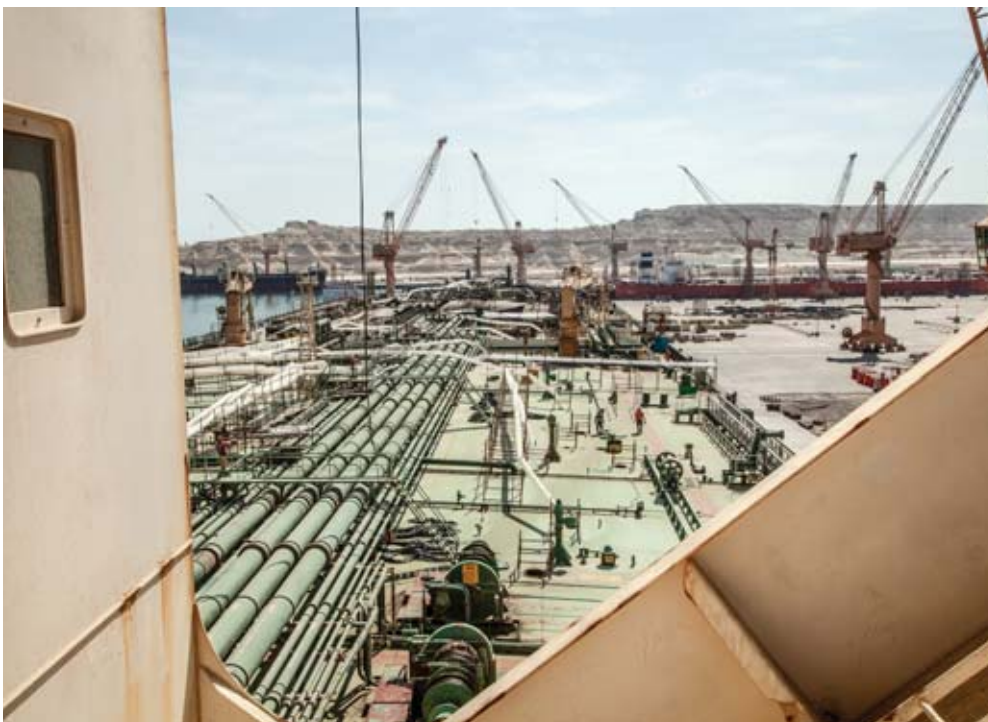
#### **Business Opportunities Forum**

As part of its efforts to market the potentials of the drydock on the one hand and

**Reduction  
of USD 10  
million in  
operating  
expenses**

**Match of  
actual in-  
ventory by  
100% with  
the book  
balance in  
the dry dock  
stores for  
the first time**

**Starting the  
actual ap-  
plication to  
diversify the  
income of  
the dock and  
winning a 15-  
year ORPIC  
contract**







### Encouraging SMEs to benefit from opportunities available in the Dry Dock

support small and medium-sized enterprises (SMEs) on the other hand, the company organized a Business Opportunities Forum in July 2018. The Forum highlighted the capabilities of the company in the field of vessel repair of all types and the possibilities available in manufacturing steel structures.

The Forum also reviewed the opportunities for the private sector in the fields and activities supporting ship repair required by the drydock operations and activities. The company also signed contracts with some local companies, as well as encouraged these companies to be permanently present in the Wilayat of Duqm due to the many business opportunities for SMEs related to mechanics, welding, painting and other supporting works.

### Development of fishing fleet and ship industry

Last year, in cooperation with the Ministry of Agriculture and Fisheries, the company organized a workshop to develop the

fishing fleet and the shipbuilding industry to inform the Ministry of the services provided by the company related to this area. This move comes to increase the number of activities in the drydock.

### Participation in an exhibition in Greece and Germany

In the field of marketing, the company participated during the last year in Posidonia Exhibition in Greece and SMM in Germany, the largest forum for ship owners of the world and one of the most famous specialized exhibitions in the construction and repair of ship and drydocks. They include the most advanced means of modern technology for this sector.

The company's participation in these exhibitions is part of the annual marketing plan. The previous positive participations have attracted a number of companies to benefit from the services provided by the drydock in the field of ship repair and conversion.

### Specialized exhibitions enabled the company to offer its services to the world's largest ship owners





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## Playing with the sea

Yes, it is playing with the sea, or playing with the great power. The sea is a great power and whoever plays with it has to be great. Invasion of the sea resembles space invasion; it takes will, boldness and ability. Wonders of the sea resemble wonders of the sky, and whoever wants the wonders has to have the morals of those seeking the surprising and strange and the determination and curiosity of lovers of adventure and diving deep. The history of the rise and fall of the great nations is precisely the history of their openness to sea adventure, that is, playing with it as we have pointed out, or falling back on the normal land.

Thor Heyerdahl's famous voyage in 1970 on a papyrus boat across the Atlantic to prove the pharaohs reached into Mexico was not to praise the Pharaohs as much as to prove that a great civilization like the ancient Egyptian civilization could not rise away from a close connection with the sea. This is the way with every great civilization.

With each big profit comes a great risk. That is what financial analysts are saying, but that rule is the legitimate son of the land people relationship with the sea and its world from the start of civilizations. Knights, scientists, sailors, pirates and criminals were lost in the depths of the sea, and they all knew the huge price when they decided to start the adventure. They chose consciously and eagerly. In contrast, the pearl of victory was great for those who returned safely.

The relationship with the sea is complex. It involves launching scientific research ships, exploring oil and gas, preferring to travel by sea even if better and easier means are available, working in the sea in innumerable maritime occupations, and building, repairing or maintaining various vessels that take off the oceans and seas. It also includes management of a maritime transport system, construction of harbors, cutting vessels for scrapping, or living in the sea all the time as a house difficult to leave. I have seen in Ha-long, Vietnam how anglers stay in the sea day and night where they find their sustenance and sell their fish to the cruisers that pass by them.

In Oman, the relationship with the sea has a particular flavor. The country has known the secrets of the sea from history immemorial and Omanis arrived beyond India and the east coasts of Africa in peace driven by a sincere desire to share benefits without greed. Therefore, they left cultural, moral and spiritual traces that are still alive. As far as history is a source of pride, it is a challenge. Today's world is not that of yesterday and an adventure that the generations speak of as involving legendary difficulties has become like

falling off a log, practically speaking. However, this may also turn into fierce competition that involves various nations, and woe to those who lag behind.

