

A Quarterly magazine issued by the Public Authority for Special Economic Zones and Free Zones **26**<sup>th</sup> **Issue-January 2022** 

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# a unique destination for hosting events

Future Makers experience Fourth Industrial Revolution technologies



شركة عُمان لتطوير المنطقة الاقتصادية الخاصة بالدقم (سرجع). Oman Company for the Development of Special Economic Zone at Al-Duqm(ممم)

## YOUR INVESTMENTS GROW WITH US

As the investment arm of the Public Authority for Special Economic Zones and Free Zones (OPAZ),

### Oman Company for the Development of the Special Economic Zone at Duqm (Tatweer) encourages

Investments in the Special Economic Zone at Duqm through minority equity participation investment to enable businesses and maximise shareholder's investment value.

### OUR INVESTMENT STRATEGY

#### **FOCUSES ON**

• Co-investing in businesses, which are enabler and economically sustainable to maximise shareholders' value in the long run.

• Implementing an approach that aligns with the overall objectives of SEZAD.

• Participating with the right player in the respective industry on the basis of strengths of the project.

• Developing and marketing business cases to potential investors to invest in Duqm.

• Executing the investment opportunity through a professionally and independently managed company.

#### OUR INVESTMENT STRATEGY FOCUSES ON:

### As a local minority partner, Tatweer extends local support to projects developers:

• Assists investors in site selection, company registration, clearances & etc.

• Helps investors in getting access to debt funds from local banks.

 Invests with minority equity – in cash or by land lease rights.

 Brings in local fund houses for participation through equity / quasi debt.

### **Our Investment Projects**

#### DUQM QUARRIES

Tatweer is one of the founding companies of Duqm Quarries, with 70 % of the company's capital. Tatweer decided to sell its stake in Duqm Quarries in 2021, after recording an impressive CAGR of 33%.

#### EMDAAD LOGISTICS SAOC

Tatweer has participated in establishing a logistic company named EMDAAD LOGISTICS (SAOC) to provide logistic services in Duqm. This Company is one of the successful projects and Tatweer holds 15 % equity in EMDAAD.

#### DUOM MATERIAL MARKET SAOC

Tatweer partnered with a Chinese developer and a local Omani fund to establish Duqm Material Market SAOC (DMM). Construction works for the project are progressing well and the project is expected to get commissioned in the middle of 2022. Tatweer owns 15% of the Company's share and serves this project as project management and supervision consultant during its construction phase.

Oman Company for the Development of the Special Economic Zone at Duqm S.A.O.C (Tatweer) is a government company, fully owned by the Public Authority for Special Economic Zones and Free Zones

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Oman Datak Park is Oman's leading digital enabler providing secure, reliable and cost-efficient Managed and Cloud-based solutions. The company passionately embraces innovation, empowering customers to meet the business challenges of today, and leverage the opportunities of tomorrow through smart solutions based on a number of evolving technologies. Oman Data Park has been widely recognised with numerous awards and is listed consistently in the Gartner Hype Cycle for IT under Public Cloud Computing as the only Cloud Services Provider from Oman. The company proudly supports Oman's economic development by enabling the digitalisation of businesses and services for clients ranging from government bodies and large corporations to small and medium-sized enterprises and start-ups.

الهيئة العامة للمناطق الدقتصادية الخاصة والمناطق الحرة Public Authority for Special Economic Zones and Free Zones Sultanate of Oman سلطنة عمان





#### Editorial

## The economic and free zones mark investment oases

The Public Authority for Special Economic Zones and Free Zones (OPAZ) kicked off 2022 with a greater ambition towards achieving the investors' aspirations in the zones in Duqm, Sohar, Salalah and Al Mazunah, being one of the key players contributing to the development of the Omani economy.

OPAZ anticipates receiving more investments from major companies in different sectors. This follows the past fruitful years, which witnessed great efforts to turn these zones into investment oases, contributing to economic diversification, offering job opportunities, developing local communities and attracting entrepreneurs.

The special economic zones and free zones in the Sultanate of Oman have a remarkable range of projects and investments. These zones enjoy spacious areas covering about 2,100 square kilometres that are available for local and foreign investments. Perhaps, it is very important to point out that these zones bring an attractive investment environment. Hence, OPAZ spares no effort to facilitate the procedures for investors and manage the challenges they come across, reflecting its confidence in the significance of sharing mutual cooperation to ensure having shared benefits.

On a different note, OPAZ accords high attention to green hydrogen and ammonia projects through producing wind and solar energy. In this regard, land usufruct agreements have already been signed for Hyport project, a partnership between the Belgian company, DEME, and the Omani company, OQ and another land dedicated for the Indian company, ACME. Over the past two years, OPAZ attracted such projects to the -200,000square kilometres zone allocated in the Special Economic Zone at Duqm (SEZAD). Furthermore, SEZAD designated a zone for Artificial Intelligence (AI) and drone experiments. Therefore, we welcome interested companies to conduct their experiments in this zone.

Overall, last year witnessed various key milestones, including the delivery of gas to SEZAD, which attracts heavy industries companies that depend on gas in their projects. Likewise, the year saw other achievements such as completing the multi-purpose Fishing Port in Duqm and handing it over to Oman Investment Authority (OIA) for operation and constructing relevant superstructure.

Besides, OPAZ awarded the containers cranes tender for Port of Duqm, which operate on 5G technology and expected to arrive by mid of this year. Simultaneously, Asyad Group and Port of Duqm Company are working on appointing an operator for the container terminal in the Port. On the other hand, construction works in Duqm Refinery (OQ8) are progressing well. Consequently, such efforts have contributed to increasing investments in SEZAD.

Concerning the free zones, they similarly have recorded outstanding successes. Salalah Free Zone established food industries zone and an integrated pharmaceutical complex, placing the Zone as a regional hub for pharmaceutical industries. Further, the Zone has become an important export centre, benefiting from the facilities available in Port of Salalah. Sohar Free Zone celebrated, last year, the inauguration of the first plant of Sohar Qabas Solar Energy Project. This project was Shell's first solar energy project designed for industrial scale in the Sultanate of Oman and Middle East. This project was featured in a previous issue of the Magazine.

In fact, it is a good opportunity to meet with the readers of Duqm Economist Magazine. This Editorial page will feature other personalities to share their perspectives on the special economic zones and free zones. As we release of the 26th issue of the Magazine, I express my appreciation to the Editorin-Chief and Editorial Team for their tireless dedication and efforts to compile this Magazine, stressing OPAZ keenness to improve it, so its ultimate objectives are achieved.



Dr. Ali bin Masoud bin Ali Al Sunaidy OPAZ Chairman



The special economic zones and free zones in the Sultanate of Oman have a remarkable range of projects and investments. These zones enjoy spacious areas covering about 2,100 square kilometres that are available for local and foreign investments





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The views expressed in the magazine are those of the authors and do not necessarily reflect the opinion of the magazine.

The magazine welcomes specialised researches and academic studies

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Tatweer considers increasing investments in Duqm





# OQ and SABIC intend to develop a petrochemical project in Duqm The Sultanate of Oman and the Kingdom of Saudi Arabia sign 13 Memoranda of Understanding



His Majesty Sultan Haitham bin Tarik and Prince Mohammed bin Salman during the official talks session held at Al Alam Palace



In December 2021, the Sultanate of Oman and the Kingdom of Saudi Arabia signed 13 Memoranda of Understanding (MoU) to promote investments and working in specific projects within the promising economic sectors in both countries. These sectors include energy, renewable healthcare, pharmaceutical energy, industries, real estate development, tourism, petrochemicals, manufacturing industries, food industries and agriculture, transportation, logistics, and information technology. In addition, there is a number of other planned investments in the Special Economic Zone at Duqm.

The MoUs were signed on the sidelines of the visit paid by His Royal Highness Prince Mohammed bin Salman bin Abdulaziz Al Saud, Crown Prince, Deputy Prime Minister and Minister of Defense of the Kingdom of Saudi Arabia, to the Sultanate of Oman.

Signing the Memoranda came as a result of the mutual cooperation between the two countries, represented by the Ministry of Commerce, Industry and Investment Promotion and Oman Investment Authority, and the Saudi Ministry of Investment represented by the National Companies Leadership Program.

The Memoranda of Understanding are aimed to enhance investments between the Kingdom and the Sultanate of Oman, and

Asyad Group and the Saudi Maritime Transport Company are discussing cooperation in the field of dry docks, logistics and maritime transport





Studying the development of a green hydrogen project in the Governorate of Dhofar and evaluating exploration and development opportunities in the mining sector

Saudi Minister of Investment: A rich ground for establishing diversified investment partnerships between Saudi and Omani business sectors



to explore opportunities for partnership in areas of interest to the two brotherly countries.

#### 3 Memoranda in Duqm

The Special Economic Zone at Dugm (SEZAD) has been involved in three memoranda of understanding. Asyad Group signed a memorandum of understanding with the Saudi Maritime Transport Company to cooperate in the field of dry docks, logistics and maritime transport. Likewise, OQ Group signed a memorandum of understanding with Aramco Trading Company, aimed at discussing cooperation in the areas of supply, purchase, production and storage of crude oil and petroleum products in Dugm and Ras Markaz. The Group also signed a memorandum of understanding with the Saudi SABIC Group to study the development of a petrochemical project in the Special Economic Zone at Dugm.

SEZAD receives a special attention from Saudi investors, who, in previous visits to the Zone, expressed their confidence in the future of investment in the Zone. They also commended the Zone's infrastructure and provided logistic services that contribute to the success of investments.

**Promising investment opportunities** HE Khalid bin Abdulaziz Al Falih, Minister of Investment of Saudi Arabia, said that the Kingdom of Saudi Arabia and the Sultanate of Oman are replete with promising investment opportunities, which provide a rich ground for establishing various investment partnerships between the Saudi and Omani business sectors. He noted that the memoranda of understanding that were signed will promote investments in a number of fields, reflecting the development of services and achieving the aspirations of the Kingdom's Vision 2030 and Oman Vision 2040.

He stressed that these memoranda will contribute to strengthening the ties between the two brotherly countries by supporting mutual investment relations, developing available investment opportunities, and achieving economic integration.

#### Strengthening economic relations

HE Asilah bint Salim Al Samsamiya, Undersecretary of the Ministry of Commerce and Industry and Investment promotion for Investment Promotion, pointed out that signing the memoranda of understanding between the Sultanate of Oman and the Kingdom of Saudi Arabia comes within the framework of strengthening economic relations between the two countries, and confirming the strength of historical and brotherly ties. These memoranda will





definitely serve strengthen the relations to go to wider horizons; thanks to the wise leadership of His Majesty Sultan Haitham bin Tarik and his brother, the Custodian of the Two Holy Mosques, King Salman bin Abdulaziz Al Saud.

In a press statement, she stressed the importance of working on developing aspects of economic cooperation between the two countries in order to develop joint investments and pump new investments into the Sultanate of Oman. Hence, the Omani-Saudi model would serve as an example in promoting cooperation in economic, investment and development projects between countries.

#### Investment value of the memoranda

In this regard, HE Badr Al Badr, CEO of the National Companies Promotion Program in the Kingdom of Saudi Arabia, addressed that the investment value of the memoranda of understanding signed between the Omani and Saudi companies is expected to exceed \$10 billion.

#### Signed memoranda

The memoranda of understanding included many economic sectors. In the renewable energy and green hydrogen sector, OQ Group signed a memorandum of understanding with the Saudi ACWA Power Company and the Uber Products Company, stipulating that the parties conduct a feasibility study to develop a green hydrogen project in Dhofar Governorate to produce one million tonne of green ammonia annually.

In the field of logistics, a contract was signed between Khazaen Economic City and Naqel

Express to establish a logistics complex for the company in Khazaen City. The Omani Integrated Logistics Services Company and Zajil Company signed a memorandum of understanding in the field of logistics and transportation. Another memorandum of understanding signed in the field of fish farming between Oman Fish Development and Saudi "Naqua".

In regards to the financial markets, a memorandum of understanding was signed between Muscat Stock Exchange and the Saudi Tadawul Group to cooperate in stock exchange operations and dual listing of companies.

