الدقم الاقتصادية
Duqm Economist

A Quarterly magazine issued by the Special Economic Zone Authority at Duqm 12th Issue - April 2018

# Duqm opens its arms for industrial investments

Allocation of 177 km$^2$ for industrial investment

14 nationalities invest in the industrial sector in Duqm

Steel Fabrication Industry Sector provides good opportunities

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Where Business Grows

# Industry is a major contributor to development and employment

Yahya Bin Said Al Jabri
General Supervisor

This issue of Duqm Economist highlights the industry sector as one of the main sectors of investment in Duqm. SEZAD has given this sector its greatest interest due to its great economic importance in many aspects. The industry is the source of the economic strength of many countries that have paid profound attention to it, developed it and encouraged investment therein.

This importance stems from the industrial sector's response to the needs of these countries, its contribution to their envisaged development, the development of its lifestyle, the creation of thousands of jobs and the creation of broad areas for private sector investment as well as its role in attracting foreign direct investment.

SEZAD has endeavored to translate the growing importance of the industrial sector into many of its plans and programs. It has allocated large areas for industrial investment to meet the aspirations and desires of investors in various fields of investment. SEZAD has no problem with the area needed by investors as SEZD has the required space for any factory that the investor wishes to establish in SEZD.

In the light of SEZAD interest in urban planning, it has allocated separate for each area of industrial investment. Heavy industrial zones are far from the medium or light industries or fisheries industries. This division helps provide the growth requirements of each sector. It also helps achieve the highest standards of commitment to environmental conservation in SEZD.

Through this file, we invite local and foreign companies to invest in the industrial sector in SEZD and to benefit from the various advantages, facilities and incentives provided by SEZAD, in addition to the availability of multiple means of transport for the export of industrial products, whether through Duqm Port, airport or land transport network.

**This importance stems from the industrial sector's response to the needs of these countries, its contribution to development and the provision of thousands of jobs.**

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Special Economic Zone Authority
Sultanate of Oman سلطنة عُمان

# In this issue:

















# Duqm..
## Environment Investment Promising


**SEZD (Special Economic Zone at Duqm) in the Sultanate of Oman offers a variety of investment opportunities in different fields such as Industrial sector, logistics, trade, tourism and fisheries with many incentives that include:**

- Up to 30-Year tax exemption, renewable.
- 50-Year usufruct agreements, renewable.
- A comprehensive array of services to investors through the One-Stop Shop.

**SEZD (Special Economic Zone of Duqm) is distinguished by:**

- Its strategic location on the Arabian Sea, near international shipping lines.
- Moderate climate year-round
- (2000 km2) of available lands for investment.
- Multi-purpose port.
- A dry dock yard for ship repair and maintenance.
- A refinery and petrochemical industries area.
- A regional airport.

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*It is the third of its kind for Oman Data Park Company in the Sultanate*

# Launching of the Data and Cloud Services Center in the Duqm Special Economic Zone


H. E. and the Chairman of the Board of Oman Data Park during the inauguration of the Center

*Yahya Al-Jabri: The establishment of the center marks the beginning of the era of the cloud services market in the region*

*The Center serves the objectives of the Authority in the dissemination of technical solutions that prepare Duqm to be a smart city*

**Duqm - الدقم Duqm :**

On Tuesday, 20th February 2018, SEZAD introduces the Data and Cloud Services Centre by Oman Data Park as its contribution to economic growth in the region. It was inaugurated by H. E. Yahya bin Said bin Abdullah Al-Jabri, Chairman of the Special Economic Zone Authority in Duqm (SEZAD), along with Oman Data Park's Chairman, Mr. Sami Ahmed Al Ghassani, in the presence of other dignitaries, officials and media.

The new Data and Cloud Services Centre is the 3rd center of its kind conducted by Oman Data Park in Oman. It aims to provide a wide range of cloud services for government organizations and companies in the region. This will not only provide the enterprises in Duqm more reliability, agility and lower downtime than when accessing cloud services from Data Centers from international markets, it will also cut out international connectivity costs which have typically been a barrier for companies to move to the cloud.

H. E. Yahya bin Said bin Abdullah Al-Jabri, Chairman of the Special Economic Zone Authority confirmed the importance of the Center in facilitating the work of for government organizations and companies operating in the region through its technical solutions and services.

**Cloud Services Market**

Upon asking his view, he said: "The establishment of this center in Duqm's SEZAD is a signal that the cloud market in the region has come of age. It serves the objectives of the Authority in the dissemination of technical solutions that create Duqm to be a smart city. We hope that the government organizations and companies operating in the region will benefit from the services provided by the center".

"Many CIOs will also be reassured that their data is hosted at a local data center that is in full compliance with the Sultanate's data protection laws," said Mr. Sami Ahmed Al Ghassani, Chairman of Oman Data Park. "Knowing that the Data Centre is in Duqm rather than foreign countries will give many organizations the confidence to migrate more aggressively to the cloud," he added.


Attendees follow the visual presentations

The Chairman of the Authority announces the inauguration of the Center

*Sami al-Ghassani: The existence of a local data center gives government and private institutions the confidence to move to cloud services*

*Maqbool Al-Wahibi: Launch of the second version of cloud systems and focus on providing high standards in information security and data preservation*

The Centre is located in the new building of SEZAD, as it's linked to the company's main data center in Muscat, which provides more services to organizations that benefit from the digital solutions offers by the Oman Data Park.

Using cloud computing for solutions promises organizations in Duqm massive cost-savings to operate and maintain their own data centers and on-site IT infrastructure. It also enables them to ramp computing capacity up and down in response to changing business needs, giving them the flexibility they need to innovate and grow with minimum risk.

**Encourage the transition to Cloud Services**

Sami Bin Ahmed Al Ghassani, Chairman of Oman Data Park Company said: Through the data center, information managers will ensure that their data is hosted in a local data center that fully complies with data protection laws in the Sultanate.

He added when organizations realize that the data center is located in Duqm instead of foreign countries, it will give them confidence to move to the cloud.

**The Second Version of Cloud Systems**

Eng. Maqbool Bin Salem Al Wahibi, CEO of Oman Data Park, said that the launch of the center was part of the company's launch of the second version of the cloud systems in order to achieve speed in the computer services. The company was keen to achieve the highest standards of information and data security.

Al Wahibi confirmed that the center will keep pace with the strategy of Al-Duqm Special Economic Zone to attract more investments and provide services to companies and investors working in the region. He added that the center will attract more investors who need such services and facilitate the process of cloud computing, data center and other related matters.

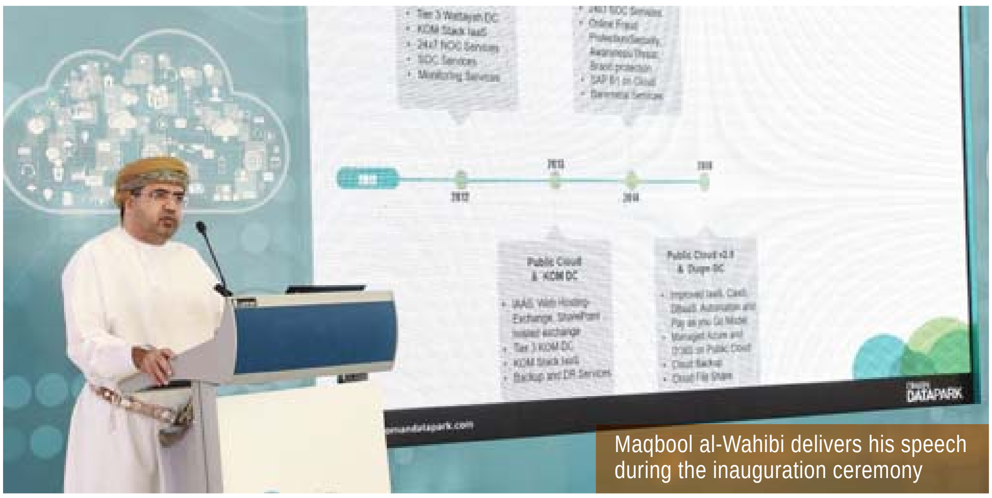
**Miscellaneous Services**

He added that the company aims to provide its services at the regional level and is currently studying the feasibility of expansion in the region. He also declared that the company currently serves more than 400 institutions on a 24-hour basis, whether in the banking sector or the oil and gas sector and other important sectors.

He pointed out that the volume of expenses that will be provided by companies through the use of these services during 3 to 5 years is not less than 45%.

**Encouraging Investment in the Sector**

On the other hand, Eng. Omar Bin Salem Al Shanfari, Deputy Chief Executive Officer of the



Maqbool al-Wahibi delivers his speech during the inauguration ceremony


SEZAD Chairman hears an explanation of the services provided by the Center

Information Technology Operations Authority said that the Authority is working to encourage the private sector to invest in the provision of cloud services in view of the various services they contain. He expressed the hope that these services will spread in different Governorates of the Sultanate due to their multiple benefits.