Given the locations of docks for building, repair and maintenance of ships in our modern world, it is clear to us that the task of existing strongly on such a front is not an easy task. South Korea, China, Japan, Finland and the Netherlands are countries that have a strong record in these areas. Ships are not as many or in millions as cars, and demand on them and the associated services have determinants strongly linked to the global trade movement and its changes and fluctuations. Differences between the various ships in terms of size and function are huge unlike any other means of transport. If a country such as the Sultanate of Oman seeks to penetrate into the dock world in Duqm, taking advantage of both its ancient and modern history in this area, the choice of a type of services for specific kinds of ships may be beneficial as points of concentration and excellence. In all cases, building multi-purpose docks (building, repair, and maintenance) depends on the uniqueness of the location of Duqm. It is not difficult to predict that the passage of the civilian and military ships from and to Asia is increasing in a clear and continuous manner, which constitutes an opportunity that Duqm cannot and should not miss. However, giving priority to specific specializations may deepen the competitive advantage of Duqm in the maritime field.

We know that ship repair and maintenance requires about 12 varieties of engineering disciplines, an integrated and highly efficient management system, continuous training, advanced national transportation industry, ability to provide high quality services, strong scientific research and research background, and balancing economic, technological, human, and environmental aspects of that industry. Hence, the rigor we have seen in the application of the various standards in the industrial, service, marine, and recreational zones in Duqm will be the most important server for excellence in the field of dock operation. There remains the delineation of future scenarios for the industry in the light of the developments unfolding in the region and the world and paying special attention to the situation after the completion of the Chinese and multilateral belt and road initiative. This would entail a huge change in the combination of transport activity between land, pipes, railways, and marine. Therefore, high flexibility will be the secret of success, and an activity, such as ship conversion from cargo to containers, for example, or otherwise, will gain a stature in the future.

# Local and external seminars to increase investments in Duqm



**Stimulating investment in oil and gas, heavy industries, and petrochemicals sectors**

**Contacting more than 800 companies to encourage them to invest in SEZD**

**International companies attend foreign promotional campaigns**

**Local seminars call on businesspeople to settle their projects in the country and benefit from investment incentives**

## Muscat -

During 2018, the Special Economic Zone Authority in Duqm (SEZAD) focused on boosting investment in various economic sectors, especially oil and gas, heavy industries, and petrochemicals.

According to a report that Duqm Economist accessed, the number of companies, which the marketing and promotion team in SEZAD contacted during the past three years reached 800 divided into several categories depending on seriousness, solvency, and investment volume. The Department of Marketing and Promotion follows up companies, facilitates investment in the Special Economic Zone in Duqm (SEZD), circulates promotional bulletins, and informs SEZAD to encourage them to invest in SEZD.

The vision of promotion and marketing investment focuses on promotion of business, investments, opportunities for developing the different sectors in SEZD, raising awareness about SEZD and its development locally and internationally, and identifying investment opportunities in SEZD. It also draws up plans and strategies that help preserve these investments and coordinates with various government agencies that promote the Sultanate to achieve synergy in business and codify marketing and promotional efforts of institutions, studies the requirements of the coming period and prepares marketing plans based on economic studies.

### Local Seminars

The year 2018 witnessed many local seminars, workshops and external participations in order to attract more investments to SEZD. At the local level, SEZAD organized a workshop for government entities that manage investment units in the Sultanate to introduce participants to projects and investment opportunities in SEZD. Moreover, in cooperation with the Free zone Watch Foundation, SEZAD organized Oman Economic and Free Zones Conference in order to attract more local and international companies to invest in SEZD. The event also included a visit to Duqm for the participants.

In the course of 2018, SEZAD organized a lo-

cal promotional campaign in cooperation with the Oman Chamber of Commerce and Industry (OCCI) to introduce local investors to the most important investment opportunities in SEZD. The campaign included seminars in Muscat, Salalah, Sohar, Nizwa, Rustaq, Sur, and Ibra.

The campaign was part of SEZAD efforts to reach entrepreneurs wherever they are in the various governorates of the Sultanate, meet with them, and urge them to invest in SEZD in order to increase domestic investment and encourage entrepreneurs to localize their projects in the country and take advantage of the incentives offered by SEZAD for investors.

### External promotional campaigns

At the external level, SEZAD organized promotional campaigns in France, Japan, Korea, China and the United States of America in the presence of many companies working in those countries, businesspeople and those interested in learning about the investment climate in Duqm.

These external promotional campaigns realized various positive results. In France, SEZAD cooperated with the Association of French Executive Directors to promote Duqm, especially the manufacturing and utility sectors, and to motivate French companies and investors to establish promising entities to settle their investments and provide services in Duqm. This campaign resulted in creating an alliance of four major French groups to consider investment opportunities in Duqm.

In Japan, SEZAD reviewed the establishment of a Japanese industrial city, the possibility of exchanging experiences in the field of smart cities and studying the mechanism of attracting investors in this field.

In Korea, SEZAD reviewed with the specialists from the International Contractors' Union the possibility of sending a group of engineers to the Republic of Korea for an on-the-job training at a prestigious Korean company in engineering, environmental and urban planning. The two sides also discussed the possibility of sending a group of staff to have an on-the-job training in Incheon Free Eco-





Visiting Smart Cities Museum in Korea

conomic Zone (IFEZ). SEZAD delegation also learned about Korean experiences in smart cities.

In China, SEZAD invited Wensli Company specialized in silk production to invest in Duqm, either by establishing a factory or an exhibition to sell its products. SEZAD also invited Shuifa Zhongxing Company to invest in Duqm and discussed the possibility of its co-operation with SEZAD to invest in infrastructure. SEZAD also invited Dahua Company specialized in technological systems and Sinopec Guangzhou Company for petrochemicals to invest in Duqm.

In the United States of America, SEZAD invited Occidental Company to invest in Duqm and discussed the possibility of an alliance between Duqm Port and Houston Port in the areas of handling and shipping. SEZAD delegation also met with various oil and gas companies working in Houston. Due to the attention accorded to the campaign, SEZAD decided to place the US market on the marketing and promotion plan for 2019.

#### Multiple participations

During 2018, SEZAD participated in a number of external meetings, conferences and forums, including the Strategic Consultation Meeting between the Sultanate and the People's Republic of China held in December 2018 in Kunming City, Yunnan Province. It also participated in meetings held in Beijing with the parties concerned with the development of the economic relations between both countries in translation of the joint presidential statement on the establishment of the strategic partnership between the two countries.

In Canada, SEZAD participated with the Public Authority for Investment Promotion and Export Development (Ithraa) in the «Invest in Oman» campaign, which witnessed direct bilateral meetings with executives and investors in the specific target sectors, i.e. tourism, industry, logistics, fisheries, renewable energy and mining. The campaign aimed at exploring the Canadian market, building a business network and introducing the Sultanate as a promising market. SEZAD delegation met with a number of investment funds and investment portfolio managers, including HSBC and CANACORD.

SEZAD also participated in the World Investment Forum held in Liverpool, and the Arab Economic Forum in Beirut, inauguration ceremony of the memorial ship Sohar in Chinese city of Guangzhou, and the 40th Anniversary of the Omani - Chinese relations. During these events, SEZAD launched various economic events that promoted SEZD.

SEZAD also participated in the «Invest in Oman» campaign held in Britain by ITHRAA and in the trade delegation formed by the OCCI to visit Kuwait and discuss joint investment opportunities between the two sides.