In the field of tourism investment, Omran Group signed a memorandum of understanding with Dar Al Arkan Development Company to develop a tourism project in Yeti Beach. In the information technology sector, a memorandum of understanding was signed between Oman Telecommunications and Information Technology Group and the National Technology Company.

The memoranda of understanding also included signing a memorandum of understanding between the International Projects Development Company and Al Khorayef Petroleum Company related to the field of oil and gas. Another memorandum was signed in the field of entrepreneurship between Oqal - Oman and Oqal Management in Saudi Arabia. As well, Minerals Development Oman Company signed a memorandum of understanding with the Saudi Maaden Company to assess exploration and development opportunities in the mining sector. Asilah Al Samsamiya: We focus on developing joint investments and attracting new investments

Badr Al Badr: The investment value of the signed memoranda of understanding may exceed 10\$ billion



### Aiming to attract more local and foreign investments OPAZ Board of Directors amends the fees for provided services

Merging and cancelling some fees and reviewing delay penalties

> Touching on the digital portal for the services provided to investors

الدقرم Muscat - Dugma

The Board of Directors of the Public Authority for Special Economic Zones and Free Zones (OPAZ) held on December 22, 2021 its fourth meeting for the year 2021, headed by HE Dr. Ali bin Masoud bin Ali Al Sunaidy, Chairman of OPAZ.

During the meeting, the Board of Directors touched on the digital portal for the services provided to investors in the special economic zones and free zones. The portal has been established in line with the digital transformation plan of the Public Authority for Special Economic Zones and Free Zones. This portal is aimed to facilitate the licensing processes through the special economic zones and free zones supervised by OPAZ. In abid to attract more investments, the Board approved a proposal intended to amend the fees for the different services provided by OPAZ. The proposal included merging and cancelling some fees, in addition to reviewing the delay penalties. The Board also reviewed the executive status of the usufruct agreements in the Special Economic Zone at Dugm (SEZAD) and the legal actions taken by OPAZ against the uncompliant companies during the past years. Further, the Board of Directors approved the usufruct fees for one of the green hydrogen projects in Duqm.

# OPAZ Chairman briefs Greek Foreign Minister on the Government's efforts to localise clean hydrogen projects in Duqm

الدقرم Muscat - Dugmi :

HE Dr. Ali bin Masoud Al Sunaidy, Chairman of the Public Authority for Special Economic Zones and Free Zones (OPAZ), received in his office, on October 20, 2021, HE Nikolaos Georgios Dendias, Minister of Foreign Affairs of the Republic of Greece.

During the meeting, aspects of mutual cooperation between the two countries were discussed. The Chairman briefed the Greek delegation on the different available potentials that support the investment environment in the Special Economic Zone at Duqm (SEZAD), the free zones in Sohar, Salalah and Al Mazunah, and highlighted the incentives offered to investors in these zones.

The meeting also touched on the government's efforts to localise clean hydrogen projects in SEZAD, stressing the opportunities to export ammonia and green hydrogen to global markets.





# Completing multi-purpose Fishing Port



The Special Economic Zone at Duqm (SEZAD) announced, in October 2021, receiving the multi-purpose Fishing Port in Duqm from the main contractor. Accordingly, SEZAD handed over the Port to the consortium, led by the companies of Oman Investment Authority (OIA), represented by Oman Fisheries Development Company (FDO) and Oman Food Investment Company. The consortium also includes the French Lorient Port Company.

Eng. Yahya bin Khamis Al Zadjali, In Charge of Managing the Operations of the Special Economic Zone at Duqm, pointed out that all the construction works of the Fishing Port have been completed, and it has been handed over to the consortium, which will be responsible for developing the superstructure works and operating the Port. "The multi-purpose Fishing Port has high potentials to serve a number of sectors, including fisheries, fruits and vegetables, livestock, and tourism", he added.

#### The largest fishing port

Al Zadjali stated that, "The Port brings additional yards that can be used for tourism purposes and containers handling food activities, and it can attract the wooden ships supplying foodstuff. Further, the Port is characterised by its ability to host commercial fishing activities".

Being the largest fishing port in the Sultanate, the Port is 10 metres deep, consisting of 2 breakwaters that are 3.3 km long, a 1.3-km fixed berth and 6 other floating berths. In addition, there is a land designated for tourism purposes associated with the Port, which is connected with the Fisheries Industries Zone and other projects in the Special Economic Zone at Duqm via a road network.

The Port is qualified to serve fisheries, fruits and vegetables and livestock sectors

Offering additional yards for tourism purposes and containers handling food activities



# "Future Makers" Programme introduces Fourth Industrial Revolution technologies to Duqm students



**•••** 

Empowering school students to keep pace with rapid developments in modern technologies and future skills Duqm – Duqm :

During the months of November and December 2021, the Special Economic Zone at Duqm (SEZAD) witnessed the launch of the Future Makers Programme, which aimed to build a generation of Omani youth in the Wilayat of Duqm to be capable of keeping pace with the rapid developments in modern technologies and future skills. The Programme focused on developing the talents of school students in grades 8 to 11 in personal and professional aspects.

The Programme was organised by Tawasul Foundation, with the support of the Public Authority for Special Economic Zones and Free Zones (OPAZ), the Management of the Special Economic Zone at Duqm (SEZAD), and Asyad Drydock Company and in a partnership with the Ministry of Education. However, Salikon Company implemented the Programme in collaboration with a number of professionals specialised in areas covered in the Programme.

The 5-week Programme, which was launched on November 7, 2021, sought to develop students' skills and abilities in dealing with future technologies and their applications, and to enhance innovation and creativity aspects to contribute to achieving the



Muna Al Shukaili: Our objective is to build a generation capable of keeping pace with economic developments in Duqm

national objectives and priorities of Oman Vision 2040. The Programme also covered the main areas of focus for Oman Vision 2040, as well as familiarised the participants with the importance of the Vision and its role in promoting economic growth and meeting the aspirations of the Omani society.

The Programme also aimed to consolidate the basics of mathematics and English language among students and empower them in a way that contributes to developing their skills and reflecting positively on their academic journey and daily life.





#### Innovative educational programmes

Muna bint Said Al Shukaili, CEO of Tawasul Foundation, confirmed that the Foundation places education and innovation at the forefront of its priorities. The Foundation introduces innovative educational programmes that keep pace with future requirements and contribute to preparing students to play their role and contribute to achieving Oman Vision 2040.

"The "Future Makers" Programme came as the first of these programmes and strived to enhance the skills of about 150 male and female students from Duqm in the areas of the Fourth Industrial Revolution and other innovative and creative skills. It aimed to build a generation capable of keeping pace with economic and scientific developments in Duqm and to supply higher education institutions and the labour market with qualified and ambitious youth", she commented.

#### Analytics and creative thinking

The CEO of Tawasul Foundation explained, "What is so special about this Programme is not only its focus on introducing students to the Fourth Industrial Revolution, but it was much more into instilling them with insights on analysis and creative thinking. Students were directed to think in innovative ways to analyze the challenges they come across in their society and how they can implement the techniques, which they have learned or transform them into future projects". Commenting on the outputs of the Programme, she noted that the final exhibition showed distinctive capabilities of the students who - through their groups - presented a number of innovative projects overcome challenges in different to sectors, including healthcare, agriculture, environmental safety and others. "The students were creative in developing the ideas and projects and using the Fourth Industrial Revolution techniques in developing their projects. These projects were evaluated by a committee that included the Wali of Dugm and representatives of the Ministry of Education, represented by the Directorate General of Education in Al Wusta Governorate, and other companies.

#### High performance of students

Muna bint Said Al Shukaili, CEO of Tawasul Foundation, touched on the feedback on the "Future Makers" Programme, received from school principals, teachers and parents, describing their opinions as positive and very promising. They saw a change in the students' performance and an increase in their level of ambition.

"Through the "Future Makers" Programme, we seek to create complementary programmes to achieve the primary objective of such programmes, which serve to enhance education, innovation and creativity among students. As well, it aims



Promoting innovation and creativity to contribute to achieving the national priorities of Oman Vision 2040

Developing the skills of the winning groups through new programmes in 2022 Providing interactive educational lessons in English and mathematics



to supply higher education institutions and the labour market in the future with creative cadres", she stated.

"We will continue to develop the skills of the three winning groups through other complementary programmes that will be conducted during 2022 and re-organise the "Future Makers" Programme for other groups, following the success achieved in 2021.

#### Improving lifestyle

On the other hand, Eng. Yahya bin Khamis Al Zadjali, In-Charge of Managing the Operations the Special Economic Zone at Duqm, confirmed that the "Future Makers" Programme reflects the interest of the Public Authority for Special Economic Zones and Free Zones for school students in Duqm and enriches their knowledge of modern sciences. He also noted that the Programme has attracted the attention of male and female students, who benefited from the delivered lessons and practical exercises.

"The presented programmes focused on preparing future makers to keep pace with the changes brought about by the information revolution and its impact on improving the lifestyle, especially in economic zones that depend on the business environment through multiple means of communication" he remarked.

#### 40 hours of learning

The "Future Makers" Programme was held over a period of 5 weeks and included 40 hours of learning. During the first week, students were provided interactive educational lessons in English and mathematics. They were also educated



Yahya Al Zadjali: Focusing on the role of modern technologies to improve the lifestyle in economic zones

on the Fourth Industrial Revolution and specialised technologies in the fields of programming and smart applications, in addition to other future specialisations, five intelligences and Oman 2040 vision.

The second week focused on the Internet of Things, programming and robotics, and the third and fourth weeks were devoted to learning about the unmanned aerial vehicles "drones" and 3D printing. Further, different competitions and challenges in the field of Fourth Industrial Revolution were conducted in addition to some interactive lessons in English and mathematics.

The last week emphasised on building the capabilities of students in developing projects related to the technical fields that were trained in the previous weeks. Likewise, they were familiarised with the Hackathon and its mechanism as well as conducting interactive scientific sessions in communication skills such as public speaking.



Focusing on the Internet of Things, programming, robotics, drones, and 3D printing

Practical activities on how to implement Fourth Industrial Revolution in solving problems and overcoming challenges



Alanoud Al Khaifi: Students presented constructive ideas regarding the development of Duqm and their aspirations towards it

#### **Remarkable shift**

Alanoud bint Said Al Khaifi, Project Manager from Salikon Company, said that one of the most important criteria for selecting students to join the Programme is how good they are in technology. This goes in line with the Programme's objective to equip the new generation with key applications of the Fourth Industrial Revolution and the possibility of benefiting from them in developing Duqm".

"The initial indicators for evaluating the Programme show that the Programme made a remarkable shift among the participants, who interacted well with the conducted training activities. Moreover, the participants presented constructive ideas about developing Duqm and what they aspired to, marking one of the objectives that we focused on in the Programme", she emphasised.



Abdullah Al Amri: Opening new horizons for the participants in modern technologies and how to employ them in Duqm

She pointed out that Salikon has hired a number of companies specialised in the Fourth Industrial Revolution in order to provide the best training for the participants, as well as focusing on how to employ the Fourth Industrial Revolution in solving problems and overcoming challenges.

#### **Opening new horizons for students**

Abdullah bin Said Al Amri, one of the content providers from Salikon, confirmed that the Programme aimed to open new horizons for students, especially with regard to modern technologies and how to employ them in Duqm. Additionally, he clarified that the future of Duqm was one of the main concerns of the students who interacted greatly with this topic and presented many insights and solutions to the challenges facing Duqm, which are considered a success of the Programme.

#### Conducting interactive scientific sessions in communication skills and public speaking



Directing students to think of innovative ways to analyze the problems and challenges they come across in the community

# **Future Makers** experience Fourth Industrial Revolution and roadmap their future in 3D printing



The "Future Makers" was not just a training programme, rather it marked a foundation for building a brighter future for the participating school students. When interviewed by المحقط, they explained it ignited their enthusiasm to discover new solutions introduced by modern technologies to overcome challenges, and contribute to developing Duqm as a leading economic city.

#### More confidence in the future

Zainab bint Sami Al Ghassaniya commended the role of the training programmes in shaping her future directions, saying, "I learned new technologies such as Internet of Things and drones".

As Zainab is gearing up to move to grade 11 next semester, she commented, "The inspiring Programme contributed to building my personality and stimulated me to participate in the practical and interactive exercises".