**A Visual Presentation**

During the ceremony, a visual presentation was made about Oman Data Park and the most prominent services it provides in the field of information security as one of the companies working in this field.

The presentation focused on the most important solutions and systems provided by Oman Data Park Security Operations Center, which relate to the provision of data security and applications and tools available to secure and protect it.

He also reviewed the security services related to the general cloud services such as web security and the services provided by the company during 2018 such as the cyber security testing exercises, the protection of instant correspondences at the institution and the tests to verify the readiness of defense against cyber-attacks and monitoring the release of data in institutions.

**Provide Additional Services**

The center is located in the new building of Duqm Special Economic Zone Authority in and is linked to the main data center of Oman Data Park in Muscat Governorate. Thus, it provides additional services to organizations that benefit from the company's digital solutions.

The use of cloud computing and its technical solutions reduce the cost of operation and maintenance of data centers and IT infrastructure in governmental institutions and companies in Duqm Special Economic Zone. It also enables them to raise and reduce computing capacity to meet changing business needs, giving them the flexibility to innovate and grow with a minimum risk.

Oman Data Park is the first managed service provider in the Sultanate to offer IT solutions such as managed servers hosting, cloud computing services, hosted applications and other services.

Oman Data Park Company (ISO 27001: 2013) has developed a number of technology solutions to meet the needs of the market, including business continuity, collaboration, communication and security. The company's IT services are among the most reliable and secure in the GCC and comply with all international standards.

***Omar Al Shanfari: Information Technology Authority encourages the private sector to invest in providing cloud services***

***The company provides services to more than 400 organizations and is studying regional expansion in the region***

# New projects for Duqm Port and Refinery to play their roles in economic development

*Construction of roads (1) and (5) in Port area at OMR 38.8 million*

*Execution of detailed design and construction of services corridor from the Duqm Refinery to liquid and bulk berth*

**Muscat - Duqm:**

The Special Economic Zone of in Duqm (SEZD) is witnessing the implementation of several projects in the infrastructure sectors in order to achieve its objectives in economic development. In this context, H.E. Yahya bin Said bin Abdullah Al-Jabri, Chair of the Special Economic Zone Authority in Duqm (SEZAD), signed on 15 February 2018, the agreement on the implementation of roads (1) and (5) in SEZD at a cost of about OMR 38.8 million.

H.E. Yahya bin Said bin Abdullah Al-Jabri, The Chairman of the Board of Directors of the Special Economic Zone Authority at Duqm (SEZAD) signed an agreement for the construction of the two ways (1) & (5) in the Special Economic Zone at Duqm with a cost estimated at RO. 38.8 Million and another agreement to undertake the detailed design works and construction of the service road from Duqm Refinery to the bulk liquid products dock with a total cost of RO. 9.6 million.

The First project was entrusted and awarded to Khalid bin Ahmed and Sons Company and it is expected to be completed within a period of 27 months as of the date of award while the other project was awarded to Qurum Projects and Maintenance Company in collaboration with Patel Company and expected to be completed within a period of 548 days.

The Implementation of the two projects comes in support of the Authority's efforts exerted for completion of the infrastructure serving the Special Economic Zone in Duqm.

**TWO NEW ROADS**

The project undertaken for the construction of the two ways (1) & (5) is deemed as one of the vital projects for the Special Economic Zone in Duqm since they serve as a bridge between Duqm Port Area and the refinery and other strategic projects which will be implemented in the period ahead at the Heavy Industries Area and the new projects contribute to the empowerment of Duqm Port and Duqm Refinery perform their mandated tasks and duties in the process of the economic development.

Signing agreement for construction of services corridor from Refinery to liquid materials berth

Way no. (1) is considered a stretch for the currently existing road which was implemented in the course of Duqm Port 1st Package Project (IP1) as it begins where the existing road ends nearby the crossroads leading to Oman Dry Dock Company and ends at the main road (i.e. Sultan Said bin Taimour Way) whereas Way No. (5) stretches from the existing crossroads connecting both ways (1) & (6) and ends at Duqm Port Bulk Liquid Petroleum Products Loading Dock.

Pursuant to the above said agreement, both ways (1) & (5) will be connected to Sultan Said bin Taimour Road via the construction of a 1.62 KM long Dual Carriageway..

Road No. (1) is 3.93 KM long and it is a dual carriageway of two routes whereas Road No. (5) is about 3.3 KM long and it is also a dual carriageway and it will be equipped with LED lighting system.

The said agreement has also provided for the construction of two 6.7 KM long service roads including the Soil Improvement Works and the Water Drainage System.

**DUQM REFINERY SERVICE CORRIDOR:**

The project for construction of Duqm Refinery Service Corridor is one of the key projects that should be implemented for the completion of the refinery which is one of the greatest investments in Duqm.

The project works cover the following: the Establishment of a Service Corridor for the transportation of the Refinery Petroleum Derivatives and its peripherals such as cables, roads and the required protection fences. The service corridor stretches from the location of Duqm Refinery till the Export Jetty at Duqm Port with a length of 6.5 KM and Width of 37.2 M and other checkpoints as per the design.

The project includes all the works required for preparation of the corridor to extend the export pipelines and their peripherals in terms of soil rehabilitation and maintaining the engineering levels as per the designs and technical specifications. The project also includes the construction of roads along the corridor and implementation of bridges to extend the pipelines as the route crosses valleys and channels, the matter that requires the construction of upper passages for the pipes to avoid any obstacles that would impede the transfer of petroleum products for export purposes. Moreover, the project also includes the construction of a protection fence of the same length on both sides to protect the pipelines against vandalism.

*New roads link Duqm Port to Refinery and heavy industries projects*

Signing agreement of roads 1 and 5

*Linking Sultan Said bin Timor Road to Duqm Port and Refinery, new service roads and water discharge conduits*

*As Part of Duqm Interviews 2018 «Your Future With Us»*

# Provided over 270 Job Opportunities for the Omani Youth

*Provided 140 direct job opportunities and 130 training opportunities ending up with employment*

*Introduced several training initiatives and programs and provided various scholarships to develop human resources and encourage young people to work in Duqm projects*

**Duqm - Duqm Economist :**

The Companies operating in the Special Economic Zone at Duqm have provided over 270 job opportunities including 140 direct job opportunities and 130 training opportunities ending up with employment for the young people.

That was the outcome of Duqm Interviews Event for the Year 2018 on the Training and Employment Opportunities that was organized by the Special Economic Zone Authority at Duqm «SEZAD» in collaboration with the Ministry of Manpower «MOMP» and the National Training Fund «NTF» entitled «Your Future with Us» held at Crown Plaza Hotel at Duqm.

The event was well attended by the youth willing to work in the Special Economic Zone at Duqm and to draw on and benefit from the local and international expertise operating in the region and to participate in and contribute to the national development efforts currently witnessed by Oman.

This remarkable event comes as a part of the efforts exerted by the Authority in order to create convenient job opportunities for the Omani youth particularly those of Duqm and other areas of Al Wusta Governorate in collaboration with those companies existing and operating in the region. SEZAD draws on many events and programs to promote and support the efforts aiming at developing the Human Resources and encouraging the projects to be implemented in this area.

The convening of this event complements the efforts of the authority through the Local Community Development Committee, the Partnership and Development Circuit in SEZAD and the attention paid thereby to the Social Liability for the training and rehabilitation of the Job-seekers.

It should be noted that SEZAD has introduced several training initiatives and programs and provided various scholarships with the objective of the rehabilitation of the Omani Youth to work in various companies existing and operating in the Special Economic Zone at Duqm.

## *Adoption of 11 schemes for industrial investments last year*

# Industrial sector accounts for 78.5% of the total number of plots allocated in 2017

**Duqm - Duqm Economist :**

Last year, the Special Economic Zone Authority in Duqm (SEZAD) approved 11 schemes for investment in the industrial sector to meet the growing demand of industrial companies to invest in the Special Economic Zone in Duqm (SEZD).

The number of new schemes in the zone of varied light industries were four, while there were three schemes in the zone of heavy industries, three in the fisheries industry sector and one in the medium industries.