• **France: Stimulating companies to create promising entities to settle their investments**

• **Japan: Looking into establishing a Japanese industrial city**

• **Korea: Acquainting with the Korean experience in creating smart cities**

• **China: Inviting Shuifa, Wensli, Dahua and Sinopec Group to invest in Duqm**

• **United States: Continuing to put the US market on the 2019 marketing and promotion plan**

• **Canada: Meeting with investment funds and portfolio managers**

# Thriving Duqm

Shops are on the rise with diversity of goods and services



**Development of Duqm main road prepares the city to write a new economic history**

**Al-Obaidani: Duqm is a vast field for business growth**

## Duqm - Saleh Al-Mamari

The residents of the Wilayat of Duqm used to go to the markets of Mahut, Sinaw and Hima for shopping and to get their needs of various goods, but today they find all that they want in Duqm, which has acquired a prestigious commercial status. This materialized partly through the support of the banking sector through branches opened by commercial banks, such as Dhofar Bank, Bank Muscat, National Bank of Oman, Oman Arab Bank, and Oman Development Bank.

Shops, restaurants, cafes and various service outlets are competing to attract customers and offer what they are looking for. Those visiting Duqm today would find that it differed significantly from what it was seven years ago at the time of the establishment of the Special Economic Zone Authority in Duqm on October 26, 2011.

Today, we see in Duqm goods that were not available there in the recent past. The restaurants, foodstuff shops, clothing shops and other shops that offer a variety of services to customers are increasing and multiplying to meet the requirements of the new city. In addition, the customers' traffic is also rising due to the works and projects implemented in the Special Economic Zone in Duqm (SEZD).

### Modern commercial buildings

Sai Village is currently the main commercial center of Duqm, which made SEZAD develop its main road of Sultan Said bin Taimur for the city to embrace a new economic history. On the sides of the road, there are many residential and residential-commercial buildings, especially in SEZD schemes. According



to the statistics issued by SEZAD until September 2018, the total number of residential-commercial establishments in SEZD was 62 with estimated value of investments of OMR 57.5 million. As for the establishments with commercial investment only in SEZD, it reached 23 with an investment value of OMR 26.3 million.

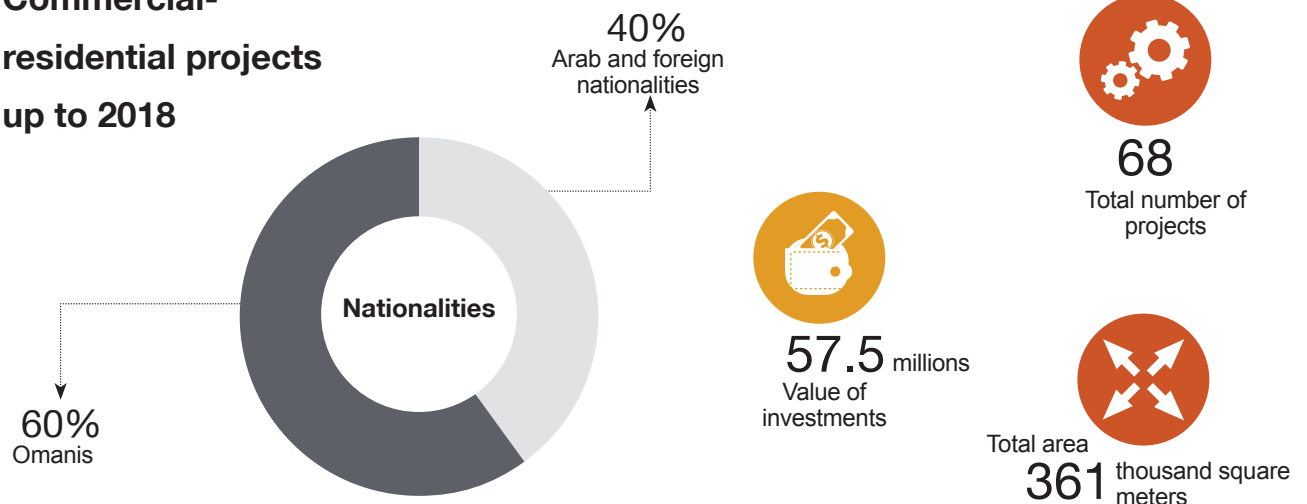
Another reflection of the development of the vision in Duqm is the many shops established in a modern style, in addition to the number of commercial buildings established by local and foreign investors who have benefited from the advantages of investment in this sector in SEZD.

### Traditional restaurant with modern style

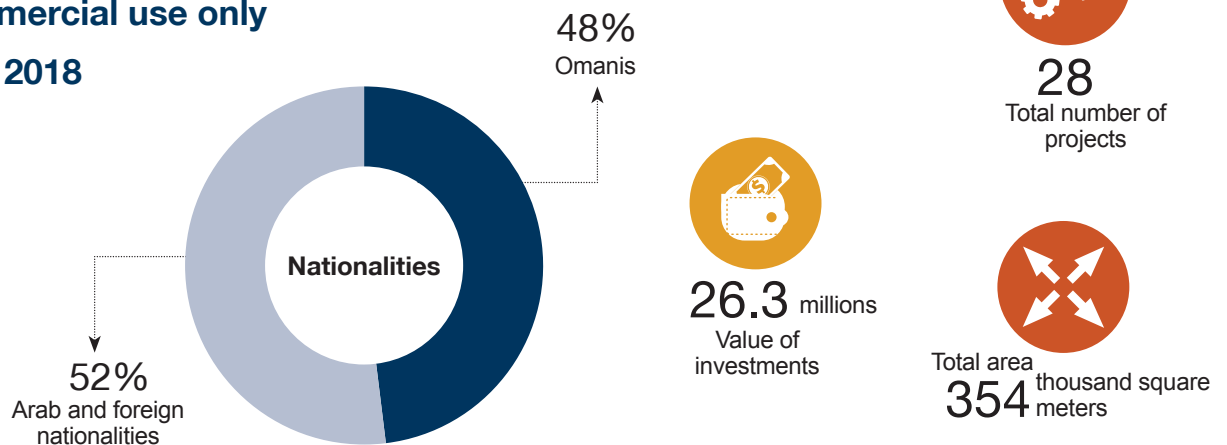
Food services are a promising sector in SEZD due to its growth, the increase in the number of projects, companies and businesses and the increase in population. This



## Commercial-residential projects up to 2018



## Projects of commercial use only until 2018



has made Ahmed Al-Obaidani find in Duqm a wide area for the growth of his work and founded Bait Al-Shiwaa Al-Sakhin (Hot Grill House) restaurant in 2015.