#### Fourth Industrial Revolution

Noura bint Said Al Junaibiya, a student in grade 10, shares her opinion on the positive insights of "Future Makers", and the information gained about Fourth Industrial Revolution. "We learned about different fields of Fourth Industrial Revolution, 3D printing technology and robotics", she stated.

#### Various areas of development

Fatima bint Mattar Al Junaibiya, a student in grade 8, sees that "Future Makers" have contributed to the development of the Sultanate of Oman, considering that Oman Vision 2040 keeps pace with the ambitions of her generation. She noted, "The role of technology will contribute to making a positive change in various walks of life". Speaking to



Participants affirm: Duqm has a promising future



the different fields and applications of the Fourth Industrial Revolution

Garden and beaches can be invested to promote tourism and establishing winter camps and providing recreational places attract more tourists".

#### Robot fan

Bashar bin Salim Al Junaibi, a student in grade 10, believes that the Programme has brought him closer to his ambitions. "I benefited a lot from "Future Makers", and liked robotics as it is involved in various aspects of life. The Internet of Things is also an amazing world.

#### Insightful programme

Dhiab bin Ghanem Al Junaibi, a student in grade 11, commutes 50 km everyday from Dhahar Village to Duqm to attend the Programme. Dhiab admired the drones, and said, "We can employ drones in various fields; deliver items, and save people".

#### A destination of choice for tourists

Khalid bin Faisal Al Junaibi, a student in grade 9, briefed us on one of the programmes that he and his colleagues are working on to make Duqm a destination of choice for tourists for all the remarkable tourist landmarks and characteristics it has. Duqm will be a distinctive tourist destination.



Bashar Al Junaibi: I liked robotics and the Internet of Things is an amazing world



Zainab Al Ghassaniya: The training programmes helped me to roadmap my future directions



Fatima Al Junaibiya: Future makers have many ways to contribute to development



Dhiab Al Junaibi: We can employ drones in various fields



Khalid Al Junaibi: We are looking forward to making Duqm a destination of choice for tourists

#### Modern technologies attracted the future makers and enticed them to find solutions for challenges





# Oman Data Park enables world-class cloud services for companies operating in Duqm

Maqbool Al Wahaibi speaks to 🕬 Launching the first cloud district for Oracle in the Sultanate of Oman and signing a strategic partnership with "Nvidia" are key achievements of 2021

Providing high-speed intelligent systems through the Nebula AI Platform for various economic sectors



Oman Data Park, a subsidiary of Omantel Group, is an Omani company that have over the past 9 years, been able to consolidate their position among the major regional and global companies hosting digital environments and providing cloud solutions, security services (cyber security) and artificial intelligence applications to the business sector in the Sultanate of Oman or abroad.

During 2021, Oman Data Park launched Nebula AI, a cloud based artificial intelligence service through a strategic partnership agreement with the American multinational technology giant "Nvidia".

The company enabled various services at reduced rates for SMEs, operating in the Special Economic Zone at Duqm (SEZAD) to urge them join the digital world. Before wrapping up 2021, the company enabled Oracle Data Center for High Performance Cloud Services, launching the first Oracle Cloud District in the Sultanate of Oman.

We met with Eng. Maqbool Al Wahaibi, CEO of Oman Data Park, to highlight the company's achievements in 2021, its plans for 2022, and to understand major digital transformation challenges.

#### **Provided services**

> What are the key services provided by **Oman Data Park to the business community** in the Sultanate of Oman in general?



■ The provided services come into 3 areas, including cloud hosting solutions, smart cloud solutions or the so-called artificial intelligence, and information security or what is called cyber security. The company was able in 2021 to launch Oracle Center for High-Performance Cloud Services and sign a strategic partnership agreement with Nvidia, in artificial intelligence. The company also attracted local and foreign companies and encouraged them to benefit from the company's services.

#### **Oracle Data Center**

### > You referred to the Oracle Data Center, what is the importance of this investment?

Oracle Cloud Services Center marks the first cloud district for Oracle in the Sultanate of Oman and one of Oracle's could centres in the Middle East. Its importance comes in providing a wide range of could infrastructure services in the Sultanate, including the cloud applications (IaaS / PaaS) to serve various organisations and companies. It will enable various organisations to run their Oracle systems based on multiple cloud infrastructure, while enhancing their capabilities to control their data infrastructure, as well as allowing them to meet the regulatory requirements of those organisations who are concerned with data security and stability.

This is a strategic project for our company and other sectors. It provides the services required by government bodies and corporates from Oracle in a locally-based data centre. This is very important to ensure information security and contribute to reducing cost for public and private sectors.

#### Artificial intelligence

### What about the agreement signed with the American company Nvidia?

Oman Data Park focuses on enhancing

artificial intelligence services in the Sultanate of Oman. We have seen the market's need for services provided by Nvidia, which specialises in producing graphics processors and video game systems. In accordance with the agreement, signed in October 2021, we launched Nebula AI Platform.

It aims to provide artificial intelligence services to oil and gas, healthcare, banking, logistics, retail, and government sectors to back their high-speed intelligent systems. Nebula is the first system of its kind to be launched in the Sultanate of Oman.

#### Information Security

Information security is one of the most important areas that companies are keen on to protect their data from any penetration. What has Oman Data Park accomplished in this field?

We are actively seeking to increase the database of cybersecurity beneficiaries to provide necessary protection for their data. We pride our ability to host and secure the data of over 450 organisations. Since establishing the Cyber Security Centre in 2012, renamed in 2020 as Cyber Security Park, the Centre remained a pioneer in providing and developing cybersecurity services to deliver over 22 cybersecurity services, and the Centre has won many prestigious awards over the past years. Moreover, the Ministry of Transport, Communications and Information Technology have designated Oman Data Park as an approved provider for information security services. This Centre is established and managed by highly qualified Omanis, working with international standards.

#### **Cloud Data Centre in Dugm**

▶ In 2018, Oman Data Park opened the Cloud Data Centre in the Special Economic



We are proud of our ability to store the data of over 450 entities in the public and private sectors

The Cyber Security Centre provides 22 services in the field of information security and has won many prestigious awards

Our investment in Duqm Data Centre has proven successful and we are working to increase and expand the Centre's capabilities

#### SMEs are our partners in achieving **Oman's digital** transformation objectives

Our plan for 2022 focuses on building local and global partnerships and attracting more investments

The GCC and African markets are the main targeted investment markets for this year

We are ready to move forward with any partnership that will support the digital transformation project

#### Zone at Dugm. What is your assessment of the Centre's performance since its inauguration until now?

Dugm Data Centre has recoded many achievements, as it has become a supplement centre for data of many companies, banks, financial institutions and companies operating in Dugm. We are currently working to increase the Centre's capabilities to complement Oracle Data Centre in Muscat. We are working to expand the Centre's potentials to be a major contributor to the Public Authority for Special Economic Zones and Free Zones' continuing efforts to enable smart city in Dugm by supporting the required high-level digital services.

#### Incentive packages for SMEs

#### You launched incentive packages for SMEs, what is the objective of this approach?

We look at SMEs as partners in achieving digital transformation objectives. These establishments have enormous potential to thrive the national economy. The cooperation between Oman Data Park and SMEs maximises the contribution of SMEs to national economy due to the gains achieved by the digital transformation like reducing costs and increasing marketing.

We support SMEs by assigning them some roles such as installing and operating systems, and implementing programming works. This approach will contribute to enhancing the performance of SMEs operating in the IT sector.

#### Supporting digital transformation march

#### What are your key plans for 2022?

During 2022, we will continue to support digital transformation march in the Sultanate

of Oman. This sector is of great interest to us, and streamlines the rapid technological developments and Oman Vision 2040. Our plan for 2022 focuses on attracting relevant local and foreign investments and partner with local or international companies to support the IT sector and enable SMEs to build technical systems to enhance their performance and increase their competitiveness.

#### **Target markets**

#### What are the markets that you are targeting?

In addition to the local market, we also target foreign markets, including GCC, Arab countries and African markets. This comes in line with the directions of GCC countries to promote joint investments, and we have already started our contacts with GCC and Arab companies.

#### **Digital transformation challenges**

#### Finally, what are the main challenges facing the digital transformation project?

Like any other sectors, IT comes across different challenges, but we are confident in the ability to overcome them through constructive cooperation with government bodies and companies. The great challenge lies in the keenness and readiness of these organisations to start digital transformation. In return, we provide support and advice, based on our experience in empowering companies in their digital transformation journey. We are ready to move forward with any partnership that pushes the digital transformation project forward, and the projects implemented over the past years confirm our seriousness in this field.



During the signing ceremony with Navidia Compa

# OPAZ signs cooperation programmes with Environment Authority and Duqm Refinery



During the signing ceremony of the cooperation programme with Environment Authority

#### الدوم Muscat – المؤسط :

The Public Authority for Special Economic Zones and Free Zones (OPAZ) signed in 2021 two environmental cooperation programmes with the Environment Authority and Duqm Refinery.

The cooperation programme, signed with the Environment Authority, aims to strengthen cooperation between in legislative and supervisory aspects, spreading awareness and instilling concepts and requirements for dealing with environment among all segments of society, including organising environmental events.

The programme was signed by HE Dr. Ali bin Masoud Al Sunaidy, Chairman of OPAZ, and HE Dr. Abdullah bin Ali Al Omari, Chairman of the Environment Authority.

The programme stipulates exchanging experiences that serve the public interest in the implementation of environmental protection and pollution control laws, preserving drinking water resources from pollution, protecting natural reserves, wildlife and biodiversity, and the system for handling and using chemicals. In addition, the programme serves reviewing and enhancing the procedures related to issuing licenses and environmental controls.

Moreover, the programme includes joint

coordination on environmental accidents, enhance pollution ways to control programmes, study the mechanism of dealing and organising the transport of hazardous and non-hazardous waste. chemicals and radioactive materials between projects in the special economic zones and free zones. Besides, it recommends studying the procedures for initiating electronic connection of all monitoring stations (air, water, soil, and radiation quality monitoring stations) located within the boundaries of OPAZ.

#### Cooperation programme with Duqm Refinery

The cooperation programme, signed by OPAZ and Duqm Refinery and Petrochemical Industries Company (OQ8), stipulated strengthening cooperation and providing an institutional framework for exchanging experiences and information in environmental protection and pollution control, building local capacities in environmental disciplines, and organising awareness programmes and environmental events.

The programme was signed by Eng. Ahmed bin Hassan Al Dheeb, Deputy Chairman of OPAZ and Eng. Wael Khaled Salmeen, Chief Operations Officer at OQ8.



Strengthening coordination between both parties in the legislative and supervisory aspects

Providing an institutional framework for exchanging experiences and information with the Refinery



# One-stop Shop is the forefront for investors in SEZAD

Number of licenses for business activities issued by SEZAD in 2020 and 2021



Interviewed by Mohammed bin Ahmed Al Shezawi

Year after another, the One-stop Shop (OSS) in SEZAD is witnessing a remarkable growth in the volume of business. Despite the transition to online services about two years ago, the One-stop Shop still receives daily dozens of investors who started their projects in the Zone or businesspersons who wish to invest in Duqm. With this turnout, the employees' enthusiasm at the One-stop Shop increases to provide the best services to the visitors.

#### Attention to the investor

Salim bin Said Qatan, who is in charge of managing the operations of the One-stop Shop in Duqm, confirmed



Salim Qatan: We have many nationalities investing in the zone and our objective is to satisfy investors



Completion of infrastructure projects encourage investors to increase their investments





Mohammed Al Ajmi: Companies investing in SEZAD receive multiple tax exemptions

that the main objective of employees is to provide the best services to investors and process their applications as quickly as possible. "The recent years have witnessed an increasing interest from businesspersons from within and outside the Sultanate of Oman to invest in SEZAD due to the already developed infrastructure projects. The number of nationalities investing in the Zone exceeds 21 nationalities", he explained.

He stated that the One-stop Shop is striving to strengthen the readiness and efficiency of its employees in order to keep pace with the local and global interest in investing in the Special Economic Zone at Duqm.

"The One-stop Shop has witnessed over the past years, since the establishment of SEZAD in late 2011, a significant move in the services it provides to investors, and the number of employees has increased in a way to meet the growth in the number of investors and contributes to accelerating the completion of their applications", he added.