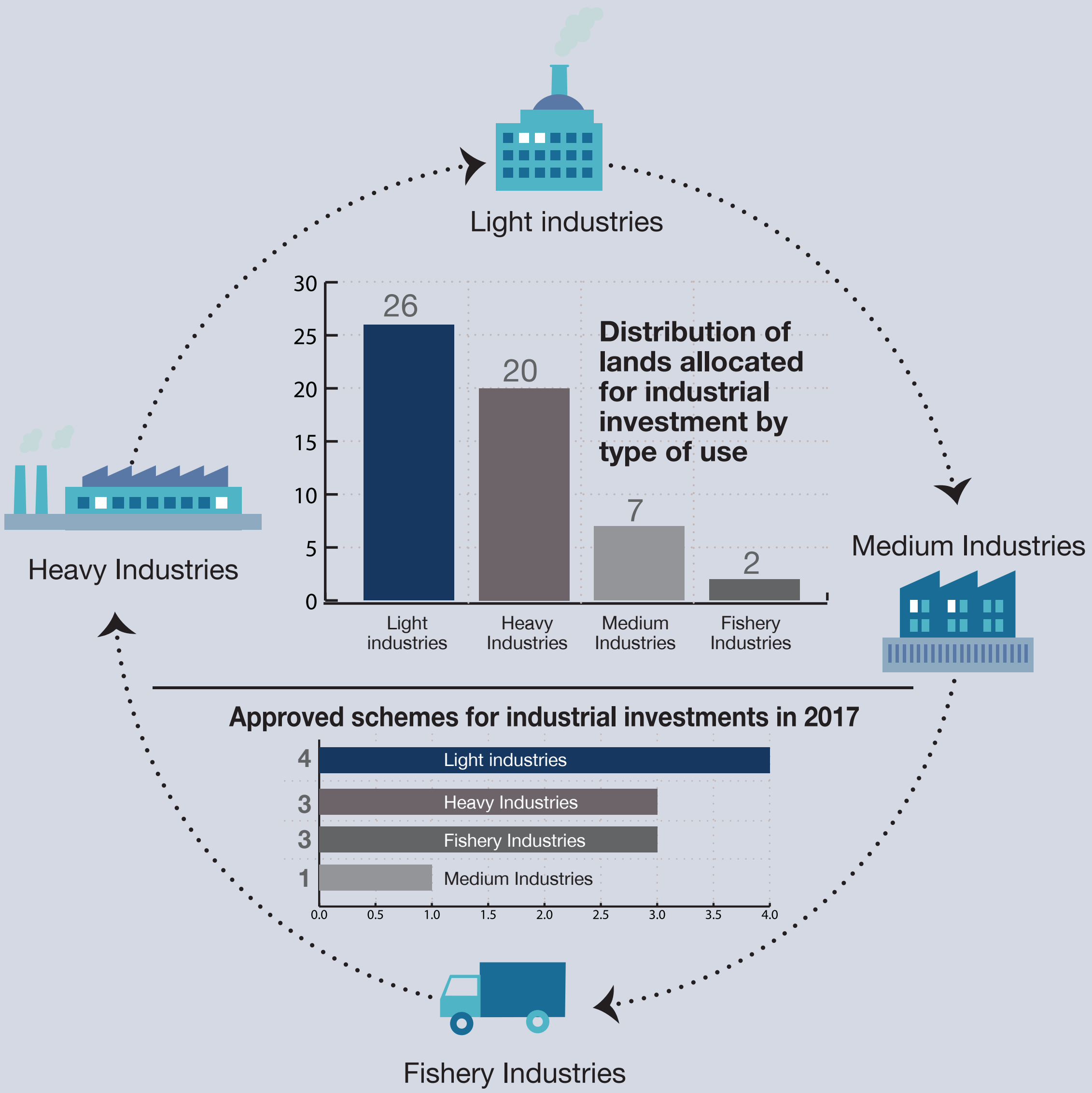
Last year saw the allocation of 55 plots of land to invest in the industrial sector out of 83 plots allocated to invest in various sectors available in SEZD. The industrial sector had 78.5% of the total number of plots allocated to investment last year.

**Light industries in the lead**

The light industries sector accounted for the largest number of plots allocated for industrial investments in 2017 with 26 plots, 20 for investment in the heavy industries sector, 7 in the medium industries sector and two in the fisheries industries sector.

Last year witnessed a great demand for investment in commercial residential buildings and SEZAD allocated 70 plots to invest in this sector, three land the use of logistics and one for tourism investment.

***Allocation of 55 plots for investment in industrial sector***



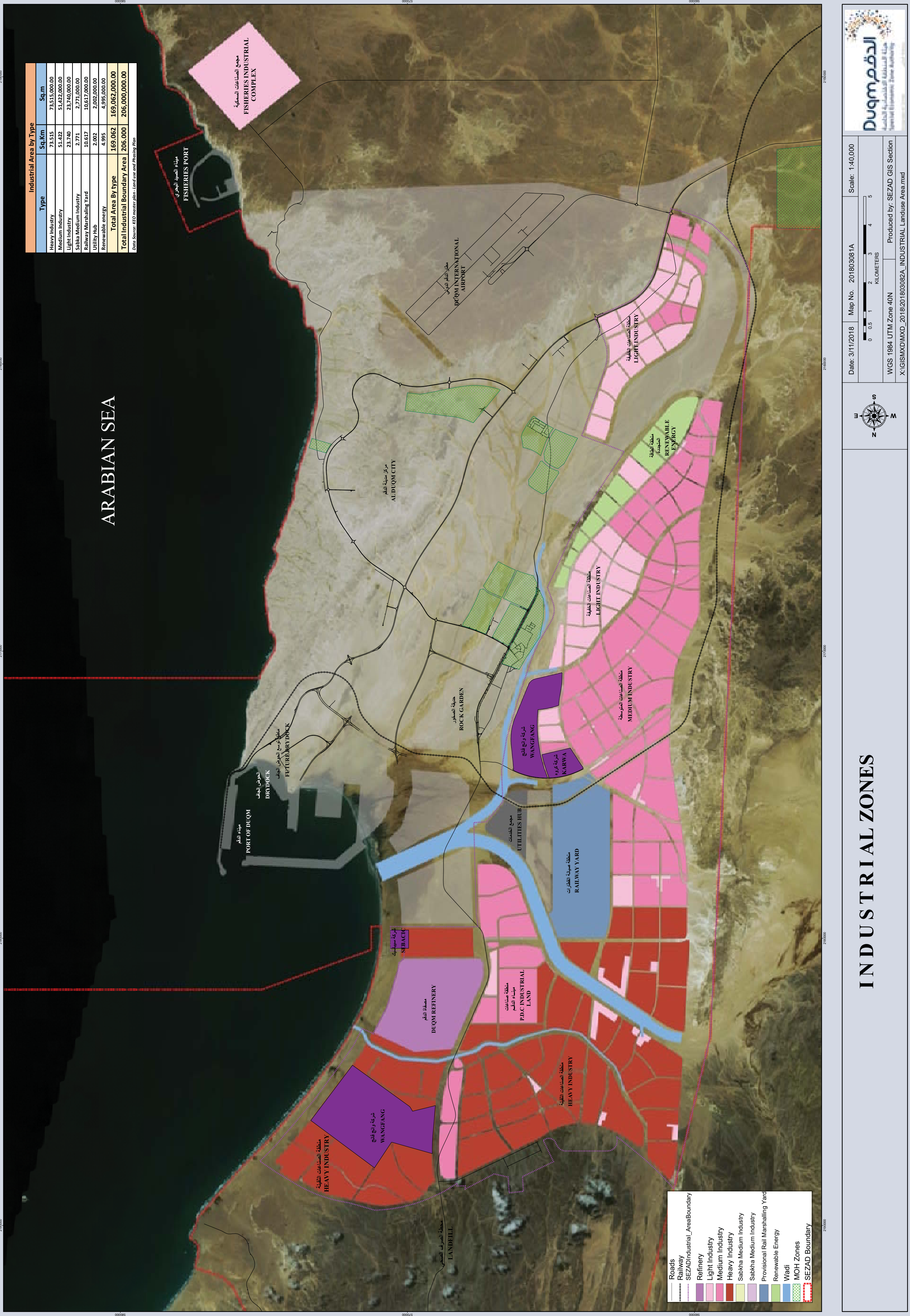
*SEZAD Deputy CEO to الدقم Duqm Economist:*

# Allocation of 177 square kilometers for invest in industrial activities in Duqm

**Muscat - الدقم Duqm Economist:**

**The Special Economic Zone Authority in Duqm (SEZAD) has allocated an area of 177.5 square kilometers to settle industrial activities in several industrial zones including heavy, medium and light industries, renewable energy projects, railway, and fishery industries.**

**«This area will be developed in several stages according to the level of demand and growth witnessed by SEZD region» said Ismail bin Ahmed Al-Balushi, Deputy CEO of SEZAD. He pointed out that 73.5 km2 for heavy industries, 51.4 km2 for medium industries, and 23.7 km2 for light industries, 7.5 km2 for the fish industries, and 5 km2 for renewable energy projects.**




**Map showing all locations of industrial zones within SEZD Master Plan**

Recent picture of SEZAD building in Duqm that recently received the staff as part of efforts to develop the services provided to investors

***OMR 11.2 billion industrial investments expected during the coming period***

***Duqm Refinery and Petrochemical Industries Complex top the industrial projects followed by Sino-Omani City***

***Providing various industrial zones including heavy, medium, light and fish industries***

**Industry is a major driver of SEZD**

He stressed in an exclusive interview to Duqm Economist that the SEZAD attaches great importance to the industrial sector as a major driver for SEZD, stressing the importance of industrial activities in boosting the national economy, increasing the local output, providing job opportunities for citizens and the goods needed by society. He indicated that SEZAD is working to translate these objectives into real opportunities through the facilities provided to the industrial sector and encouraging local and foreign companies to invest in SEZD.