Al-Obaidani said, «The idea of this popular restaurant, which I consider one of the leading restaurants in SEZD region, stemmed from my belief in the success, growth and development of SEZD and its need for such kinds of restaurants. I went ahead and launched my project, which is a traditional restaurant with a modern style. The success was quick and today, the demand is constant. I was also keen that the interior decoration should reflect Oman's heritage and added a children's corner to the site to be more than a place to serve food.»

On the success of the restaurants, Al-Obaidani indicated, «We currently have a contract with Duqm Port Company to provide meals in the port and another contract at SEZAD HQ building to provide breakfast and lunch. We look forward to get contracts from the other companies operating in SEZD.



Harry Prasad

There is also a plan to cooperate with Crowne Plaza Duqm Hotel in 2019 to provide services on the hotel beach along with a plan to set up tents for families and guests to allow them privacy, enjoy our services, and enjoy the atmosphere of the place.

**Harry Prasad:**  
*Demand for therapeutic services is increasing*



**Sonish:**  
Duqm  
growth has  
motivated us  
to move to a  
wider loca-  
tion

#### Building materials shops spread

The commercial growth in the SEZD urged the companies specialized in the sale of building materials to open branches in Duqm and encouraged business owners to pay attention to this activity.

Sonish K. B., manager of the branch of (Al Khalili-Buildex) Building Materials Shop in Duqm said, «The Company has 21 branches throughout the Sultanate. We have been in Duqm since 2008, but the growth witnessed by Duqm has prompted us in 2017 to move to a wider location on the Sultan Said bin Timor Road in the heart of SEZD.»

«We have many clients here in Duqm in general, notably the companies in charges of the packages of Duqm Port, Oman Dry-Dock, Royal Boskalis Westminster and Serka Construction Company. SEZD is witnessing the establishment of several projects that need the building materials the company sells,» added Sonish.

«There is a good demand. We have expanded the showroom and increased the number of goods to keep pace with the growing demand,» he said. «Our customers are not only from SEZD, but from different parts of Al-Wusta Region.»

He added, «We offer many products re-



Yasser Al-Habsi

lated to building and construction materials as well as safety and health supplies during the implementation of roads, construction, buildings, health supplies, cooling and ventilation equipment, pumping and lifting equipment and all these materials and supplies of international quality and standards as we are agents of many brands with good reputation in the markets.»

«I think the demand will be even greater in the coming period. Therefore, we have to keep pace with the volume of businesses in

**Al-Ghanbou-  
si:** Diversity  
in the exhib-  
its and better  
options







Duqm while maintaining the quality of our services,» Sonish concluded.

#### Availability and diversity of goods

Construction projects are among the most growing in SEZD. «SEZD is growing and flourishing day after day. For example, construction materials were not available in the past, as we see in SEZD today,» said Saleh bin Ali Al-Ghanbousi, owner of a company working in the sector.

«I used to bring building materials from outside SEZD, but today I find what I need in Duqm, which saved me the trouble to go to other markets outside,» added Al-Ghanbousi.

«We find now more variety in the exhibits and we get better options. This does not only apply to the building materials shops but also to the small shops in the modern buildings that provide many requirements not only for the construction sector but also for the various other economic sectors. Today we see a large number of different shops, especially shops selling food, restaurants and shops selling appliances and electronic, and there are goods that did not exist before. New shops are constantly opening and this is evidence that the demand is good and encouraging for trade in the market of Duqm,» added Al-Ghanbousi.

#### Five pharmacies in SEZD

As for health services and their ability to cope with population growth and their role on the other hand in enriching the commercial movement, we find a number of clinics that have opened recently, and with the establishment of these clinics new pharmacies opened in prominent locations on the main road in Duqm.

Harry Prasad, who works at the New Apple Pharmacy of Starcare Hospital in Duqm, said that although there are five pharmacies in SEZD, there is high demand due to population growth and rising demand for health services. «Health insurance provided by operating companies in Duqm for their employees has con-



Saleh Al-Ghanbousi

tributed to increasing demand for clinics and pharmacies, and there is also a demand from the community for clinic and pharmacy services,» indicated Prasad.

#### Florists and chocolatiers

At the end of the tour, we met Yasser Al-Habsi, a young Omani working in a shop called «The Touch of the Chandelier for Flowers and Chocolate.» We talked about his experience in Duqm and the success of his recent business.

At the beginning, he praised the level of demand for the shop, saying, «The demand - thank God - is special. Every day I receive many requests to provide events and parties with gifts, sweets and flowers as well as some of the equipment for meetings in a number of companies. Although still recent, the shop has earned a good reputation and praise from the companies operating in SEZD in view of what it provides them in the field of catering for halls and events.»

Al-Habsi said that there is a good demand for this kind of shops, which contributed to their spread. He added, «Most of the shop visitors praise the existence of this type of shops in Duqm to provide services related to the preparation of places of weddings and events in addition to bouquets of roses and gifts.»

**New and diverse shops are constantly opening**

**Al-Habsi: High demand for flowers, sweets, and wedding and occasions supplies**

*Signing 70 usufruct agreements and registration of 186 new companies in 2018*

# One-stop shop launches new e-services and receives 400 investment requests

Providing services of electronic land usufruct application and electronic payment and certification

Focus on the integration between SEZAD and government agencies in the services provided for investors

756 training for employment opportunities in SEZD projects during 2018



Duqm One-stop shop

## Duqm -

During 2018, the one-stop shop (OSS) of the Special Economic Zone Authority in Duqm (SEZAD) launched a number of electronic services in order to facilitate procedures for investors so that they can apply for land usufruct, register, pay, certify, and complete the procedures of signing the usufruct agreement without the need to go to the OSS. It is noteworthy that the OSS provides services through SEZAD main building in Duqm and its offices in Azaibah, Muscat Governorate.

The new services speed up investment procedures for investors, especially investors from outside the Sultanate.

These services are part of the second phase of the Investor relationship management system (IRMS) that SEZAD launched in 2017. In its first phase, it aimed at ending the internal work procedures of the investment requests from receipt of the application until the signing usufruct agreement. The year 2019 shall include many more electronic services within this system.

### Business Development

In 2018, the Directorate General of Investors' Services (OSS) focused on the development of services SEZAD provides to the investors and increase the level of quality. It also expanded the OSS offices in its branches in Duqm and Muscat and increased the number service outlets.

### Integration of services

A report issued by the Directorate General of Investors' Services in 2018 indicated coordination with a number of government agencies in order to achieve integration of the services provided by SEZAD and the government agencies in order to provide better services to investors in SEZD. SEZAD coordinated with the Ministry of Manpower to grant powers to SEZAD competent officers to inquire about corporate data, Omanization percentages, and work permits issued for each company. SEZAD also coordinated with the Public Authority for Social Insurance for e-link to get the powers to enquire about the data of the insured. It also coordinated with the Public Authority for SMEs Development (RIYADA) to have the powers of enquiring about the SMEs registered with it to know their owners and with trouble Oman Royal Police to get the powers of e-query about the cases of the entry and exit of foreign investors allowing the possibility of assessing the seriousness of investors. All this supports the aim of increasing the level of services offered through the OSS in Duqm and Muscat, ensures that all services are available in time and place to achieve, efficiency, quality and speed of achievement.