#### **Comprehensive services for investors**

In any one-stop shop that provides



Hamad Al Junaibi: We provide comprehensive services to investors, starting with commercial registration

comprehensive services to investors, the frontline is the one who receives them and reflects the image on which the investor proceeds to complete his procedures or looks for another place.

Hamad Al Junaibi, Comprehensive Service Specialist, was one of the first employees to work in the frontline at the One-stop Shop. Commenting on this, he confirms that investors' satisfaction is a key concern for frontline employees.

"We provide comprehensive services to investors, starting with the commercial registration of the company, passing through the issuance of permits to practice the economic activities to finally starting commercial operations", he said.

#### Tax and customs exemptions

The services provided by the One-stop Shop are not limited to this, but extend to include issuing tax and customs exemptions, work permits, investment visas and health cards in coordination with the other concerned authorities that collectively work to provide the best services to investors in SEZAD. Raising the efficiency of Onestop Shop employees to keep pace with the local and global interest in investing in SEZAD



A remarkable move in the services provided by One-stop Shop to investors with the transition to electronic services









Waleed Al Junaibi: Our services include approving lease contracts and issuing multiple permits

Mohammed Al Ajmi, Customs and Tax Follow-up Specialist, remarked, "Companies operating in SEZAD get exemptions from customs tax, income tax and value-added tax, which include all their exports and imports. Any investing company has the right to obtain these privileges and the Onestop Shop provides the necessary facilities to investors in coordination with Royal Oman Police".

#### Issuing work permits and visas

The One-stop Shop also reviews the applications for work permits for projects in the Zone. Commenting on how projects obtain licenses, Hilal Al Rubkhi, Work Permits and Visas Specialist, said that the concerned employee reviews the applications and ensures they meet all licensing requirements and transfers them electronically to the Ministry of Labour. He also coordinates with the Labour Department in SEZAD for final approval and ensures that the license is issued within 5 working days in accordance with the regulations in force in the Zone through the electronic licensing system of the Ministry of Labour.

Regarding the procedures for obtaining work visas, he said, "Companies must



Hilal Al Rubkhi: Issuing labour licenses in only 5 working days

submit the application online through the website of the Royal Oman Police and fill in the required data in the visa application system".

#### Approval of lease contracts and health certificates

Waleed Al Junaibi is a resident of Duqm and works as Permits Specialist. He briefed us about another service that is no less important than the previous services, which is providing municipal services such as approving lease contracts and issuing health certificates for workers in restaurants and hotels in coordination with the Ministry of Health.

He added that the One-stop Shop also issues the necessary permits for tanks transporting drinking water, in coordination with "Diam". Issuing the permit comes after examining the tank and guaranteeing its suitability for transporting drinking water.

### Issuing commercial vehicle inspection certificates

In Duqm, we see a number of government bodies that work in perfect harmony and coordination to make investment in the Special Economic Zone at Duqm successful,



Khalid Al Khusaibi: Multiple licenses issued by One-stop Shop in coordination with the concerned authorities



Mundher Al Maskari: Registering usufruct contracts and responding to investors' inquiries



including the Royal Oman Police (ROP).

Commenting on one of the areas of cooperation with ROP, Khalid Al Khusaibi, Health Permits Specialist, said: "The services provided by the One-stop Shop include issuing letters to Royal Oman Police regarding the issuance of a certificate of examining a commercial vehicle or commercial equipment, and this service is provided in coordination with ROP".

#### **Various Permits**

Khalid Al Khusaibi, said: "There are many services provided by the One-stop Shop to facilitate investors' applications in SEZAD and encourage commercial traffic in the Zone. These services include issuing temporary camp permits for workers, permits for commercial signs, leaflets, advertisements, and others. We also follow up and classify tourist facilities, registering sewage vehicles, inspecting and checking commercial plates before issuing them, examining and checking health and food requirements before issuing them. In addition, we respond to investors' inquiries that we receive via phone calls, e-mails or WhatsApp".

#### Usufruct contract registration

Mundher Al Maskari, Usufruct Contract Specialist, pointed out, "The One-stop Shop is also responsible for receiving and reviewing usufruct applications in SEZAD and registering usufruct contracts after fulfilling the necessary requirements. In addition, we respond to the investors' inquiries related to investment in the Zone".

#### Omanisation

In addition to the services provided by the One-stop Shop to localise investments in the Special Economic Zone at Duqm,



Mahmood Al Asmi: We work on solving any difficulties faced by investors

it also encourages companies to support Omanisation. The One-stop Shop, through the department concerned with work permits and visas, coordinates with companies regarding the submission of Omanisation plans in order to provide job opportunities for the national workforce in cooperation with the Labour Department in the Zone.

### One-stop Shop is investment forefront in Duqm

To conclude these interviews, Mahmood Al Asmi, who is in charge of the One-stop Shop, confirmed, "The One-stop Shop in Duqm provides various services to investors and is the forefront for investment in SEZAD. We work on solving any difficulties being faced by the investors. We transfer the investors' opinions and suggestions to SEZAD Management or to the Public Authority for Special Economic Zones and Free Zones (OPAZ), which accords high attention to investors and pushes local and foreign investment forward, as well as providing the support needed by the One-stop Shop". Coordination with companies to submit Omanisation plans in cooperation with Labour Department in SEZAD



# Customs station at Duqm Port promotes non-oil exports

Major Nasser Al Kiyumi, In-Charge of Managing Duqm Customs, speaks to &채 Clearing goods in a record time of just 16 seconds

#### Duqm - Mohammed bin Ahmed Al Shezawi

The customs station at Port of Duqm marks one of the main assets of the Directorate General of Customs in the Special Economic Zone at Duqm (SEZAD) to inspect goods coming in or out the Zone. According to Major Nasser bin Zayed Al Kiyumi, In-Charge of Managing Duqm Customs, the station is capable to keep pace with the growing number of imported or exported goods from SEZAD. It contributes to achieving the objectives of SEZAD to be a leading investment hub regionally and globally.

Major Al Kiyumi confirmed, "It contributes to increasing the volume of trade exchange between the Sultanate of Oman and other countries and promoting Omani non-oil exports. The station includes an integrated group of offices for authorities concerned with goods inspection and release, such as the Ministry of Agricultural Wealth, Fisheries and Water Resources, Ministry of Health, and the Ministry of Trade, Industry and Investment Promotion. Having these government bodies on board facilitates the import and export process through the Port and support commercial traffic in SEZAD".

#### Integrated Services

Major Nasser Al Kiyumi and his colleagues moves between a number of different locations in SEZAD to provide customs inspection services. In addition to the customs station in the Port, there are other customs offices in the Dry Dock and Duqm Airport. Thus, the inspection officers can move to the import and export companies whenever there is a need to do so.

#### **Quick procedures**

Major Al Kiyumi stated, "Our services include inspecting goods that reach SEZAD via roads and the ports of Sohar and Salalah, where



procedures are simplified, our intention is to trust merchants, and our objective is to protect society

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goods and verify their compliance with customs declaration. Then, they take the relevant procedures that ensure refunding the customs tax, which merchants had paid outside SEZAD. In less than two hours we manage to clear customs. However, we were even able to mark a record achievement by clearing goods in just 16 seconds".

#### **Bayan System Features**

Major Al Kiyumi pointed out that "Bayan" System for customs clearance served reducing inspection time and release of goods. Commending the advantages of the System, he stated that the System is neutral and accurate. For example, the System determines who will carry out the inspection of the goods, and no other officer can violate what is determined by the System.

allows importers and "The System exporters to pre-clear goods even before they are shipped from the country of origin, and when they reach one of the ports in the Sultanate of Oman, they are automatically released and cleared within not more than two hours. We heavily rely on the System to We regard merchants as honest and not facilitate procedures and thrive the import violating the system, but protecting the and export traffic, streamlining objectives society is a top priority".

goods are transported via trucks to Duqm. of Oman Vision 2040 to make the Sultanate Accordingly, customs officers inspect the of Oman a global hub for logistics", Major Al Kiyumi said.

#### Increased activity in Duqm Port

The many advantages that the "Bayan" system offers to importers and exporters are an incentive to increase activity in the Port of Duqm. The year 2021 is one of the active years at Dugm Customs, which started operations in SEZAD in 2011. During 2021, the station dealt with over 1,300 ships.

#### Speed and protecting society

We asked Major Nasser Al Kiyumi, How does the customs officer balance between the speed in clearing goods and protecting society from smuggling of banned materials? He remarked, "There are many procedures that are implemented to achieve these two objectives through implementing best modern technologies to inspect goods automatically. As well, there is an additional inspection by customs specialists for all shipments and goods that automated devices show as suspicious. These procedures are done very quickly.





**Bayan System** supports **Oman's Vision** 2040 to make the Sultanate of Oman a global hub for logistics

over 1,300 ships in 2021

We served

A number of trucks in the customs station at Duqm Port queuing for customs clearance



**Misbah Qutb** An Egyptian writer specialised in economic affairs

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### 2022 developments, challenges and opportunities in the world of free zones

The Economist indicted, in a comprehensive supporters. specialised profile released before the end of 2021, For this reason, the planners and managements that the most important issues related to economy of economic and free zones located on the seas in the world in 2022 will be touching on different and oceans in our Arab world may have to quickly spheres. These issues include the battle to shape the future of digital finance, how central banks approach issuing their own digital money, the role and duty of regulators in this regard, the status and number of people living in extreme poverty, the damage inflicted on the poor and irreversible as a result of Coronavirus, the struggle of Africa's largest economy in 2022 to maintain its stability, the attempt of the continent's smaller neighbours to compete, the status of emerging market's loans and the struggle of each from "financial scars", what will happen to inflation, does the American economy finds its way back to the trend prior the pandemic? and so on.

Despite the importance of the various references, it is significant to stand on a factor that was not clearly addressed or disappeared in among the things that the prestigious magazine talked about, which is the expectations regarding trade, investment and export during 2022. The truly significant event is the start of implementing the free trade agreement known as the Asia-Pacific Partnership, which includes 15 countries, bringing an economic volume, which is 30% over the sizes of free zones in the world. This is regarded to be the largest ever, and is expected to cancel 90% of customs tariffs and increases exports among its members, according to "UNCTAD", by more than \$42 billion.

Therefore, when thinking about the future of economic and free zones in any country or in the world overall, we must take into account this new reality, which will affect various directions. As well, we should consider another emerging phenomenon, which is the occurrence of shifts in the paths of global trade; some of which are the result of the crisis of supply chains and logistics that erupted before and with the start of the recovery from Covid-19. Other shifts include the result of geopolitical factors, the most dangerous of which is the return to a kind of a cold war whose greatest arena is trade and investment. The two most important parties in this war, as we know, are America and China, and all its

review their positions, search for new strengths in the current complex reality. They should also seek to reduce losses, as much as possible, if they must fall in this field or that.

It is fortunate for the Sultanate of Oman that the current developments give it an additional opportunity to enhance its contributions to international trade and the traffic of investment in advanced goods and services within its free and economic zones as well as modern warehousing and logistics, armed with factors of political sophistication and a strong relationship with all parties in or around the region. Other advantages are it location on the most important paths that trade can turn into due to the impact of what we have mentioned, as well as its historical relationship with East African, a region in which we see how many countries struggle to prove the port and trade presence in it.

Arab countries in general will find a problem facing everyone equally, which is India's failure to join the Asia-Pacific agreement despite the presence of countries such as Japan and South Korea in this agreement. The opposite position to it from the United States, which will create some conflicts, but the way out from this requires flexibility, political understanding, increasing Arab cooperation and reducing any unhealthy competition.

It also remains that one of the most important challenges that will stand in front of the free zones is their ability to avoid fluctuations that may result from non-commercial risks, and the new strategic and commercial recruitment process that takes place on islands scattered around the world, which did not have a role before. There is no way to do all that except by diversifying investments, target markets and sources of inputs, and enhancing digital supremacy in all areas of work in the free zones. In this regard, the Sultanate of Oman has once again undeniable elements of strength in Duqm in particular, or in other free zones.