**Government investments in the industrial sector**

He noted the support provided by the government to the industrial sector and pointed out that the government has invested huge sums to build the infrastructure that enables SEZD to attract various investments, especially industrial investments. «The government is also the most prominent investor in the industrial sector through the projects implemented by Oman Oil Company, such as Duqm Refinery, Petrochemical Industries Complex, Ras Markaz Oil Storage Terminal, gas delivery to SEZD and provision of services to the industrial zone,» said Al-Balushi.

**Volume of industrial investments**

Al-Balushi said that the industrial investments expected to during the coming period amount to about OMR 11.2 billion, including Duqm Refinery and Petrochemical Industries Complex at about OMR 6.5 billion (USD 17 billion), the Sino-Omani Industrial City of OMR 4.1 billion (USD 10.7 billion) in addition to 85 diversified industrial projects at a total cost of OMR 534.2 million. These include two cement factories at a cost of OMR 265 million for Al-Wusta Cement Company and the second at OMR 170 million for Duqm Cement Projects Company. They also include a project of bus manufacturing established in a strategic partnership between the Sultanate of Oman and the State of Qatar at OMR 34.6 million, the SEBACIC Refinery, the cost

Sino-Omani Industrial Park is looking to create 35 diversified projects

## The top 10 industrial projects

- The Amount Omani Rial

### Cement factory
Al Wasta Cement L.L.C
Oman
265,000,000

### China - Omani industrial park
Oman Wanfang
China
4,117,402,800

### Refinery & Petrochemical Industries Complex
Duqm Refinery
Kuwait Oman
6,541,617,000

### Castor Oil derivative manufacturing factory
Sebacic
India Oman
24,000,000

### Assembluy of buses, cars,etc
Karwa Motors LLC
Qatar Oman
34,632,360

### Cement factory
Duqm Cement Projects International LLC
Oman
170,000,000

### Crusher
Duqm Quarrying and Crushing
Oman
24,000,000

### Manufacture of industrial and home gas
Global for gas services
Jordan Oman
5,000,000

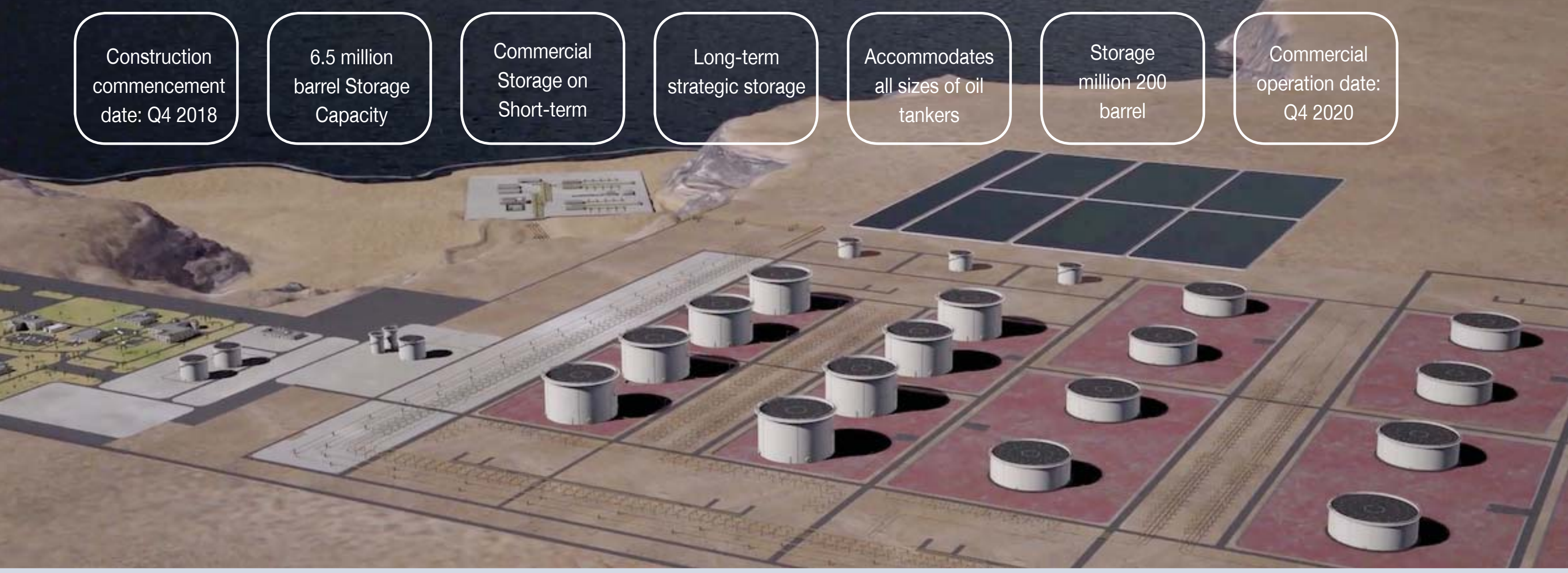
### Fishery products
Darvesh Investment
India
6,000,000

### The volume of industrial investments in the SEZD

| Sr. | Project | Investment volume (OMR) |
|---|---|---|
| 1 | Duqm Refinery and Petrochemical Industries Complex | 6,541,617,000 |
| 2 | China-Oman (Duqm) Industrial Park | 4,117,402,800 |
| 3 | Various industrial projects up to 85 projects | 534,235,360 |
| Total | | 11,193,255,160 |

### Fishery products
AL Pha Fishco
India Oman
2,700,000

# Ras Markaz Oil Storage Terminal




*Duqm keeps abreast with the requirements of major industrial companies to obtain the necessary plots of land for their projects*

of the first phase of which is about OMR 24 million, as well as many other industrial projects distributed on various industrial zones in Duqm.

He pointed out that the investor map indicates that the number of nationalities investing in the industrial sector is 14, including Oman, Kuwait, China, India, Qatar, Iran, UAE, Egypt, Iraq, Ireland, Kazakhstan, Jordan, Pakistan and Syria.

**Target Industries**

«SEZAD focuses on strategic projects that achieve high economic value while supporting the growth of small and medium enterprises that provide many services to large companies,» said Al-Balushi. He pointed out that SEZAD strategy in this field resulted in attracting many important industrial projects, such as Sino-Oman Industrial City, which plans to establish about 35 industrial projects in a number of sectors. He added that SEZAD has allocated about 1172 hectares, or 11.7 km2 to establish the Sino-Oman City in three separate sites, i.e. heavy industries zone, medium industries zone and the tourist zone where a 5-star hotel will be built.

**Promotion of investment opportunities**

He pointed out SEZAD efforts in promot-

*Providing an integrated package of incentives and advantages for investment, such as tax and customs exemptions and granting of usufruct for long periods of time*

## Incentives and Advantages of Investment in the Industrial Sector in Duqm

- Distinctive location on the Arabian Sea overlooking the Indian Ocean.
- Variety of industrial zones to meet investors' needs.
- Multi-purpose port that allows industrial investors to export and import.
- Providing the land area needed by investor.
- Establishment of an oil refinery and complex for heavy industries.
- Exemption from income tax for renewable thirty calendar years from the date of commencement of the activity.
- Exemption from customs tax on goods imported from outside the Sultanate to SEZD for goods and goods exported from SEZD abroad.
- Usufruct lands in SEZD for up to fifty calendar years renewable for similar periods in accordance with the rules determined by SEZAD.
- Full ownership of project capital by non-Omanis in exception of the Commercial Companies Law and the Foreign Capital Investment Law.
- Exemption from the requirement of the minimum capital invested in the project provided for in the Commercial Companies Law or any other law.
- Exemption from any restrictions on the import, circulation and conversion of foreign currencies, including the transfer of invested capital and profits outside SEZD.
- Exemption from the provisions of the Commercial Agencies Law.
- Allowing projects to open commercial representation offices outside SEZD provided they are registered in accordance with the provisions of the laws in force.
- Allowing importing all types of goods permissible in the Sultanate without prior authorization unless classified as explosive or chemical. In this case, their importation shall follow the rules stipulated in the relevant laws and regulations in force in the Sultanate.
- Facilitating the provision of all necessary services for projects through the same one-stop shop, including registration services in the Commercial Register and issuance of all licenses, permits, approvals and visas.
- Duqm is an integrated city with a number of investment areas in the sectors of tourism, trade and logistics.

ing the investment opportunities available in the industrial sector. He said that SEZAD is making great efforts to diversify investments in SEZD and promote investment opportunities available especially in the industrial sector. He indicated that the promotional campaigns SEZAD organized during the past years achieved many goals and contributed to attracting a number of projects to SEZD. He pointed out in this regard that Oman Company for the Development of the Special Economic Zone at Duqm (Tatweer Duqm) signed a memorandum of understanding with Adani Ports Company. He added that the cooperation between the two sides includes several development projects in SEZD Industrial and logistics sectors.