### Usufruct Applications

The year 2018 witnessed a number of successes achieved by the Directorate of General Investors' Services (OSS) in SEZAD. The number of usufruct applications it received rose by 64 % to 400 com-





Muscat One-stop shop

**Resorts, refineries, oil and gas services, shipbuilding and repair, and cement plants are the most prominent licensed activities**

### Companies and existing economic activities

Restricted activity	Number of projects
Refineries	1
Services related to oil and gas	2
Ships construction and repair	7
Hotels, motels and resorts	3
Cement factories and concrete	8
Quarries	1
Marine Services	3
Rental of real estate and properties	11
Manufacture and freezing of fish products	5
Construction and Contraction	21
Shipping and unloading of goods	2
Warehouses	2
Clinics	3
administrative Offices	3
Engineering consultancies	2
Building cleaning services	1
Track transactions offices	2
Currency exchange	1
Shaving shops	2
Clothing stitching shops	2
Grocery stores	5
Import and export offices	4
Restaurants and cafes	4

pared to 244 received in 2017. Last year, 70 agreements were signed, including 31 in the industrial sector and 23 in the commercial residential building sector, while the other agreements related to logistics, commercial, tourism and fishery sectors.

### Projects registered in SEZD

According to the report reviewed by Duqm Economist, the number of projects (establishments) registered in SEZD Commercial Register at the end of the year 2018 increased to 186 companies compared to 169 in 2017.

The year 2018 witnessed a diversification of the economic activities in SEZD to include refineries and services related to oil and gas, construction and repair of ships, hotels, resorts, cement and concrete factories, quarries, marine services, real estate rental, construction contracts, freight and unloading of goods, public stores, medical clinics and other activities.

### Jobs Opportunities

The report indicated that the number of job vacancies filled by Omanis in 2017 and 2018 amounted to 774, bringing the total number of Omanis working in SEZD to 1450 employees, while the total number of employees in SEZD until the end of 2018 reached 9,052.

SEZAD also provided 756 training opportunities that ended in employment in projects operating in SEZD. The trainees received their jobs after the completion of their training and qualification in institutes Specialized in various technical and administrative aspects in cooperation with a number of projects in SEZD, such as Duqm Refinery and Petrochemicals, PDO, Duqm Quarries and Tatweer.

The report expected the new projects in SEZD would provide 1,200 jobs during 2019 and the labor market will increase during the next three years as a number of projects would start operation and new investments would enter.

**Increasing number of e-services to ensure the speed and quality of delivery through the one-stop shop**

**Duqm projects provide 1450 jobs for Omanis until the end of 2018**

# Oman Development Bank finances projects with OMR 5.2 million

**Zahran Al-Rawahi:**  
The bank focuses on promoting economic development and supporting SMEs

We welcome entrepreneurs and ready to finance various projects

Facilitating loan procedures and keeping pace with economic growth

## Duqm - :

Over the past three years, Oman Development Bank has supported a number of economic projects in the Wilayat of Duqm in general and the Special Economic Zone in Duqm (SEZD) in particular.

Zahran bin Issa bin Salem Al-Rawahi, Director of the branch of Oman Development Bank in Duqm, said: "The total financing provided by the Bank for economic projects in Duqm reached OMR 5.2 million with the view of stimulating economic growth in SEZD."

He pointed out to Duqm Economist that the number of projects that benefited from the financing of the Bank amounted to 14, including eight projects within SEZD and six outside it.

### Three sectors

He added that the Bank's financing included three economic sectors, the most important being the industrial sector with eight projects, followed by the tourism and service sectors with three projects each. "The growth witnessed in SEZD over the past years encouraged the Bank to open its new branch in Duqm to be its 18th branch," said Al-Rawahi.

He added that the Bank, through its branch in Duqm, would promote economic development in the Wilayat of Duqm and other Wilayats in Al-Wusta Region through its support to small and medium enterprises (SMEs) and microenterprises.

### Facilitating loan procedures

He stressed the Bank's keenness to participate in pushing forward the economic development in the country by facilitating loans



Zahran Al-Rawahi

procedures for investors, keeping pace with economic growth and translating the government policy in encouraging SMEs in various economic fields. He pointed out that the main objective of the Bank is to enhance the performance of the national economy through supporting various projects, especially SMEs, and help create employment opportunities for Omani youth of both genders.

At the end of his speech, he welcomed the owners of self-initiatives. He said that the Bank welcomes the financing of SMEs, such as workshops, fishing projects, establishment of nurseries, or any other economic activity in the commercial, tourism, service or industrial fields.

## All loans granted by the Oman Development Bank in Duqm exceed RO 50 thousand

	Project Type	Project Value (RO)	Details
Projects within SEZD	Industrial	110000	Factory
	Industrial	1000000	Cement Factory
	Service	470000	Entertainment center
	Industrial	540000	Frozen Fish Factory
	Industrial	250000	Water Bottling Plant
	Tourist	440000	A three star hotel
	Service	20000	Tartan playground
	Industrial	400000	Frozen Fish Factory
Projects within Wilayat Duqm	Service	50000	Restaurant
	Tourist	350000	One star hotel
	tourist	250000	One star hotel
	Industrial	250000	Salt production plant
	Industrial	1000000	Salt production plant
	Industrial	100000	Frozen Fish Factory
Total		5230000	



# (SEZAD) and (OCCI) announce the organization of «The Smart Cities Economy»



## Muscat -

The Special Economic Zone in Duqm (SEZAD) and Oman Chamber of Commerce and Industry, Al Wusta Governorate Branch announced their partnership on the organization of «Al Duqm .. Society & Economy» 4th Forum to be held on the 8th of April 2019 at Oman Convention & Exhibition Centre.

The two sides have concluded an agreement with Four Dimension Media Advertising & Publishing Co. to act as the organizer for this event.

The agreement was signed by Dr. Ismail Bin Ahmed Al Balushi, the Deputy CEO of SEZAD on behalf of The Special Economic Zone in Duqm and by Dr. Salim Bin Saleem Al Junaibi, in his capacity as the Vice President of Oman Chamber of Commerce & Industry for Industrial Affairs and on behalf of the branches by the Chairman of the Chamber Branch for Al Wusta Governorate (The General Superintendent of the Forum) and on behalf of the organizer by Mr. Nassir Bin Salim Al Shuwaili, in his capacity as the Deputy CEO of Four Dimension Media Advertising & Publishing Co.

The 4th «Al Duqm .. Society & Economy» Forum comes with the theme «the Smart Cities Economy» in collaboration with many interna-

tional and local figures specialized in the field of Smart Cities and Artificial Intelligence.