# Al Mazunah Free Zone receives 77 investment requests in 2021





Last year, Al Mazunah Free Zone received 77 investment requests from investors from the Sultanate of Oman, Yemen, China, Saudi Arabia, the Islamic Republic of Iran and India. Said bin Abdullah Al Balushi, Director General of Al Mazunah Free Zone, said that last year witnessed an increase in the volume of investment demand, reflecting the interest that Al Mazunah Free Zone enjoys as the Gulf gateway for transit trade to the Republic of Yemen and from there to East African countries.

In a statement to will, he stated that the estimated investment volume of the investment requests received by the Zone in 2021 reached RO 4.7 million, which will increase the total estimated investments in the Zone to RO 135 million. The new investments are covering the commercial, industrial and logistical sectors.

"Last year, 49 new projects were registered, 25 of which started their commercial activities, while 5 projects are still under construction and the other 19 projects have been allocated usufruct lands", he explained.

#### Increasing number of projects

Regarding the number of existing projects in Al Mazunah Free Zone, Said bin Abdullah Al Balushi stated, "The number of projects in the Zone increased by the end of last year to over 250 projects, including 143 projects that were directly attracted by the Zone's Management, while 109 projects were attracted by the Golden Hala Trading and Contracting Company, which signed earlier an agreement with the Zone to develop 3 million square metres of area".



Said Al Balushi: The volume of investments in the zone increased to RO 135 million

He added that the number of projects, which started operations during the past year are about 91 projects, including 33 projects in the commercial sector, 10 projects in the exhibition sector, 4 projects in the industrial sector, and 44 projects in the services sector.

#### Infrastructure projects

The Director General of Al Mazunah Free Zone, confirmed that the Zone had marked, during 2021, many achievements in the field of attracting investments and accelerating obtaining licenses to practice economic activities. Further, around 95% of the internal roads project and the accompanying infrastructure had been completed. He said that the Zone's plan for 2022 focuses on attracting more investments.

He said that the mixed-use services building that is being built in the Zone and which has reached its final construction phases, will provide greater options for investors in terms of leasing offices, and consequently the direct commencement of economic activities.

#### 91 new projects started operations in 2021, and the total number of existing projects exceeds 250

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Completing 95% of the internal roads and infrastructure projects



## With a production capacity of 144 million doses annually **Establishing the first plant for packaging** and producing veterinary vaccines in Sohar Free Zone



Sohar Free Zone signed a Land Lease Agreement with the National Veterinary Vaccine Company (NVVCO) to establish its first animal vaccine manufacturing facility at the free zone.

The project marks the first pharmaceutical project in Sohar Free Zone, and aims to complement the food security system in the Sultanate of Oman by producing veterinary vaccines, maintaining animal health, and producing all types of veterinary vaccines for animals and poultry.

In a signing ceremony held in December at Hormuz Grand Hotel Muscat, under the patronage of HE Dr. Ahmed bin Nasser Al Bakri, Undersecretary of the Ministry of Agriculture, Fisheries and Water Recourses for Agriculture, and attended by His Excellency the Ambassador of Egypt to the Sultanate of Oman and other dignitaries.

The Agreement was signed by CEO of SOHAR Free Zone, Omar bin Mahmood Al Mahrizi and Yaqoob bin Mansoor Al Ruqaishi, Chairman of NVVCO. A second agreement was signed by NVVCO with the Veterinary Serum and Vaccine Research Institute in Eygpt, which will provide consultations, scientific and biological research and technical support to the facility.

The project will see an animal vaccine manufacturing facility on 10,000 square metres land capable of producing 144 million doses per year to treat and prevent illnesses such as Foot Mouth Disease and Bird Flu.

#### Livestock sustainability

Yaqoob Al Ruqaishi, Chairman of NVVCO, said, "The National Veterinary Vaccines

Company was established to meet the demand for commonly-used vaccines in the Livestock sector. Vaccinating livestock is essential for maintaining healthy farms, flocks and herds, increasing production and preventing economic loss to livestock breeders and poultry producers. Being based at Sohar, we are able to use the Port and Free zone's world-class facilities to produce, transport and export vaccines to key markets across the Middle East and North Africa and increase the market share of Omani-made products."

He also added, "We aim to make the Sultanate among the countries that produce veterinary vaccines and strengthen the biosecurity programmes for animal health in the country."

#### Attracting new investments

Speaking post the signing ceremony, Omar Al Mahrizi, CEO of Sohar Free Zone, pointed out, "We are proud to welcome the National Veterinary Vaccine Company to SOHAR. This is one of the first pharmaceutical projects at the free zone and we hope it will encourage further investments in a sector of high potential. It will make a significant contribution to several of Oman's key industries, including agriculture and food sectors and generate new revenue streams for the national economy."

It is expected that the new facility will play a major role in protecting animal health and public health as well as greatly reducing the need for antibiotics to treat animals and ensuring Omani food products meet international import standards. Established in 2019, the National Veterinary Vaccine Company is a joint venture with Oman Food Investment Holding Company.



Yaqoob Al Ruqaishi: The facilities available at Sohar Port and the free zone enable us to export vaccines to the main markets in the Middle East and North Africa

Omar Al Mahrizi: The pharmaceutical industry is full of investment opportunities and the factory is the beginning to attract new investments

# Establishing a zone for food industries in Salalah Free Zone

Dr. Ali Tabouk speaks to Refl: "Food Industries" support the strategy of the free zone to become a global centre for investments

#### Salalah –

Salalah Free Zone the announced establishment of a zone for food industries to meet the increasing demand from investors to establish projects in food industries sector. Dr. Ali bin Mohammed Tabouk, CEO of Salalah Free Zone, said, "The Zone seeks establishing a zone for food industries and logistics, in cooperation with Ministry of Agriculture, Fisheries and Water Resources. This project aims to establish a centre for commercial and industrial businesses based on value-added chain. It strives to benefit from natural resources, achieve sustainability of resources and provide integrated services and incentives for investors".

Speaking to will, the CEO stated, "Establishing the food industries zone in Salalah Free Zone supports the Zone's strategy to become a global centre for investments, streamlining Oman Vision 2040 to diversify sources of income and build a solid foundation based on economic diversification and increase investment in value-added sectors. The availability of high quality water as well as electricity as required by the projects in the food field mark the key infrastructure components".

"Providing infrastructure for investment in agriculture sector is key to achieve sustainable agricultural development and attract investors from within and outside the Sultanate to invest and achieve high growth rates, contributing to strengthen food security system", the CEO explained.

#### **Multiple advantages**

The CEO clarified, "Salalah Free Zone is distinguished by its proximity to the

agricultural areas in Najd, which are about 150 km from the Zone, and the large quantities of fish in the Arabian Sea and Indian Ocean. Likewise, the Zone provides an easy and smooth connection through the Port of Salalah to agricultural production zones for importing raw materials, and to consumption zones for exporting food products after processing them in the Zone. The number of existing food industries projects in Salalah Free Zone is 27, including 8 projects started actual production and 19 projects are still under construction".

"Salalah Free Zone is a subsidiary of Asyad Group, the largest logistic company in the Sultanate of Oman. This adds a competitive advantage to the Zone in terms of the support provided by the Group in the logistic sector. The Zone is furnished with paved roads, which facilitate the movement between investment projects within the Zone, as well as equipped with dry and cold warehouses ready to store production materials. The Zone is located adjacent to the Port of Salalah, which is one of the largest container ports worldwide. It is also linked to the Port of Salalah and the highly efficient road network, connecting other governorates of the Sultanate of Oman and from there to other GCC countries and Yemen" he noted.

The Zone witnesses a commendable growth in the projects supporting the establishment of food industries zone. The existing investments in the petrochemical sector attract other projects on which the food industry projects depend, like the packaging and storage projects such as plastic boxes for storing food and beverages and cartons for storing juices. The new zone focuses on achieving sustainable agricultural development

We currently have 27 projects in the food industries, and our objective is to attract more investments



# **OPAZ** presents investment opportunities in the special economic zones and free zones at Expo 2020 Dubai





During its participation in Expo 2020, the Public Authority for Special Economic Zones and Free Zones (OPAZ) presented the investment opportunities available in the Special Economic Zone at Dugm and the free zones in Sohar, Salalah and Al Mazunah.

Representatives of OPAZ took part in a series with investors and presented the incentives offered to investors in the special economic and free zones. They also participated in a number of seminars held at Expo 2020 Dubai, whether at the pavilion of the Sultanate

of Oman or in pavilions of other countries. Further, they got familiarised with different successful international experiences, most notably the Swiss experience in technical education and international practices in presenting investment opportunities in an innovative and attractive way.

#### **Invest in Oman Forum**

OPAZ delivered, in Invest in Oman of bilateral meetings, in which they met Forum, a briefing session on the key investment opportunities available in the zones. The Forum, organised by the Ministry of Commerce, Industry and Investment Promotion, attracted potential businesspersons, interested corporates



Exploring successful international experiences and presenting investment opportunities in an innovative and attractive way

Dugm Economist Magazine and Manatg Supplement are demonstrated at Expo 2020



and international media. A number of government and private bodies took part in the Forum, including the Public Authority for Special Economic Zones and Free Zones (OPAZ), Oman Global Logistics Group "ASYAD", Public Establishment for Industrial Estates "Madayn" and HSBC Bank.

During his presentation delivered in the Forum, Yousuf Al Reesi, from the Public Authority for Special Economic Zones and Free Zones, highlighted the package of advantages and incentives of the special economic zones and free zones offered for investors. Further, he touched on the different investment opportunities available in various sectors, such as oil, petrochemicals, logistics, fisheries, tourism, mining and others.

#### Introducing land selection e-service OPAZ also presented its experience of

the land selection e-service provided for investors in the Special Economic Zone at Duqm (SEZAD). Introducing the new service, launched at the beginning of last October, reflects OPAZ efforts to facilitate the e-services provided for investors in SEZAD. The service allows investors to select the plot of land in interactive maps for more than 800 different economic activities. It also brings other features, including the possibility of measuring the distance between the selected land and the key landmarks in SEZAD and providing accurate information about the level of land's altitude above sea level, merging joint lands, getting full measurements of lengths and spaces, determining the geographical location coordinates, and sharing the approximate distance of the land from the nearby utilities such as electricity, water, telecommunications, and roads.



Introducing land selection e-service and its features to invest in over different 800 economic activities







Commissioner General of the Sultanate of Oman's Pavilion at Expo 2020 Dubai speaks to Joining efforts to promote investment opportunities and OPAZ participation promotes enhancing the expected gains

Mohsin Al Balushi

Expo 2020 Dubai is an important platform to present innovative ideas and solutions

#### Dubai - Saleh Al Mamari

Expo exhibitions are no longer just a place to display goods, products, achievements and industrial innovations of the participating countries. Rather, it has become a very important platform for presenting innovative and new ideas and solutions that contribute to overcoming the challenges facing humanity and enriching contemporary human civilisation.

Expo 2020 Dubai, with its main theme "Connecting Minds, Creating the Future", marks a significant and exceptional platform that allows the global community to collaboratively discover innovative solutions to the three sub-themes. The themes are sustainability, opportunities and mobility that have been identified as key drivers of global development, and the challenges facing humanity to achieve sustainable development goals, declared by the United Nations.

In an exclusive interview with A HE Mohsin bin Khamis Al Balushi, Commissioner General of the Sultanate of Oman's Pavilion at Expo 2020 Dubai, confirmed, "The Sultanate of Oman is keen to interact with 193 participating countries, regional and international organisations and civil society in this global event, lasting until 31st of March 2022".

He explained, "The Sultanate of Oman strives to highlight the civilisation and human achievements of Oman throughout history, as well as showcasing its current accomplishments, its renewed renaissance and future aspirations of Oman Vision 2040. Oman's pavilion includes 5 sections reflecting the life cycle of frankincense story based on Expo's three sub-themes.




The pavilion's design and technological techniques that are used in the pavilion were designed and manufactured by innovative and creative Omani young talents".

### **Empowering talent**

Al Balushi, pointed out "The pavilion displays the country's aspirations to empower talent, its valuable resources and breathtaking nature. Further, it presents the innovations and contributions of Omani youth to find innovative solutions that are relevant to the three sub-themes covered by Expo 2020".