**Advantages of investment**

On the advantages of investing in the industrial zone in Duqm, Ismail bin Ahmed Al-Balushi said that the SEZD lies on the Arabian Sea open to the Indian Ocean with a strategic multi-purpose port. This will meet the requirements of the major industrial companies wishing to establish their projects on an open sea that allows them to transport their products to their Asian, European and African markets easily. Moreover, the industrial zone in Duqm is a vast area and allows investors to obtain the necessary space for their projects, thus keeping pace with the requirements of large industrial companies to obtain the plots of land needed for projects.

He explained that SEZAD provides an integrated package of advantages and incentives that encourage investment in SEZD. These include tax and customs exemptions and granting of usufruct rights for periods of up to 50 years renewable at an encouraging price of 500 Baisas per square meter per year in the heavy industry zone, 850 Baisas in the medium industries zone and OMR 1 in the light industries zone.

He added that SEZD is also characterized by a variety of areas of investment in the industrial sector. They include light, medium and heavy industries, fish industries and investment in clean energy projects and thus keep pace with the requirements of industrial investors. In addition, the proximity of Duqm to the sites of mineral raw materials contribute to providing investment opportunities for companies wishing to invest in this sector.

**Concern for the environment**

He said that despite the importance SEZAD attaches to the industrial sector, it is committed to protecting the environment from pollution. Therefore, SEZD planning has ensured that the zone of heavy industries is far from residential areas and other investment areas. SEZAD also applies strict environment and pollution controls. In 2015, SEZAD issued a regulation on environmental permits, which stressed the importance of preserving the environment in the various projects implemented in SEZD.

In conclusion, Ismail bin Ahmed Al-Balushi, Deputy CEO, called on local and international companies to invest in the industrial zone in Duqm and benefit from the incentives offered by SEZAD to invest in this field stressing that SEZAD provides various facilities needed by investors for the success of their projects.

***Focus on strategic projects that achieve high economic value and drive small enterprises to growth***

***14 nationalities invest in the industrial sector in Duqm***

***Promotion campaigns have attracted many industrial projects***

*The total value of the three contracts is about $ 5.5 billion*

# Signing the EPC agreements for the construction of the Duqm Refinery complex

***Nabil Borsieli: This project will transforms Duqm into one of the most important hubs***

**Muscat - Duqm:**

Duqm Refinery signed in February 2018 over three contracts with its Engineering, Procurement, and Construction (EPC) contractors for the construction of the 230,000 bpd refinery in Duqm. This was a follow up from the intention to award EPCs contracts announced by the project mid last year.

Duqm Refinery's EPC scope of work was divided into three separate packages. The scope of EPC 1 included the process units of the Refinery while EPC 2 consisted of the utilities and offsite facilities. EPC 3 included the product export terminal in Duqm Port. The Duqm Refinery dedicated crude storage tanks in Ras Markaz and the 80 km interconnecting pipeline from these crude tanks to Duqm Refinery.


The signing ceremony of the contracts was attended by Yahya bin Said al-Jabri, Chairman of the Special Economic Zone Authority at Duqm (SEZAD), in the presence of Eng. Esam bin Saud al-Zedjali, CEO of Oman Oil Company, Chairman of Duqm Refinery, Eng. Nabil Borsieli, President of Kuwait Petroleum International, Deputy Chairman of Duqm Refinery, Eng. Hilal al-Kharousi, Deputy Chairman of Duqm Refinery Company and several officials from different institutions.

SEZAD Chairman affirmed that Duqm Refinery project would have a positive impact on the zone as a second largest project in the zone after Duqm Port.

**World Energy hubs**

On his turn, Eng. Nabil Borsieli, said; “This mega project will ultimately lead towards transforming Duqm zone into one of the most important hubs for encouraging and promoting energy related industries regionally, as well as internationally” He added, “The project creates a great value proposition and can enhance prosperity for both countries».

***230 thousand barrels per day refining capacity of the refinery .. Banks financed 50% of the project***

*17 billion dollars expected cost of refinery and petrochemical complex*

*Construction works will start at the end of the second quarter of this year*

*The refinery targets the local market and the global .. The commercial operation between the end of 2021 and the beginning of 2022*

Chairman of Duqm Refinery Company pointed out that the refinery capacity will reach 230,000 barrels per day at a cost of USD 8.5 billion. The cost will be similar to the Petrochemicals Complex project, stressing that the banks will be required to finance the project with 50%, provided that the shareholders shall assume the remaining percentage of 50%.

Eng. al-Kharousi, Deputy Chairman of Duqm Refinery also commented on the occasion: "This is indeed a very important milestone for the project, it signifies the seriousness of the shareholder's decision to proceed on the project. This project will boost the developments efforts in Duqm". He further added, "The financing of the project has reached an advanced stage and we aim to issue a notice to proceed to contractors very soon».

Explaining that the refinery has reached advanced stages on the financing and the total value of the three contracts amounted to about USD 5.5 billion.

Duqm Refinery project is a 50/50 joint venture between Oman Oil Company and Kuwait Petroleum International is being established in the special Economic Zone of Duqm. It is a project that would synergize Duqm zone to make it a viable and strategic energy hub in the region.

The initial mobilisation of both Duqm Refinery and the contractor personnel is scheduled to commence operation in third quarter in 2018. And the total value of the three contracts is about $ 5.5 billion

*In Preparation for Commercial Operation Phase*

# Sebacic Oman begins initial testing of the Sebacic acid production refinery

**Duqm - Duqm Economist :**

Sebacic Oman announced the start of the initial testing of the Sebacic acid production Refinery. It is the first project of its kind in the Middle East that produces Sebacic acid which is extracted from castor oil. It is used in many chemical, plastics and pharmaceutical industries. It is also used as an intermediary in the manufacture of disinfectants, paints and perfume. This product is of high economic importance and leads to the promotion of many industries.

The initial tests are prepared for the phase of commercial operation of the project which is expected to be done during this year. The investment cost of the first phase of the project, which is being invested by the Sultanate and the Republic of India, is about RO 24 million.

The Sebacic Oman Company said that the refinery was designed with high-quality technology, and the latest management and information technology tools were used to manage the facility, explaining that it is working to rehabilitate and train national cadres to operate in various sections of the refinery.

The project allows the citizens to benefit from it by planting the trees producing raw materials in the Sultanate, namely the « Ricinus communis « known in the Sultanate for thousands of years. Its oil is used in several old and modern uses and it is easy to grow in different regions. The plan of the company includes encouraging Omani farmers to cultivate this tree in a scientifically studied manner, especially in unexploited agricultural areas.

At a later stage, the company plans to set up manufacturing industry facilities next to the refinery project.

***The cost of the first phase is RO 24 million.. The project is the first of its kind in the Middle East***

***The product is characterized by its high economic importance and its role in encouraging the establishment of many industries***

***The latest management and information technology tools are used to manage the facility***

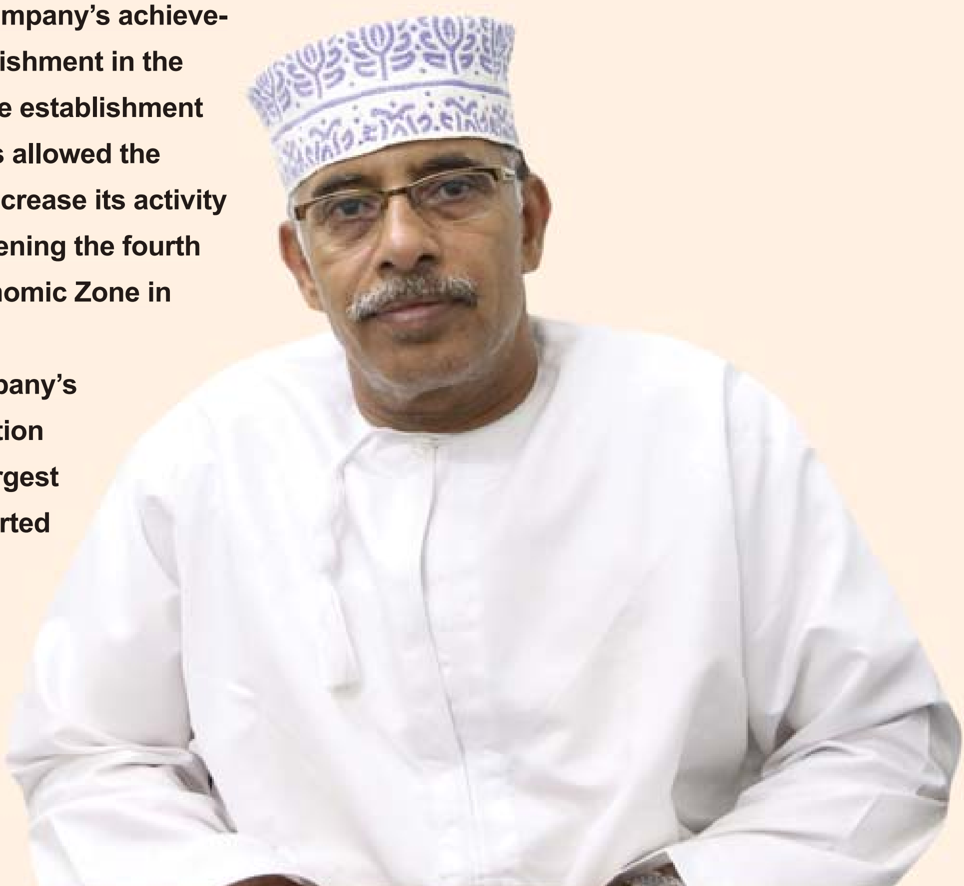
*The owner of the first fish products factory talks about his experience:*