Dr. Ismail Bin Ahmed Al Balushi stressed that the theme of the forum goes in line with the policy adopted by SEZAD in an endeavor to promote the smart services and systems in Duqm infrastructure and the consultative system pointing out that the forum will shed light on the future vision in the process of establishing the smart cities via experts and competent personalities.

He added that the authority exerts all possible efforts to enhance the environment of investment and adopt the systems and mechanisms that facilitate the works of corporates and investors in SEZAD.

On his part, Dr. Salim Bin Saleem Al Junaibi; the Vice President of Oman Chamber of Commerce & Industry for Industrial Affairs said that: this event is deemed as the most important platform for talking about the developmental and industrial projects at Al Wusta Governorate in general and SEZAD in particular and through which, Corporates, Businessmen, and Businesswomen and Experts meet to set the future visions and strategies for the Developmental and industrial projects.

He added: we all will endeavor and save no effort to ensure the success of the agenda of this international event paying tribute to the success achieved by the past three versions of this event.

  
**Dr. Ismail Al-Balushi:**  
*The Forum is in line with SEZAD policy to promote smart services and systems*

  
**Dr. Salem Al-Junaibi:**  
*The forum is a major platform for talking about economic and development projects in Al-Wusta Governorate*



# Tatweer

## completes another year of success



Major infrastructure projects are in the pipeline by the end of 2020

Updating company's five-year plan annually to solve challenges faced by projects

### Duqm - :

Oman Company for Development Special Economic Zone at Duqm (Tatweer), established in 2014 and fully owned by the Special Economic Zone Authority in Duqm (SEZAD), has completed another year of success.

A report issued by Tatweer revealed that most of the major infrastructure projects currently under implementation on behalf of SEZAD are in the process of completion by the end of 2020, including roads, dams, drainage channels and the remaining packages of Duqm Port.

Tatweer is responsible for the implementation of all public and development projects in the area allocated to it by SEZAD, especially the strategic infrastructure projects that support investments within the Special Economic Zone in Duqm (SEZD). Tatweer also manages

the assets assigned to it by SEZAD and implements all the projects assigned to it by SEZAD and development works in SEZD or one of its sectors, especially infrastructure projects and public utilities. It also attracts national and foreign investments directly and indirectly to implement the industrial, commercial, service, logistics and tourism projects in SEZD, implements SEZD comprehensive plan, and provides all necessary services to achieve its vision for the future.

### Five-Year Action Plan

Tatweer is developing its business according to a five-year action plan, which started in 2016, and updates it every year to help solve the challenges facing its projects. During 2018, Tatweer held a series of meetings with the companies executing infrastructure projects to solve the challenges facing projects.





### Three basic pillars

Tatweer action plan focuses on three key pillars: project management, asset management and investments.

The company is currently managing a number of SEZAD assets, such as sewage treatment plant, SEZAD headquarters, roads and others.

According to the report, 2019 will witness the development of asset management methods to adopt the best methods in accordance with the systems used in smart cities

### Investment sector

In the investment sector, Tatweer is SEZAD investment arm. In the last two years, the company entered into a number of investments, most notably the investment of OMR 700,000 in the capital of Duqm Quarries Company to own 70% of its shares.

In the course of 2018, Tatweer signed an agreement to establish Imdad Logistics Company in partnership with the Ministry of

Defense Retirement Fund and Duqm Port Company. Under this agreement, Tatweer acquired 15% of Imdad Logistics Company, Ministry of Defense Pension Fund 55% and Duqm Port Company 30%. Imdad Logistics Company was established with the aim of providing the catering, support, care and logistics services required by the various friendly forces with a high level of professionalism.

The construction materials market is the latest project in which Tatweer is involved. In June 2018, it signed a partnership agreement to establish Duqm Building Materials Market Company, which is constructing the building materials market in the Sino-Omani Industrial Park in Duqm. Under this agreement, Tatweer acquired 15% of the new company while the remaining shares were distributed to Wanfang Company (51%) and Al-Thabat Company (34%).

This year's plan includes expanding investments and exploring opportunities available in the tourism, fisheries and other sectors of SEZD.



**Development of asset management methods and adoption of systems used in smart cities**

**Engaging in 3 successful investments and 2019 plan focuses on investment expansion**

**Exploring investment opportunities in tourism and fisheries sectors**

# Completion of mining map for SEZD



**Ali Al-Zidjali:**  
The map determines the types of minerals, their location, quantities and quality

The map is interactive for local and international marketing

Encouraging companies to invest in mining to enhance sector added value

Shomookh Complex translates the Sultanate's orientations to exploit local raw materials and increase their value in national economy

## Duqm - Mohammed Al-Shezawi

Duqm Quarries Company announced the completion of the mining map for the Special Economic Zone in Duqm (SEZD).

Eng. Ali bin Abdullah Al-Zidjali, General Manager of the Company, said that the map determines the types of minerals in Duqm, their locations, their quantities and their quality.

He pointed out that the map is interactive and that the company will upload it on its website scheduled for launching in the coming weeks.

He added in an interview with Duqm Economist that the aim of the preparation of the mining map is to know the types and quality of minerals in Duqm and thus market them professionally to achieve the objectives of the Company in attracting international companies to invest in this vital sector through. Such investment will be in the form of establishment of factories in SEZD to increase the value of available minerals rather than exporting them abroad. He stressed that the company does not have any directions for the export of raw materials outside the Sultanate, but focuses on their exploitation in the Sultanate, which leads to the enhancement of the value added.