"There are many returns that are achieved out of participating in Expo 2020, some of which are immediate while some are expected over the long-term. Such gains come in different forms, including marketing, promotional, political, media, economic, cultural, artistic, tourism and others", he stressed.

#### National Day of Omani Pavilion

Expo 2020 Dubai witnessed the celebration of the 51st National Day at the Pavilion on November 21, 2021. "The celebration featured many events, most notably raising the flags of the Sultanate of Oman and the United Arab Emirates, playing the Royal Anthem and the National Anthem of UAE. A number of folklore and musical performances were performed to entertain the visitors too. A visit to Dubai Tourist Port was organised to receive the Navy ship "Shabab Oman", he commented.

### OPAZ participation in Oman's pavilion

HE Mohsin Al Balushi commended OPAZ participation in Expo 2020 Dubai. In this regard, he commented, "OPAZ participation comes to streamline the efforts to promote investment opportunities in different commercial sectors. OPAZ delivers one of its key competences, represented in external promotion of investment opportunities in the Sultanate of Oman in coordination with the concerned authorities. As well, it serves promoting and developing cooperation with other concerned authorities in the other countries and international organisations. In addition, it represents the Sultanate of Oman in regional and international conferences, events and meetings related to OPAZ competences, especially Expo 2020 Dubai".

"The participation of the concerned government bodies is extremely significant and complements the efforts of the Pavilion Commission in promoting and maximising economic, social and cultural gains. Further, such participation highlights the Sultanate of Oman as a distinctive tourist destination as well as an important hub for doing business and establishing investment projects", Al Balushi stressed.



Highlighting the civilisation and human achievements of the Sultanate of Oman, its renewed renaissance, and future aspirations

The Omani Pavilion tells the story of frankincense and embodies the three subthemes of Expo 2020



Presenting the achievements and aspirations of government and private institutions and the contributions of Omani youth to find innovative solutions

## Tqtweer

### considers increasing investments in Duqm and establishing a residential project for employees and residents



Participating in the capital's minority share as a local partner in new projects

#### الدفرم Duqm- <u>Duq</u>m

Oman Company for the Development of the Special Economic Zone at Duqm Tatweer is planning to increase its investments in the Special Economic Zone at Duqm (SEZAD), reflecting the remarkable success achieved by its previous investments.

Tatweer confirmed its keenness to invest more in SEZAD, striving to become a local partner for investors with a "minority" share. It is stressing that this approach will enable investors to benefit from local expertise, which will support investors to stabilise their businesses during the first years.

Tatweer stands as the investment arm of the Public Authority for Special Economic Zones and Free Zones (OPAZ), and seeks encouraging investment in Duqm by participating in the capital's minority share as a local partner in projects developed in Duqm. It aims to maximise the value of shareholders' money in the long-term. Tatweer invests in commercial activities that attract more investments to the Zone. Tatweer was established in 2014 with the aim of providing support to SEZAD and ensuring the establishment and management of the Zone's infrastructure.

### **Promoting investments**

Tatweer, as a promotor for investment, serves pushing investors' confidence in their endeavours to invest in SEZAD. It pays attention to the projects required to promote investments in Duqm, which do not provide quick financial returns, as these projects usually lack interest of private investors. However, if there is a need for such projects to attract other investments and enhance the value of Duqm, Tatweer will manage these projects or reduce its shares at a later stage when the project achieves commercial sustainability.

Tatweer adopts an approach in line with general objectives of OPAZ and SEZAD in regards to developing Duqm. It also develops and markets feasibility studies for potential investors to come and invest in Duqm.

### Successful investments

Over the last four years, Tatweer was able to participate in a number of investments and establish three companies that are Duqm Quarries, Emdaad Logistics Company and Duqm Material Market Company. Duqm Quarries Company, established in 2017, achieved good results, and started its commercial operations in the first year of its establishment. It quickly grew well to



achieve revenues of RO 3.1 million during serving as a bridge between the projects' 2020 with a net profit of RO 469,000.

Assisting projects in obtaining

financing loans

from local banks

Minority

investment - in

and lease rights

sh or through

offers many

dvantages and

local support

for projects'

developer

Dugm Quarries Company has a professional and independent management and has actively been supported by "Tatweer" over the past three years to grow and become the leading quarrying company in Al Wusta Governorate. In line with the Government's strategy, Tatweer decided, in December 2020, to sell its 70% share in Duqm Quarries to Minerals Development Oman Company, the leading government company in mining and mineral processing sector. Tatweer's investment in Dugm Quarries recorded an impressive compound annual growth of 33% in its first completed investment cycle and closed the transaction in O1 of 2021.

Tatweer also contributed the establishment of Emdaad Logistics Company with a 15%-share of the capital. It launched its services in 2018, and during the past three fiscal years has recorded cash and book profits.

Tatweer invested a 15%-share in Dugm Material Market project, which is currently under construction in SEZAD. Therefore, Dugm Material Market Company succeeded in December 2019 to close loans with the support of a local bank, and "Tatweer" supported the Company to achieve its financial closure.

### **Investment fund**

January

development company intends to establish it one of the leading residential projects in a fund focused on investing in Duqm, Duqm.

developers and the financing houses.

Assisting nvestors in selecting a location

lht.

Registration of

companies and

obtaining

Establishing the fund comes to benefit from the investment opportunities in different sectors available in SEZAD, including fisheries industries, logistics services, mining, tourism projects, central markets, renewable energy and petrochemical industries.

### Residential project for employees and residents

On the other hand, Tatweer announced that it is planning to establish a residential project for employees and residents in Dugm. This project reflects the objectives of SEZAD to be a destination of choice to work, live and stay in. This new project is a step towards building a community that lives in Dugm and its residents, including workers from various companies operating in the Zone, enjoy a good lifestyle after work.

The project's location has already be selected and Tatweer has completed relevant studies and design of the project. The project is currently being discussed with potential developers and end-users to fully structure the project before starting construction.

Tatweer has a good experience in developing residential projects, and had previously supervised the construction of a 150-units project for the local community of Al Saada neighbourhood in Dugm and made several These investments come at a time when a modifications to the basic design, making

Establishing **3** successful companies in the past 4

The company plans to establish an fund that serves as a bridge between projects' developers and financing

Fish industries, and tourism projects are rewarding sectors for investment in

fund aims to make the most of ppportunities in tourism, fisheries industries and logistics

# Karwa Motors rolls out the first bus Duqm joins bus-manufacturing industry



kind innovations and production technologies in the Sultanate of Oman



لدة Duqm – الدق :

Karwa Motors, Sultanate of Oman's first bus brand with a manufacturing facility in the Special Economic Zone at Duqm (SEZAD), rolled out its first Karwa-branded bus in November 2021, proudly bearing the 'Made in the Sultanate of Oman' tag.

Karwa Motors is a joint investment project between the Sultanate of Oman and the State of Qatar, which in its first phase aims to produce 500 buses annually. The first phase of operations at the Karwa Motors facility will focus on manufacturing buses for the FIFA World Cup 2022.

#### Bringing latest global innovations

Dr. Ibrahim bin Ali Al Balushi, CEO of Karwa Motors, said that the company will bring many innovations, practices and production technologies, which will be the first-ofits-kind in the Sultanate of Oman. This will contribute to setting a high standard for all future production facilities in the country. Al Balushi explained that the first phase of operations focuses on manufacturing school buses, which are considered advanced and capable of travelling on various roads and withstand the harshest weather conditions. These buses are manufactured with GCC and international standards and will be used in the 2022 World Cup in Qatar.

He pointed out that Karwa Motors will then move to manufacturing city buses and longroutes buses, explaining that the company's production will range between 500 and 700 buses annually.

### Multiple manufacturing workshops

The factory is built in the Medium Industries





Zone in Duqm over an area of 600,000 sqm. It is equipped with the latest technologies and includes multiple different manufacturing workshops for cutting, welding, dyeing and assembling components and materials, equipment and engines, in addition to the main maintenance workshops, warehouses, power stations, a fuel station, the administration building and other facilities.

#### Joint investment

Karwa Motors Company is a joint venture between the State of Qatar, represented by the National Transport Company (Mowasalat Qatar), with a 70% share, and the Sultanate

of Oman, represented by Oman Investment Authority, with a 30% share.

Establishing the factory in the Special Economic Zone at Duqm (SEZAD) makes the most of the advantages and incentives provided by the Public Authority for Special Economic Zones and Free Zones (OPAZ). Other advantages gained by the factory include the logistic services in the Zone, and the easy access to the global markets through the Port of Duqm, overlooking the Arabian Sea and the Indian Ocean, and along the global shipping routes. All of these benefits serve reducing the shipping duration, effort and storage cost.



Manufacturing busses with GCC and international standards and withstand the harshest weather conditions

Duqm promotes the growth of factory and facilitates the access of products to global markets through Port of Duqm

### Specialised in producing non-metallic pipes

### "Hongtong Piping Factory" stands first at Sino-Oman Industrial Park in Duqm

#### Duqm – Abdulaziz Al Jahdhami :

The newly opened Duqm Hongtong Piping Factory kicked off its operations to produce the non-metallic Reinforced Thermopolyethlene Pipes (RTP), which are mainly used for oil and gas industry. In addition to being the first-of-its-kind factory in Oman, the factory stands as the first project in the Sino-Omani Industrial Park in Duqm. The factory is designed to be capable of producing around 700 km of the "4" and "6" inches Reinforced Thermopolyethylene Pipes (RTP) annually.

We focus on thriving the oil and gas industry with our products and contribute to the In-Country Value

The opening ceremony, held on October 25, 2021, was presided over by Eng. Yahya bin Khamis Al Zadjali, In-Charge of Managing the Operations of the Special Economic Zone at Duqm (SEZAD). The ceremony was attended by Su Wei, CEO of Wanfang Oman Company, executive management of Hongtong Duqm Piping Company, Weihai Hongtong Piping, project's partner and representatives from SEZAD and the Public Authority for Special Economic Zones and Free Zones (OPAZ).

#### First-of-its-kind project

Dr. Shao Longnan, General Manager of Duqm Hongtong Piping Company, pointed out: "We are pleased to be the first in the Sultanate of Oman to bring this business, which meets the increasing demand for the Reinforced Thermopolyethylene Pipes in Oman and GCC. We selected to set up the project in Duqm as a promising economic destination and to benefit from the competitive advantages offered by business environment in the



Dr. Shao: Duqm is a gateway to the world, and being selected for the project affirms its competitive advantages

Sultanate. This project serves transferring and exchanging technologies from China to Oman and thrives the oil and gas industry with our products and contribute to In-Country Value through the training and offering job opportunities".

### **Promoting factory's products**

Establishing the factory aims to produces non-metallic Reinforced Thermopolyethlene Pipes, which are used specifically for the collection and transfer of hydrocarbon fluids through piping networks. At the initial stage, the factory's products will serve the local market, while afterward these Omani-made products will be supplied to regional and international markets in Asia, Africa, America and Europe. "Though our focus this year is on the local market to attract more clients, we are planning to form partnerships, sign agreements with international clients and explore potential opportunities in Africa







Oman strategic cooperative partnership has laid a solid foundation for bilateral economic and trade cooperation

probably by next year", Dr. Shao Longnan explained.

### **Cementing Omani-Chinese ties**

In her speech, delivered during the opening ceremony, Xie Zhongmei, Counsellor of Economic and Commercial Affairs at the Embassy of the People's Republic of China in Oman, stated, "Deepening China-Oman strategic cooperative partnership has laid a solid foundation for bilateral economic and trade cooperation. From January to June 2021 year, the total volume of bilateral import and export reached US\$ 14.63 billion, an increase of 59.5% year-on-year, and China remained the largest importer of Oman crude oil during the same period".

"This project will not only bring economic benefits to its partners, but also contribute to Oman's economic and social development. At present, Oman is actively implementing the Vision 2040, and Chinese Embassy in Oman will, as always, encourage and support Chinese enterprises to invest here and make greater contributions to the stable development of bilateral economic and trade cooperation," she added.

### **Backing In-country value**

Dawood bin Suleiman Al Farsi, Partner and General Manager of Technical and Marketing Affairs, explained, "As a contribution to the Sultanate's In-Country Value process, the



Dawood Al Farsi: We are studying the possibility of manufacturing steel connector parts for factoryproduced tubes

company pays a great attention towards developing locals and employing Omanis in various technical and administrative jobs, with the company currently records 17% Omanisation, while seeking to increase the rate to 30% in the coming two years".