# Jumaa Al-Humaidi said, «We succeeded in reaching the markets of Brazil, Malaysia, Thailand and Indonesia»

Duqm - Saleh bin Nabhan Al-Ma'amari

**Juma Bin Saeed Al Humaidi, General Manager of Masirah Sea Fish Products company, praised the company's achievements in the past years since its establishment in the first of September 1997 He said that the establishment of Special Economic Zone in Duqm has allowed the company to expand its activities and increase its activity in the field of fish products through opening the fourth factory in the Sultanate in Special Economic Zone in Duqm.**

**Furthermore, he stressed that the company's new factory in Duqm owns two production lines, which makes it the company's largest factory as its commercial operation started last year. He added that the company's production of its factory in Duqm has grown well over the past months to reach, in the beginning of the year, about 120 tons per day of frozen sardines. The capacity of stores and warehouses are 800 tons.**



**Quality Maintenance**

He added, «We are keen to provide the state-of-the-art equipment and plants from Germany and China.» He added that the plant is equipped with modern cooling equipment that reduce the temperature to 20 degrees Celsius below zero to ensure the safety of the product from damage. He also said, «We also conduct periodic inspections through the specialists and laboratories of the Ministry of Agriculture and Fisheries and the Ministry of Health to ensure their food safety.» «The proximity of the factory from the fishing centers ensures the rapid transfer and freezing of the fish and reduce the exposure to damage,» He added.

**Good Demand in International Markets**

Juma Bin Saeed Al Humaidi stressed that the Omani products are considerably demanded in the international markets. He said that the products of the factory are exported through the ports of Salalah and Sohar to Malaysia, Thailand, Indonesia, Brazil and recently, to the market of the Republic of Egypt. Now, we seek to reach the European markets. He pointed out that sardines in Duqm are of very high quality and of large size compared to some other sardines around the world.

**Many gains for fishermen**

Furthermore, he talked about the gains made by the factory in the area and the benefit of fishermen from the presence of a factory near them, adding, «We purchase sardines from the fishermen». This opened good markets for their products, which failed to find good alternatives in the past but to dry or transport them by land to the Sultanate or the Gulf countries which is very difficult and strenuous. In addition, the factory works around the clock and buys sardines from fishermen directly. It keeps them from the trouble and costs of transporting fishes.

**Adding Packing Unit**

He added that the good foreign demand for Omani fish products has led the company to expand its factory in Duqm to meet the market requirements and maximize the utilization of sardines. He pointed out that the expansion which started by the company includes adding a unit for packing fish in small boxes and exporting them to meet the local market requirements and export. He expects this expansion to be completed during the next year.

**Positive Investment Climate**

Juma Bin Saeed Al Humaidi confirmed that the company benefits from the positive investment climate in Special Economic Zone in Duqm indicating that the area enjoys huge fish wealth that contributes to the success of fish products projects, praising the efforts of the SEZAD in facilitating the procedures and its continuous efforts to overcome the obstacles and challenges. He expressed his hope to achieve greater expansions after the operation of the port of Duqm in a commercial way so that the company can export its products through it.

*Omani fish products are widely demanded in international markets*

*We managed to increase the production to 120 tons per day of sardines*

*Increasing the economic value of sardines is one of the goals achieved by the factory*

*There are many gains made by fishermen in Duqm by having a factory in the estate*

*We are committed to quality and conduct periodic examination by specialists and agriculture and health laboratories*

*Mamo praises quality of sardines and amount of oil available therein*

# Golden Fin lands in Duqm after two successful factories in India

***Daily production of 300 tons and investments up to OMR 2.4 million***

Duqm - Saleh bin Nabhan Al-Mamari

In an evening visit to the fishery sector located in the southern coastal area of the Special Economic Zone of Duqm (SEZD), I went to the Golden Fin International factory for the extraction and refining of oils from fish and marine creatures whose lights illuminated the place. The factory owner was waiting to take us on a tour of the factory, where more than 80 workers were working in all of its corridors and at its large equipment, which cost about OMR 2.5 million.

During the tour, the owner of the factory, Mohamed Bashir Mamo, briefed me on the way it works and the production line. He said, «We buy sardines from local fishermen and put them in the production line, and then fish goes into several units for processing and cleaning. Fish goes through many operations to reach large tanks for drying and oil extraction. Fish oil then enters another processing unit to become pure oil, while these devices and equipment that we brought from China separate and grind the remaining parts of sardines and convert them into a powder used for feed and fertilizer after placing them in bags and at specific weights to enter the sale and export phase.»

**Factory products**

During the course of his speech, Mohamed Bashir explained the production capacity and the factory products. He said that the plant processes about 300 tons of fish daily that pass through different units of which we get 30% as oil, which is a very high percentage because the fish here are of great size and quality. He pointed out that the final product is used for animal feed because the fishmeal rich in protein is useful for feeding poultry and animals, while fish oil contains Omega-3 and elements such as EPA and DHA.

**Third factory of company**

After our tour of the factory, Mohammed Bashir invited us to his office to tell the story

***Covers local demand for chicken and livestock farms***

China and India are the leading international markets for our fish oil products

of the company he and his sons run. His son Jasim is the factory chief executive and he was with us throughout the visit. Bashir said this is the third factory of the company after the first in Kerala and the second in Tamil Nadu.

**International markets**

During our intervention on the international markets targeted by the Golden Fin International, he said that they are providing products to meet the needs of the local market first. The farms of chickens and livestock are constantly growing and require such materials to mix to produce higher quality feed because their contents are fish residues. These products enter into other industries according to customers, while raw fish oil is exported to China and India as major markets in addition to other secondary markets in Thailand and Malaysia.

**For these reasons, we chose Duqm**

In response to the question about the choice of SEZD to expand the company's business, Mohammed Bashir Mamo said that the selection of Duqm came after several field studies and knowledge of the nature and atmosphere of the region and the advantages of the open sea to the rest of the world's seas, which enjoys a great maritime wealth. The cooperation of SEZAD with investors and their fast performance have had a great impact on our presence and the implementation of our business

Mohammed Bashir Mamo

here in SEZD.

«We started construction on 10 July 2017 and finished all work on 21 January 2018, i.e. within 7 months the plant was complete,» he added.

****

The smile was always on the face of Maha Mohammed Bashir Mamo, the owner of the factory, who accompanied us with great care and kindness, and before our farewell, he said, «In fact, we are also seriously considering expansion in the near future. Although we are new to SEZD, we expect success to be our ally.»

We chose Duqm after several field studies of its nature, climate and characteristics of its vast marine wealth

*Chief Executive Officer of Oman Drydock Company*

# Investment in the Steel Fabrication Industry Sector provides good opportunities for business growth

*Our services are not limited to ship repairs only but include thorough and extensive repairs*

*The Steel Fabrication Industry contributes to achieving many of the objectives related to the completion of major industrial projects in the Sultanate*

**Duqm - Duqm Economist :**

'The company will focus on investment in steel industry during the coming period, after achieving good success in this field and attracting local and international companies'. 'Said Hamoud Al Ma'wali, Chief Executive Officer of Oman Drydock Company, said

Eng. Said bin Hamoud Al Ma'wali

He also said that the company has been able to do other works through the last years. These works are not limited to the process of ship repair and maintenance but expanded to other works related to ship massive diversion from one use to another.