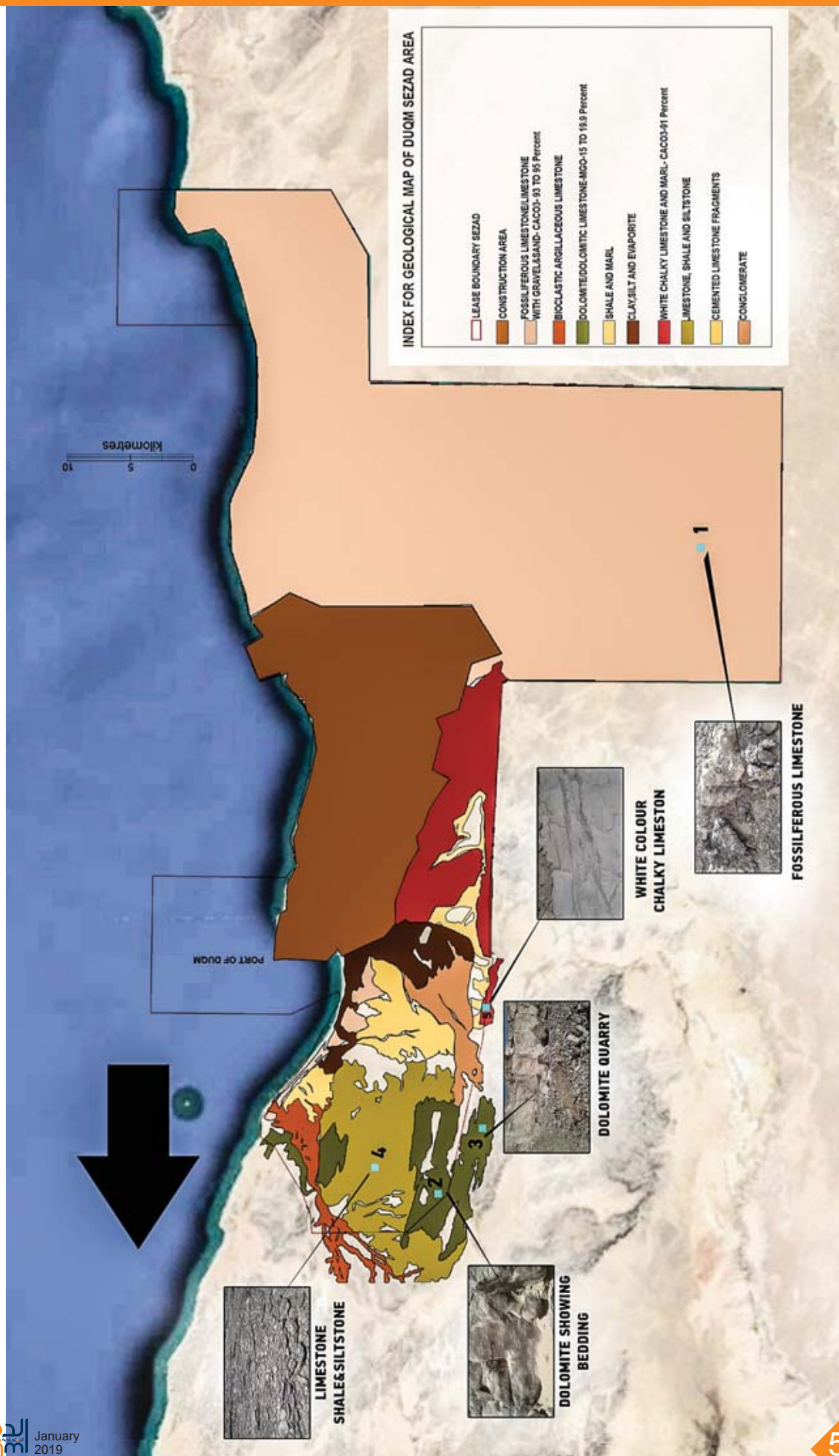
He said that the mining map will be marketed locally and internationally in order to attract local and international companies to invest in this vital sector.

Duqm Quarries Company was founded in 2017 with the aim of managing and operating the quarrying and mining sector in SEZD. Tatweer, owned by the Special Economic Zone Authority in Duqm (SEZAD), owns 70% of the shares of Duqm Quarries Company a number of other companies, notably Duqm Al-Ahliya owned by the people of Duqm, hold the remaining shares.

### Prominent Minerals

Eng. Al-Zidjali indicated that SEZD is rich in many minerals, including limestone, which has a purity of calcium carbonate between 85% and 98%. He explained that limestone is used in many industries, such as dyes, cement clinker poultry feed, fertilizers, pharmaceuticals, cleaning preparations, glass,







**Limestone and dolomite are the most prominent minerals in SEZD**

**There is no intention to exporting raw materials abroad**

**Provision of 3.8 million tons of rock and soil materials for infrastructure projects**

plastics, and many other industries.

He pointed out that the dolomite stone is also found in abundance in Duqm, and the percentage of magnesium found in it is between 14% and 24%, noting that the dolomite enters in many industries, notably iron and its derivatives.

#### **Shomookh Complex**

The General Manager of Duqm Quarries Company praised the establishment of Shomookh Mining Industries Complex in SEZD. He said that the complex translates the Sultanate's orientations to exploit local raw materials in establishing industries that raise the economic value of the raw materials available in the country. He added that the complex is a model for the mining complexes envisaged in the Sultanate. Its idea relies to attract local and international companies to establish factories based on local raw materials. Shomookh Company has succeeded in attracting eight international companies to invest in this complex until mid-December 2018.

He said that Duqm Quarries Company would supply these factories with their needs of raw materials located in its concession area in SEZD. He welcomed the local and international companies wishing to establish factories that raise the economic value of these minerals. He called on local companies to benefit from local raw materials instead of importing them from abroad.

#### **Support economic development**

Eng. Ali bin Abdullah Al-Zidjali, the General Manager of Duqm Quarries Company said, asserted that the company is committed to supporting the economic development of SEZD through providing raw materials for companies and projects operating there.

He said that since its establishment in 2017, the company has provided many raw and filling materials for the factories and companies operating in SEZD along with 3.8 tons of rock and rubble for infrastructure projects in SEZD from January to the end of November 2018.





## Dhofar Fish Industries establishes a factory for fish packing and canning in Duqm



During the signing of an agreement

### Muscat - :

The Special Economic Zone Authority in Duqm (SEZAD) has today, 02 January 2019 AD, signed an agreement with Dhofar Fisheries and Food Industries Company by virtue of which, the company has acquired a Usufruct of land for construction a factory for fish packaging and canning and production of fish oil with a total investment cost estimated at 10 Million Omani Riyals.

The agreement was signed on behalf of SEZAD by H.E. Yahya bin Said Al-Jabri in his capacity as the Chairman of the Board of Directors and on behalf of Dhofar Fisheries and Food Industries Company by Mr. Mahdy Mohamed Hassan Hosny in his capacity as the Chairman of the Board of Directors.

Pursuant to the said agreement, SEZAD has allocated a plot of land with a total area around 41 Square Meter at the Fishery Industries Zone in Duqm particularly for this project.


The project whose cost was estimated in an amount of 10 Million Omani Riyals comes as part of the efforts exerted by the authority to attract specific business and high quality projects that provide


additional resources and advantages to the Special Economic Zone in Duqm and contributes at the same time to a better utilization of the fishery resources abundantly available in Duqm.

Furthermore, the project comes as part of the Technical Cooperation Program concluded between the Authority and the Oman Food Investment Holding Company Co. (OFIC) in an endeavor to develop a general strategy to promote the fishery industries zone in Duqm.

The project will accommodate all types of fish and expected to be with a total annual production capacity of around 30 Thousand Tons and it is anticipated to produce around two Million cartons of Sardine Fish with a total marketing value of about 11 million Omani Riyals, about 500 Thousand carton of tuna on a yearly bases with a marketing value of around 7 Million Omani Riyals and about 5000 Tons of crushed fish with a total value of 2.2 Million Omani Riyals, and it is expected to produce 2200 Tons of fish oil with a total value of 1.1 Million Omani Riyals per annum.

It is envisaged that this project will come on stream in the second quarter (Q2) of the year 2020 creating around 150 Job opportunities.