"The company introduced a number of initiatives and various business opportunities for SMEs by signing a number of memoranda of understanding and training with these establishments to be a non-exclusive agent for the installation of our products for customers. As well, there is a discussion on the possibility of manufacturing steel connector parts for factory-produced tubes," Al Farsi stated.

### **Promoting Duqm**

Eng. Yahya bin Khamis Al Zadjali, stated, "This factory marks one of the main projects in the Chinese-Omani Industrial Park in Dugm, which will play a significant role in meeting the demand for this product by the various economic projects in the Zone and oil and gas companies operating in concession areas. The project strengthens partnership and trade relations between Omani companies and their international counterparts worldwide. Further, it thrives the economy by attracting foreign investments to the country and promoting Duqm as a promising economic and industrial hub in the Sultanate".



Planning to promote the products to other regional and international markets in Asia, Africa, America and Europe



Includes manufacturing workshops and showrooms for retail and wholesale

### Chinese companies expressed interest in Duqm Material Market



Attracting companies specialised in construction industry to the market

### Interviewed by Abdulaziz Al Jahdhami

The Special Economic Zone at Duqm (SEZAD) hosts the first-of-its-kind material market with workshops, showrooms for retail and wholesale businesses and warehouse facilities in the Sultanate of Oman. Being one of the first projects in the Sino-Omani Industrial Park in SEZAD, the project is jointly developed as a strategic partnership between Oman Wanfang, developer and operator of the China-Oman Industrial Park in Duqm, Al Thabat Holding Company, an investment company active in infrastructure activities, and Oman Company for the Development of Special Economic Zone at Duqm (Tatweer).

The three companies established the joint venture, Duqm Material Market Company, where Oman Wangfang will hold a 51-percent stake, while Al Thabat holds 34 percent and Tatweer owns 15 percent share. Duqm Material Market Company is formed to develop and manage the project.

Speaking to Additional to Minghua, CEO of Duqm Material Market Company, shed lights to this distinguished project. He affirmed, upon its completion, the project will attract various companies around the world to Duqm and



Liu Minghua: Material Market makes Duqm a key regional hub for import and export of Chinese products and commodities and wholesale trade

place it a hub for marketing and selling their products.

### New concept of commercial centres

Commenting on the objectives behind developing this project, the CEO of Duqm Material Market Company explained, "This project aims to bring Chinese commodities and manufacturing capacity to the Sultanate of Oman. Its focus will be mainly on wholesale demands for local and international markets, most notably Kingdom of Saudi Arabia, Africa, Somali, Tanzania, in terms of exporting products. This project is intended





to bring a new concept of malls different than other Chinese malls in the Sultanate".

### **Attracting Chinese corporates**

"In a bid to ensure the stability and quality of its material, the project's investors attracted leading manufacturing corporates in China to join this project. Likewise, they already started leasing spaces for companies in the market. This remarkable project is well-received by many companies from China. So far, five big Chinese companies expressed their interest to come onboard. On the other hand, around 30 Oman-based Chinese corporates are already onboard for trading in Duqm Building Material Market", confirmed the CEO.

### **Project's progress**

The CEO stated, "The project's first phase commenced construction in July 2020, spreading over 30,000 sqm out of the total 80,000 sqm of area allocated for Duqm Material Market. However, the other two phases of the project will be developed in the far future as planning these phases depends on the function of phase one and the potential demands from the market".

"This phase has recorded 30% completion as of December end with an expected completion by end of July 2022. However, opening the market and starting its operations is projected by the second half of 2022", he added

### A promising economic project

Touching on the significant value of the project, the CEO remarked that the project is targeting local and regional markets as well as North-East African countries. "Based on the initial feasibility study, the project was intended to be a building material market. However, the scope was revamped afterward to bring a mini Chinese community, the market and manufacturing businesses, reflecting the social life. As a building material market, steel is the major range of products that will be traded. Also, there is a big demand from the Kingdom of Saudi Arabia and Ethiopia on textiles. However, other light chemical products receive increasing demand from Somalia mainly. The market will be home for home appliances as well", he explained.

### **Exporting commodities from China**

The CEO pointed out that at the time being, as the Port of Duqm is not yet operating in receiving big-scale shipments and cargos, the imported products will be shipped to Sohar Port and will be transported to Duqm through smaller vessels. On the other hand, the Fishing Port will be used to export the products to other countries such as



Expanding the market's scope to accommodate other products and manufacturing businesses

Steel is the major range of products that will be traded in the market





Somalia via small dhows and boats, which is more cost-effective solution for export operations.

#### **Business opportunities for SMEs**

"The project will bring various business opportunities for local SMEs and shipping companies. It serves Omanisation process by offering job opportunities for Omanis in the management, accounting, public relations and marketing to name a few. Having Omanis with excellent communication skills, knowledge of business procedures and government regulations onboard is an added value for the project. As well, it will support marketing the products in local, regional and international markets easily" the CEO said.

"By establishing Duqm Material Market, we aim to transfer Chinese expertise, technologies and business approaches as well as the know-how to Omanis, so they can set up their own projects afterward. Moreover, we will offer different training opportunities on new manufacturing technologies. Further, the project will support various Corporate Social Responsibility initiatives in Duqm", he noted.

#### Attractive advantages

According to Liu Minghua, CEO of Duqm Material Market Company, the project will bring different advantages to retail and wholesale companies. He said, "A key incentive to the companies trading in the market is the competitive leasing fees. The market can also supply other Chinese malls in the country and region, a matter that sustains the demand for building material. However, the most important advantage is saving time and shipping cost for customers due to the local manufacturing of products in Duqm. Furthermore, manufacturing products locally will save taxation fees, as importing the row material from China is much cheaper than importing manufactured goods and commodities".

"Having the products made in Duqm and marked as "Made in Oman" brings another value of exemption from duty free taxes due to the trade agreements signed between the Sultanate of Oman and GCC countries, Africa and USA. Likewise, exempting SEZAD from taxes marks another incentive for the project. Overall, Duqm will be a hub of Chinese commodities for export and wholesale businesses in the Middle East" the CEO added.



A D image of the material market upon completion

Bringing various business opportunities for the local SMEs and shipping companies

### Artificial Coral Reefs Park project launched in Duqm



The Special Economic Zone at Duqm (SEZAD) announced the launch of the Artificial Coral Reefs Park project in the Zone, which aims to create an attractive habitat for fish and providing an unparalleled diving experience for tourists, residents and residents in Duqm. Commenting on this project, Nasser bin Mohammed Al Rahbi, In-Charge of managing Operations of CSR and SMEs in SEZAD, said: "The project includes deploying a 250-metre-long pipe and another 225-metre-long pipe with artificial concrete blocks every other 10 metres near Hamar Rock in the sea of Duqm".

"This project is managed by a group of SEZAD employees in cooperation with a number of government bodies and other companies operating in the Zone. The project aims to sustain the marine environment in the Zone, enhance its biodiversity, increase fish production and create habitats for marine creatures, including corals and other species. Moreover, the projects serves to activate the diving activities in Duqm", Al Rahbi explained.

### **Rich marine habitat**

On the other hand, Mohammed bin Hamad

Al Mahrouqi, In-Charge of Managing Operations of Environmental Control in SEZAD, confirmed that no marine life was observed during the diving process that preceded the sinking of the pipes. "The concrete blocks and pipe would create a rich habitat to attract new marine life. Further, it will bring a unique diving experience for divers and diving enthusiasts as the location is an extension of the rocks scattered around Hamar Rock", he added.

In his statement, Al Mahrouqi commended the role played by Cobra Tadjo Contracting Company to make this project a success through the contribution and support accorded by Port of Duqm Company by providing a tugboat to transport the pipes to the location, free of charge.

Al Mahrouqi urged fishermen to avoid using nets while fishing near Hamar Island to avoid causing any potential impact on the newly-created fishing and diving locations. "We will regularly inspect these locations by diving and continuously surveying the area to monitor the growth of the marine life. As well, we will ensure the safety of the pipes and its conditions according to the developed plan for this purpose", Al Mahrouqi pointed out.



Creating an attractive habitat for fish and providing a diving experience for tourists, and residents in Duqm



### Remarkable commends for Duqm's success in hosting International Tent Pegging Championship





The Special Economic Zone at Duqm (SEZAD) hosted the International Tent Pegging Championship during December 2 – 4, 2021 with the participation of 16 countries including the Sultanate of Oman. This Championship was supported by the Public Authority for Special Economic Zones and Free Zones and came as part of the Discover Duqm campaign.

The Championship, presided over by HH Sayyid Loay bin Ghalib Al Said, was held with the participation of 33 male and female horse riders from around 20 countries, including Saudi Arabia, Qatar, Malyasia, Iraq, Britain, Germany, Norway, Iran, Russia, Pakistan, Canada, the United States, Jordan, Sudan and Palestine, as well as Oman.

The ceremony began with a welcome

pageant that saw the participation of school students from Duqm, the equestrian sports and paragliding team (Oman) and participating squads carrying the flags of their respective countries. It included a display of horse-riding skills known in Oman as "Ardhat Al Khail", performed by a number of Omani riders.

Sayyid Loay said in a press statement that the Championship enhances the Sultanate of Oman's presence in international events and promotes it at different levels.

The first day's competitions consisted of two single lance runs, two double lance runs and two rounds of lance show. First place was won by the Iraqi team, while the teams of Sudan and United Arab Emirates (UAE) won second and third places, respectively. In individual contests, Iraq's Abdulhameed Rasheed won first place, followed by UAE's



Loay Al Said: Hosting international events promotes the presence of the Sultanate of Oman at different levels



Mohammed Al Hammadi and Norway's Zubair Akram in second and third places.

### Day two competitions

The second day's competitions were held under the auspices of HE Eng. Ahmed bin Hassan Al Dheeb, Deputy Chairman of the Public Authority for Special Economic Zones and Free Zones (OPAZ), and included two individual sword tours, two sword tours in pairs, and two sword tours for teams.

The Pakistani team won the first place, the Iraqi team came second, and the Sudanese team ranked third. In the individual competitions, the Omani equestrian Hamad Al Riyami won the first place, the Jordanian Dahim Hussein came second, and the Iraqi Abdul Hamid Rashid came in third.

HE Eng. Ahmed bin Hassan Al Dheeb stressed the importance of the championship in introducing the Special Economic Zone at Duqm. "Such international championships are of great significance in spotlighting Duqm and increasing its tourism and service activities", he commented.

The third day's competitions, which were

Third day

Sebaa bin Hamdan Al Saadi, Secretary-General of the General Secretariat for National Celebrations, saw the competitions of two rounds of peg rings, two rounds of cutting lemons with a sword, picking a peg with a spear, and two relay rounds through a sword tour and a spear tour.

The Sultanate of Oman team won the first place, the Saudi team ranked second, and the Pakistan team ranked third. In the individual competitions, the Omani equestrian Safwan Al Maamari ranked first, while Hamad Al Riyami came second, and the Russian Fedor ranked came third.

HE Sheikh Sebaa Al Saadi pointed out that the Championship highlighted the tourism and economic potentials and various activities in the Wilayat of Duqm, and we witnessed great enthusiasm and interaction from everyone, whether from the participating teams or from the audience. He expressed his congratulations to the equestrians and teams who won the first places, including the ones from the Sultanate of Oman.

### Championship overall standings

In the overall standings of the Championship, Iraq came first, Oman second, and Sudan third. The Omani equestrian Hamad Al



Ahmed Al Dheeb: International championships are of great significance in spotlighting Duqm and increasing its tourism and service activities

Sebaa Al Saadi: The Championship highlighted the tourism and economic potentials of Duqm

Iraqi team won first place, Oman won the second while Sudan won the third place

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Riyami won the Championship's Title as "Best Equestrian in the Championship" after leading the overall ranking points. The Pakistani equestrian Irfan Mahmood came in second place, and the Iraqi equestrian Abdul Hamid Rashid came in third place.