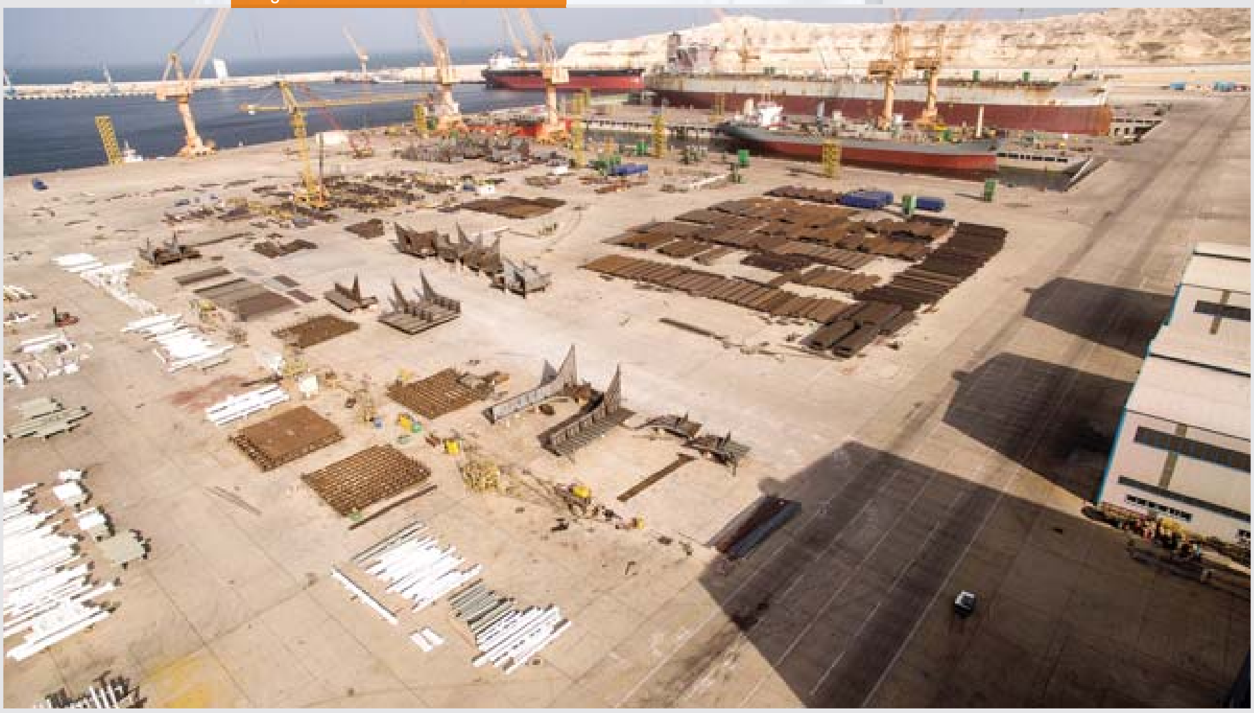
He added Oman Drydock Company seeks to diversify its areas of activity, which is mainly dependent on ship repair and maintenance. It also seeks to target works related to the Steel Fabrication Industry. The company's activities are not limited to general ship repairs but also include accurate and massive repairs of ships and construction of Steel Fabrication to meet the needs of market.

**Steel Fabrication Industry**

He continued: Steel Fabrications are now a priority of the company, and so we send an important message to the maritime sector in general and the industrial sector in particular that the company has the ability to achieve success in this area.

«The Steel Fabrication Industry contributes to achieving many of the objectives related to the completion of major industrial projects and construction of maritime platforms inside and outside the Sultanate,» he clarified. The company's proximity to oilfields enables it to deliver orders at record times.

He also said that during the



last period, the company has supplied the Rabab Harweel Oil Project with steel fabrications, which is a success for the company's strategy in this field. He stressed at the same time that the market of steel fabrications industry is growing well in the state of Duqm in particular and the Middle East in general, stressing that the company has the ability to meet the future requirements of this sector.

**Repair of Oil Platforms**

Eng. Said Hamoud Al Ma'wali referred to the company's efforts in repairing the oil platforms. He said that the company recently signed with GOM company in Singapore the agreement of strategic partnership and joint cooperation in the field of technical support for the repair of the offshore oil platforms. This matter is considered as an important step to prepare the company for manufacturing these platforms. The signing of this agreement comes as part of the company's efforts to diversify its business, diversify its sources of income and enter into the field of repairing oil platforms to become a major center for the repair and maintenance of the local and international offshore platforms.

***The market of the Steel Fabrication Industry is growing well in Duqm. We have the ability to meet the future requirements of this sector***

***We are working to make the company a major center for the repair and maintenance of local and international marine platforms***

**Misbah Qutb**
**An Egyptian writer specialized in economic affairs**
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# FRIGHTENING DIGITAL INDUSTRY

The literature on the negative, harmful, or even destructive impact of technological and digital advances on specific jobs and functions has markedly increased. Each of us receives at least one message every few days to remind us of this danger from a friend, news agencies or shared on websites. I do not know that research has examined the psychological and social impact of such messages, but we must be study and analyze them. News of this type usually says that the lawyer will not find work in the future because there is now more than one program through which a person can defend his rights or against any charge more efficiently than the most skilled lawyer will. It also says that the physician will not find work in the future is because the computer programs developed diagnose and describe the treatment better than any physician does. As has been said for years, the largest factories now can be managed with a handful of workers because of robots and so on.

Interestingly, most of those who send these messages to you are the same people dazzled with new and evolving technologies and information technologies. They say that they will solve all human problems and remove all their suffering but forget to answer the logical question: how will they do this while uprooting all those millions?

Shaking human confidence in oneself and in his ability to continue active in life cannot serve human development. I do not mean to convey false comfort or promote unfounded peace because none can hide the intricacies of human life. They have begun more than two centuries ago. Well-known novels and writings by French and English thinkers highlighted the suffering of the burdensome man in the modern city quite early, i.e. the city of industry, congestion and trampling the individual. Therefore, it makes sense that the complications are now tougher. However, what I would like to point out is that technological progress, as the data indicate, has all the time gone hand in hand with increasing employment globally. There is a well-known saying that the smaller the number of workers on the front, the more they are in the back office. In other words, the expansion of using technology for production or provision of service increases the number of workers who maintain electronics, transport and various services and provide technical support and analysis of data etc. Even if the latter class uses technology, the rule remains true as in this case, it is like a front office with back offices and so on. I think that equation will continue to work. For example, in the United States, the world's most developed country in information technology, we have seen how employment in services has increased, including semi-skilled labor.

On the other hand, the technology itself encourages the establishment of a strong global public opinion regarding the so-called humanization of technology, that is, to make it a real servant of man rather than a master that controls man.

In addition, technological development creates in parallel a wonderful demand for heritage industries and a bitter nostalgia for all that is "handmade". We all feel this in many situations, perhaps every day, and this means more jobs for the less educated workers with low technological capacity.

However, let us not bury our heads in the sand because there is a real danger in terms of the serious uneven ownership of technology between countries and within each country. The Head of the American Chamber of Commerce in Cairo told me that a delegation from the Chamber met in Washington with the well-known American writer Thomas Friedman in mid-March last year to discuss the Egyptian and Arab relations with the United States and ways to develop it. However, Friedman took most of the time to talk about technological progress and its implications and the countries or communities that will be able to stand up and continue and that will fall in this race. This is a matter of fact, but Friedman may be starting from a mental area that believes that technology means military and economic empowerment that makes a country dominate or even weaken another. I believe that the technology that increases production rate in successive and amazing forms will make it more in the interest of the strong country to have broader markets to accommodate all this quantity of products. Moreover, no one can say that only one people monopolize the advantage of innovation in technology. In Duqm, in any part of the Sultanate, Egypt or in Sudan, and in any country in the world, spread among your workers, employees, engineers and physicians confidence in the future and see to their acquisition of its tools. Human progress does not stand at one stage or wave, and does not confine to a circle whose insiders live while those outside it die.

*CEO of PEIE in an exclusive interview with Duqm Economist :*

# We focus on enhancing the competitive position of PEIE regionally and globally

Hilal bin Hamad Al-Hasani

**Muscat - Duqm Economist :**

**Hilal bin Hamad Al-Hasani, CEO of the Public Establishment for Industrial Estates (PEIE), confirmed that the PEIE is working on enhancing its competitive position benefiting from the investment climate and political stability and geographical location of the Sultanate.**

**In an exclusive interview with Duqm Economist, he indicated that PEIE has considered restructuring its legal system and re-engineering all its operations to ensure regional and global competitiveness through attracting foreign investments and preserve the national investments. PEIE has considered its industrial estates to act as business incubators.**

**PEIE runs 7 industrial estates namely Rusayl, Nizwa, Sohar, Al Buraimi, Raysut, Sur, and Sumail as well as it manages and operates the Knowledge Oasis Muscat (KOM), which is specialized in the information technology industry and Al Mazunah Free Zone.**

**Launching the program of enhancing partnership with the private sector in the field of constructing, managing and operating the industrial estates**

**We focus on attracting major developers to all new industrial estates**

**Establishing a holding company owned by PEIE to develop and manage the existing estates.**

**Approving the investment request and signing investment contracts within a maximum of 10 days**

### Increasing Investments

Hilal bin Hamad Al-Hasani said that the amount of investments in the industrial estates exceeded RO 6.32 billion by the end of last year. He added that PEIE is closely following global developments and is working to limit their negative impact on the industrial sector in the Sultanate. He confirmed that PEIE is working to maximize the benefit of the application of international conventions, which are based entirely on the freedom of movement of persons and funds among States and freedom of investment in light of the liberalization of foreign trade and benefit from international cooperation agreements relating to tax aspects and the non-duplication of the payment of taxes among countries and the absence of restrictions or preferential requirements for national investment or for the national products and the treatment of investments and relative parties.