  
The project is on an area of 41 thousand square meters with a cost of OMR 10 million

  
Total annual production is 30 thousand and operating in the second quarter of 2020

## Forming an assembly of employees of SEZAD and Tatweer

### Duqm - :

The Special Economic Zone Authority in Duqm (SEZAD) has inaugurated a general assembly for the employees of SEZAD and Tatweer in order to strengthen ties of intimacy and fraternity among them and exploit the same to organize

a number of activities and events after working hours.

Dr. Ismail bin Ahmed Al-Balushi, SEZAD Deputy CEO, who sponsored the event, said in a speech that the assembly has many social, cultural and scientific goals. He pointed out the importance of the assembly in increasing communication between employees and highlighting the Omani heritage embodied by the Omanis siblah (traditional majlis).



◆◆◆  
**Dr. Ismael Al-Belushi:**  
*During the visit, the committee was updated on the contributions of the Zone in availing job opportunities for the Omani citizens*

◆◆◆  
**Mohammed Al Busaidi:**  
*Duqm projects are well qualified to absorb a large number of national and expatriate manpower*

◆◆◆  
**Younus Al-Manthari:**  
*We were acquainted with the efforts of the Dry Dock and the port of Duqm in the efforts exerts for the Omanisation of managerial and supervisory positions.*

## Youth Committee at Shura Council Reviews Career Opportunities in Duqm Projects

**Duqm - **

The Youth and Human Resources Committee of Shura Council, chaired by H.E Eng. Mohammed Bin Salem Al Busaidi, the Chairman of the Committee, paid a visit to SEZAD, with a view to identifying the current and future career opportunities offered by the projects of the region and the total numbers of national and expatriate labor force currently in action and the ratio of the Omani citizens to expatriates who occupy different career levels.

H.E Eng. Mohammed bin Salem Al Busaidi said that «The visit came within the framework of the Committee's study of the job seekers issue, analyzing and monitoring the employment of the national manpower, he further added that the Special Economic Zone in Duqm is one of the largest current and future projects in the Sultanate, these projects are expected to accommodate a large group of national and expatriate workforce during the current and future phases.»

«We believe that if work is already done and the projects are well prepared in terms of career opportunities, it will be a good start to provide job opportunities at all levels for Omani youth,» He said.

From his side, Dr. Ismail bin Ahmed Al Belushi, the Deputy CEO of SEZAD, said that the visit contributed to informing the Youth and Human Resources Committee at the Shura Council about SEZAD projects contributions in availing job opportunities for our citizens.

The visit, which took place on 8 and 9 January 2018, witnessed a number of visual presentations rendered by SEZAD, Oman Dry Dock Company, Port of Duqm, Oman Tank Terminal Company and Duqm Refinery Company, which addressed the career opportunities in the projects that are currently being implemented in Duqm and the efforts of the companies in an attempt to increase the Omanisation ratios and their endeavors in qualifying the Omani youth.

### Field Tours

The Committee has also paid visits to the Port of Duqm, the Dry Dock, the Duqm Renaissance Village and many projects currently under construction in the region. Younis Al-Manthari Said: «There is no doubt that this visit has provided us with many data and information on the issue of the jobseekers, the Omanisation ratios and employment opportunities available at the companies operating in the Economic Zone».... during the visit, we have viewed many visual presentations and explanations on the ratios of Omanisation achieved by Oman Dry Dock Company and the Port of Duqm in the leading and supervisory positions, and the efforts exerted in an attempt to create career opportunities for Omani youth whether currently and in the future.

The Committee will add its report on the visit of the Special Economic Zone in Duqm and its conclusions and observations to its study on the subject matter of job seekers, in preparation for referring the same to the Council and discussing the same in one of the Council Ordinary Sessions.







## 280 Volunteers Participate in the Campaign launched For the Cleanup of Al-Antout Beach in Duqm



### Duqm - :

More than 280 volunteers participated in beach plastics cleanup campaign launched at Al-Antout Beach in Duqm. This event comes as part of the festivities organized by the Special Economic Zone Authority in Duqm (SEZAD), marking the Omani Environment Day, which falls on 8 January each year.

The campaign was attended by many employees of the companies operating in Duqm, in an effort to make the

campaign a success, which sought to protect the environment and preserve the beaches from pollution. The cleaned area reached 2 Sqr Kilometer.

SEZAD, marking the Omani Environment Day, organized a number of other events, including the paintings of the Rock Garden which constitutes a tourist attraction via the addition of tourist facilities that make the site more beautiful and a tourist landmark. It has also organized an evening with many events that emphasize the need to protect the environment and preserve its natural pureness.





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



*Duqm is still a big construction workshop stretching over large areas starting from Ras Markaz that will have an oil storage plant and ending with the heavy industries zone that will have Duqm Refinery.*

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# Tourism and giant projects

## (1)

When I visit Duqm as a journalist, I find many headlines, news stories and surveys that encourage me to write about them. In one of these visits, I got a statistic from the Crowne Plaza Hotel about the number of European tourists who stayed in the hotel from January to November 2018. The amazing thing about this was the diversity of nationalities that were 10, including Austria, Belgium, Switzerland, Germany, Denmark, Spain, France, Italy, the Netherlands and Norway.

This diversity has many significances, notably asserting that Duqm is on its way to become a new tourist destination in the Sultanate that gains its importance from its location off the Arabian Sea, its moderate climate, available hotel facilities, and its air connection to Muscat through Duqm Airport. Add to this the natural tourist elements, such as the beaches and the rocks garden and its proximity to reserves. In addition, the next period will see the opening of new malls and tourist facilities will add a lot to the zone.

## (2)

When I toured the sites where the oil bulk berth is under construction, I found a great enthusiasm among the workers to complete the project on time despite its magnitude and challenges of such projects, which include working in land and sea sites, and need high accuracy. It is also amazing that the project completed until November 4 million hours of work without accidents & waste of time.

## (3)

Duqm is still a big construction workshop stretching over large areas starting from Ras Markaz that will have an oil storage plant and ending with the heavy industries zone that will have Duqm Refinery and awaits many petrochemical projects and other industries. In between, many factories will be established in the light and medium industries zone, let alone the Sino-Omani Industrial Park whose construction has already started, and the logistics projects that are starting to increase. There are many projects under construction, completion and in the design stage.

## (4)

In the middle of Duqm, there is another headline reflected in the radical change witnessed by the area. Sultan Said bin Taimour road in Sai District and the service roads associated with it reflect the extent of the transformation witnessed by Duqm, in which there was only one single road coming from Wilayat Mahut to Wilayats Heyma and Al Jazir. However, the current economic and social development of Duqm required a modern network of roads capable of responding to its new ambitions.

Along this road and near it, there are many commercial and residential buildings built to keep pace with the growth of the commercial movement and increased demand for shops and apartments.

## (5)

In this way, Duqm forges its new history written by the people of this country in cooperation with many investors who see Duqm a place where their investments thrive and where their trade grow.