#### **Remarkable commends**

Sheikh Ma'dad bin Mohammed Al Yaqoubi, Governor of Al Wusta, said that the event is a suitable opportunity to familiarise the participants about Oman's economic and tourist landmarks.

On the other hand, HE Khalid bin Salim Al Ghasani, Advisor to the Ministry of Culture, Sports and Youth, said, "Such sporting events, which attract a large group of countries in the world, constitute a great drive to introduce and promote Duqm, which has a promising economic future. As well, it has potentials that will place it as one of the most important economic zones in the Middle East. Hosting this championship and other accompanying events and activities created a beautiful atmosphere that did not exist in Duqm".

MajidAlQahtani,HeadoftheSaudiDelegation participating in the Championship, remarked, "The Championship that was held in the Wilayat of Duqm; one of the wilayats of the Sultanate of Oman with tourism and economic potentials, was successful by all standards. It was well organised by the International Federation for Tent Pegging and well received by the attendance and public, as well as the traditional dress of the participating countries added a distinct beauty to the Championship".

Mohammed Issa Al Fairuz, Chairman of International Tent Pegging Federation (ITPF), explained that the Championship achieved the anticipated results and objectives, whether through the promotion of Duqm or the great competition that witnessed among the participating teams in the Championship. In addition, the active participation of the Omani Women's Association, small and medium enterprises, crafts industries exhibition and other activities contributed to making this Championship a success.



Omani equestrian Hamad Al Riyami won the "Best Equestrian in the Championship"

title

Hamad Al Riyami won the "Best Equestrian in the Championship" title in the last day

# Duqm is a unique destination for hosting tourist, sports and entertainment events

### Duqm – Duqm :

A number of key persons, officials and athletes who participated in the International Tent Pegging Championship commended the remarkable potentials of the Special Economic Zone at Duqm to host sports tournaments and other different entertainment and tourist events. They regard flourishing tourism in Duqm supports the Zone's efforts to attract investments in several economic sectors.

Speaking to perform the supersonal their admiration for the tourism potentials available in Duqm; the beaches, moderate climate, hotels and other characteristics. In addition, Duqm is backed with well-established infrastructure, which supports hosting tourist, sports and recreational activities.

Among these infrastructure is Duqm Airport, being the fastest means of transportation between Muscat and Duqm. It also connects Duqm with other capitals worldwide.



### Urging all to discover Duqm Catherine Morphine, Canada

I am a participant in the International Tent Pegging Competition. This is the first time to visit Oman as I have never been outside Canada before and I really enjoyed the weather and the place here in Duqm. I really invite everybody to come and discover Duqm.





### Rock Garden, a spark of inspiration

Tina Smith, UK

I am representing the British team participating in the International Tent Pegging Competition. I have been to the Rock Garden, which is very inspiring with all the different shapes of rocks that we have seen. I was really pleased to contribute to the "Plant A Tree" initiative by planting a tree and makes Duqm greener. We had an overview on the masterplan of the Special Economic Zone at Duqm and its plan looks very well set up, so would be great to visit the Zone in 20 years from now to see all the planned developments are a reality.





### Calling on interested investors to visit Duqm Dr. Sophen Anbujan, Malaysia

We are amazed by the projects that have been developed in Duqm, which will be one of the biggest cities in Oman in the coming few years. The city has different investments opportunities in various sectors. Thus, we urge all those interested to invest in Oman to come to Duqm.

### Wonderful experience and regular visits promote the city Chris Formalin, UK

I really enjoyed competing in the championship and meeting others from different parts of the world coming to enjoy this sport. Thanks to Omanis for the warm hospitality we received and Duqm is a wonderful place. I believe bringing people here is what helps promoting the city and people can discover its beauty.





### Beautiful city Soliya, Norway

This is my first time to be in the Sultanate of Oman and Duqm particularly, which is a wonderful city with its beautiful natural diversity. Out of this experience, I encourage everyone to come and discover Duqm.



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### Distinguished tourist destination

Irfan Mahmoud, Pakistan

I had a great time in Duqm during our participation in the International Tent Pegging Championship. The city is a distinguished tourist destination and thank you people of Oman for the warm hospitality.





### A perfect place to relax Haider Hussein Ali Al Jumaili President of the Iragi Equestrian Federation

We are very pleased to visit Duqm, a beautiful and quiet city blessed with a picturesque nature. It is a perfect place for relaxation. I call on all those who watched the activities of this championship to visit Duqm, where visitors and tourists will enjoy their time and escape the stress of work and life.

We at the International Tent Pegging Federation have tried to market the sport of tent pegging in this unique city, which we admire a lot. We expect Duqm to witness an increase in urban growth in the coming years, and thus a greater ability to attract many visitors.

### Tranquility Dahayem Hussein Darzi - Kingdom of Jordan

Duqm is a beautiful tourist hub with a stunning beach. In fact, we wished that the championship would last more than three days because of the tranquility I felt and the warm reception, hospitality and generosity that touched our hearts since we first arrived in this beautiful place. We at the International Tent Pegging Federation have tried to market the sport of tent pegging in this unique city, which we admire a lot. We expect Duqm to witness an increase in urban growth in the coming years, and thus a greater ability to attract many visitors.





### The best coastal area

Sarah Al Masry - Head of the Canadian Delegation and Coach of the Team

It is very commendable to see such a big championship being amazingly organised during the outbreak of Covid 19 pandemic, marking a great and exceptional achievement.

I have visited Oman before, but I am visiting Duqm for the first time. Duqm is considered one of the best coastal areas in terms of weather than the rest of the wilayats of the Sultanate of Oman, which I have been to previously.





### Increasing tourist facilities Ashraf Mohammed Osman - Sudan

Duqm is a promising area and I expect it to be one of the best coastal areas due to its beautiful sea and giant projects. I was impressed by the cleanliness of the area and the kindness of its people. In order for Duqm to be more attractive to hosting events and receiving tourists, there is a need to increase its tourist and residential facilities, such as hotels and real estate developments.





### Urging all to take advantage of the opportunity for tourism and investment in the zone

Colonel Dr. Mohammed Al Zawaideh - President of the Jordanian Delegation

I am pleased to express my astonishment at the tourism and investment potentials I found in Duqm, as well as the projects that have been accomplished in a record time. Duqm is a promising destination, and I urge everyone to take advantage of the investment and tourism opportunities in the zone.

I took part in the initiative to plant trees in the area, and I hope to have the opportunity to visit Duqm again.

### The championship was successful and stimulated us to discover Duqm

**Rashid Humaid Al Mazrouei - UAE Equestrian Federation** 

The International Tent Pegging Championship that was held in the Special Economic Zone at Duqm was a successful one and contributed to familiarise us with the Zone, which is fantastically growing, and it is expected to witness greater growth in the next few years.





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### Poets thrill the audience amid tourist and entertainment activities



لدةم Duqm – الدقم:

The International Tent Pegging Championship, hosted by the Special Economic Zone at Duqm in early December 2021, attracted a large crowd of audience from various governorates of the Sultanate of Oman. Many have participated in the tourist, arts and cultural activities that were held on the sidelines of the Championship, which brought much fun and joy in the Zone. The poetry evening, in which the poets Mattar Al Buraiki, Asilah Al Suhaili and Saif Al Raisi participated, came to emphasise the importance of poetry for Omanis, as the poets thrilled the audience with their insightful poems. Further, visitors had enjoyed the concert organised on the first day by the Omani singers, Mohammed Al

Manji and Zamzam Al Balushi.

The events, held on the sidelines of the Championship, attracted about 1,000 young people to participate in the festive parades organised by the 4WD teams, Oman Bikers, and Oman Caravan. The paragliding team presented many shows over the days of the Championship.

The 3-day Championship also marked an opportunity for craftsmen to display their products in front of the public during the organised special exhibition. This was an outstanding platform to present the famous handicraft products for which Al Wusta Governorate in general and Duqm in particular are famous for. On the other hand, local SMEs demonstrated their products over the 3 days.



1000 young people participated in the march of 4WD, Oman Bikers and Oman Caravan teams

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Paragliding delighted visitors with its various shows and craftsmen displayed the most famous handicraft products in Duqm

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### "Together to Combat Beach Pollution in Duqm" **130 volunteers** participate in cleaning Al Antout Beach in Duqm

لدةم Duqm – Duqm :

The Special Economic Zone at Duqm (SEZAD) organised on December 7 a clean-up campaign to clean Al Antout Beach in Duqm from plastic. The campaign, "Together to Combat Beach Pollution in Duqm" saw the participation of 130 volunteers from the local community and different companies operating in Duqm.

This campaign marked a good example of partnership between SEZAD, local community and the companies operating in the Zone towards preserving the environment, especially beaches, being a key tourist and environmental element in the Zone. Hence, the campaign supported in removing big quantity of plastic and wood wastes as well as fishing nets.

Plastic waste represents about 50% of the total solid waste on the sea coast. As well, the total number of seabirds that die due to this waste is estimated at one million birds annually and one hundred thousand of marine and fungal organisms die of plastic waste.





### Launching "Plant A Tree" initiative in special economic zones and free zones





The Public Authority for Special Economic Zones and Free Zones (OPAZ) launched, in 2021, the "Plant A Tree" initiative in the special economic zones and free zones, supervised by OPAZ. The objective behind introducing this initiative is to increase the green spaces in these zones and preserving the environment.

This environment-friendly initiative was first started in the Special Economic Zone at Duqm (SEZAD) and will later expand to other zones. A number of participants in the International Tent Pegging Championship, hosted in Duqm last December, took part in the initiative and planted a group of trees in different locations in SEZAD. The "Plant A Tree" initiative marks one of the initiatives aimed at preserving the environment and combating climate change and global warming.













# An eye on the past; another on the future

### (1)

In the first issue of Duqm Economist Magazine, issued in July 2015, we had an insightful meeting with the employees in the One-Stop Shop (OSS) who were working from a rented office, located at Say commercial district. However, today, we return to see the OSS is operating in full swing, delivering a wide range of services from the new building, which includes all enablers that reflects the aspirations of SEZAD in promoting local and foreign investment. Simultaneously, the OSS has moved from presenting services manually to electronic services; mirroring the promising era of Duqm to attract more diversified investments with the completion of infrastructure components. The Port of Duqm, Drydock, Fishing Port, airport, and the network of dual and single roads connecting the various investment zones in Duqm are just to name a few major landmarks.

(2)

In the third issue of Duqm Economist Magazine, issued in January 2016, we covered Duqm Training Initiative, which was launched in late 2015 with the aim of qualifying Omani youth to work in various companies operating in the Special Economic Zone at Duqm (SEZAD). The Zone witnessed afterward many of such training and development programmes. Hence, today we observe a new outstanding initiative targeting school students, as they are the future makers of Duqm, and they will continue the development march in the near future.

### (3)

During the early years of establishing the Special Economic Zone at Duqm (SEZAD), the introductory tour to the Zone starts at Duqm Airport to Crowne Plaza Hotel and then to the drydock and the commercial berth at Duqm Port; a tour that could last for 3 hours. However, today, the investment and infrastructure projects almost cover most of the Zone's area; stretching from Duqm Refinery on the beach of Nufoon village and opposite Hamar Rock to the oil storage park in Ras Markaz, which is about 80 km away. You will find different projects in various industrial, commercial and tourism sectors that shape the future of Duqm and its ability to attract investments. For that reason, if you visit Duqm today, you need several days until you finish your tour, and you will have many options to enjoy a pleasant evening in Duqm, whether outdoor, in Bedouin tents, off the Duqm beach, or in a hotel or restaurant, which are all competing to attract customers.

### (4)

With A'Soud Global School, healthcare complexes, which are increasing day by day, Duqm Refinery and Sebacic Oman, Duqm Quarries, Karwa Motors factory and the new Chinese factories, Crowne Plaza Hotel, Park Inn Resort and the newly launched group of hotels providing over 2,200 hotel rooms; Duqm finds its way into the future. It is coming up with greater diversity in its projects that regard the Fourth Industrial Revolution, artificial intelligence, and green energy as irreversible options, which are shaping the much-awaited future of Duqm.



Mohammed bin Ahmed Al Shezawi Editor-in-Chief



Duqm is making its way into the future; with greater diversity in its projects that regard the Fourth Industrial Revolution, artificial intelligence and green energy as irreversible options

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