### Legislation Development

He added that PEIE has completed its legislative package and has an integrated legislative guide to act as a base for local and foreign investment, regulate the relationship between PEIE and the investor, as well as regulate the relationship with all parties involved in the investment process. The Royal Decree no. 32/2015 promulgates the system (law) of PEIE. Under it, the investment regulations and regulations on violations and sanctions, which constitute an integrated legislative system, were issued. Under the new legal frameworks, all prior approvals for the acceptance of investment have been cancelled, and usufruct or leasing rights will be as per requirements related to practicing investment activity. This will allow the approval of investment application and signing of investment contracts to be finalized within ten days maximum.

### Cooperation with the Private Sector

Hilal bin Hamad Al-Hasani praised the cooperation between PEIE and the private sector. He said that PEIE has based its medium and long term plans on cooperation and active partnership with the private sector to enhance its role and contribution to the comprehensive and sustainable economic and social development in the Sultanate. PEIE has adopted a program to strengthen partnership with the private sector in the field of constructing, managing and operating industrial estates and specialized economic zones.

### Attracting Major Developers

He explained that this program includes three main pillars; the first pillar is related to theattraction of major developers to all the new industrial estates and thus PEIE would not directly invest in the development operations. The second pillar is related to opening the way for the private sector to work under the umbrella of PEIE as owners and developers of the economic areas through a variety of investment activities. Finally, the third pillar of the program is related to the establishment of a holding company owned by PEIE to develop and manage the existing industrial estates.

### Opening Investment Opportunities in New Industrial Estates

Regarding the mechanism of action to implement these pillars, Al Hasani said that PEIE launched during the current year a two-year program through which it will open investment opportunity in the new industrial estates located in a number of wilayats for the local and foreign private sector. Under this program, PEIE will attract local and international industrial developers to invest in the construction, management and operation of specialized investment areas. PEIE

has worked on establishing rules, procedures and legislative frameworks that grant developers with a lineup of incentives and define their rights and duties clearly, which include granting them usufruct contract for up to 99 years.

### Increasing the Expansion of Economic Zones

He pointed out that this program also focuses on increasing the expansion of the various economic areas, explaining that PEIE is working on the establishment of special controls for granting approvals for the private sector to establish areas owned by it, or areas where it owns the rights to use the lands outside the lands of PEIE. Moreover, PEIE aims at benefiting from the international and regional expertise in the fields of construction, management and operation of economic areas. This will open the way to attract international operators for the estates and public facilities, in addition to having contracts with them through management and operation agreements that last for a period up to 25 years.

### Various Gains

He pointed out the various gains that will be achieved by PEIE as a result of the implementation of this program, noting that granting developers and local and international operators the opportunity to invest in this field will contribute to increasing the competitiveness of the industrial estates of Oman and the integration of activities within the industrial community. It will also contribute to compete for the construction and operation of specialized areas through the industrial clusters by applying the best administrative practices in the management of operations in PEIE.

### Establishment of Oman Investment & Development Holding Company

Hilal bin Hamad Al-Hasani said that the establishment of Oman Investment & Development Holding Company, which is totally owned by PEIE will contribute to increasing the efficiency of the PEIE's role in development and upgrading the services provided therein. He added that the new company will construct, manage and operate the existing industrial estates. The company will establish development companies and management and operation companies for the existing industrial estates through partnering with specialized operators in this field. He said that it is hoped that the company will commence its operations during the second half of 2018. He added that a time-plan has also been shaped by PEIE to transfer the existing industrial estates to the holding company gradually, which will take into consideration that this will not have a negative effect on the offered services to the current companies, investors and clients.

### Strengthening the Industrial Process

Al-Hasani said that the program of 'Strengthening Partnership with the Private Sector' comes in support of the industrial march in the Sultanate that began with the establishment of Rusayl Industrial Estate in 1983. In order to contribute to comprehensive and sustainable development in all governorates of the Sultanate, the success story of Rusayl Industrial Estate has inspired to establish the Public Establishment for Industrial Estates in 1993. Today, PEIE is responsible for developing and managing seven (7) prime industrial estates, in addition to the Knowledge Oasis Muscat (KOM) and Al Mazunah Free Zone. Through these estates, PEIE aims at achieving its mission which is to «attract industrial investments and provide continued support, through regionally and globally competitive strategies, good infrastructure, value adding services, and easy governmental processes».

***The volume of investments in industrial estates exceeded R.O 6.3 billion by the end of last year***

***Opening investment opportunities in the new estates to local and international private sector***

***Granting the developers usufruct contracts up to 99 years in order to enable them to attract local and foreign companies***

*We focus on increasing the spread of economic areas and we seek to benefit from the global experience in construction and management fields*

The vision of PEIE is to enhance Oman's position as a leading regional centre of manufacturing, ICT, innovation and entrepreneurship excellence» through specific institutional values of innovation, transparency and credibility, responsibility and accountability, and institutional excellence. Since its establishment, PEIE has outlined a number of national objectives to be achieved in line with the development plan of the Sultanate's Government. These objectives comprise attracting foreign investments to the Sultanate and localizing the national capital, contributing to stimulating the private sector to achieve sustainable economic and social development, utilizing advanced technology, developing skills and performance of employees to develop their production, creating new job opportunities, encouraging exports and the establishment of export industries, and stimulating the other economic sectors including transport, tourism, banking, among other sectors.

**Defining Roles**

The CEO of the Public Establishment for Industrial Estates talked about the main objectives that PEIE seeks to achieve through the program of 'Strengthening Partnership with the Private Sector'. He added that the program aims at implementing privatization process in a smooth and effective manner in order to ensure the contribution of the industrial estates to the sustainable and comprehensive economic and social development. He indicated that as per the time-plan, the role of PEIE by 2022 will be linked to planning, regulating, monitoring and following-up; Oman Investment and Development Holding Company will develop, manage and operate and will act as a main developer in the existing industrial estates; and finally, the local and international development companies will act as main developers of the new industrial estates.

He added that the development operation procedures have been completed for a number of projects, which include Rusayl Industrial Estate (commercial area), Sohar Industrial Estate (facility building and residential village), Knowledge Oasis Muscat (sixth and seventh buildings), and Sumail Industrial Estate (facility building). Work is underway to announce a number of investment opportunities in the various industrial estates during this year.

**Focus on Economic and Social Development**

Hilal bin Hamad Al-Hasani, CEO of the Public Establishment for Industrial Estates, said that although the holding company will operate on a commercial basis; however, the economic and social development all over the governorates of the Sultanate will be the policy of PEIE, which represents one of the main government bodies in the development process. It aims at implementing its national strategy and the policies adopted, which comprise 13 policies and five strategic objectives linked to the national objectives that the Sultanate's government is seeking to implement. PEIE has completed the masterplan for Sur Industrial Estate, Sohar Industrial Estate and the Knowledge Oasis Muscat. Through the implementation of these masterplans, PEIE has been able to attract major investments to the three estates especially Sur Industrial Estate. By the end of this year, the development of Sumail Industrial Estate will be fully completed, and the development of the seventh phase in Sohar Industrial Estate will be completed. Additionally, the project of developing the second phase in Al Mazunah Free Zone will commence, and the expansion of Raysut Industrial Estate will be launched. A tender will be announced for the development of a phase in Nizwa and Sur Industrial Estates.

*Opening the opportunity to attract global operators to the industrial estates and their public facilities*

CEO of Raysut Cement Group:

# Duqm occupies a prominent position in the company's key marketing priorities

Interview - Mohammed Al-Shezawi

**Joey Josh, CEO of Raysut Cement, praised the promising opportunities in the industrial and other economic sectors in the Special Economic Zone in Duqm (SEZD). In an exclusive interview with Duqm Economist, he indicated that SEZD has been planned to become an integrated economic development zone that includes a seaport, industrial zones and villages for anglers and tourists. This will pave the way for the establishment of completely new settlements. He expected that cement consumption rates for development would reach 20 million tons highlighting that growth in Duqm represents excellent opportunities in terms of cement consumption and demand.**
**He pointed out that the investment opportunities available in SEZD and the current and future development projects have encouraged the company to put Duqm among the main marketing priorities in terms of investments.**
**The CEO of Raysut Cement Company touched upon several issues related to its investments in SEZD pointing out that the establishment of Al-Wusta Cement Company would be a new addition to SEZD and categorically denying any duplication between the cement filling station of Raysut Company in Duqm Port and Al-Wusta Cement Company stressing that both projects would be complementary.**
**He also addressed the challenges facing the cement sector in Oman, especially external competition, stressing that the cement companies are able to overcome these challenges by reducing costs and working with full efficiency. The details of the interview are as below.**

*Future developments in SEZD offer good opportunities for growth of cement industry*

*We provide 50% of the daily demand for cement in Duqm*

*Al-Wusta Cement Project will not affect Raysut's operations as urban development in SEZD offers good opportunities for growth of both companies*

### Early attention

***RCC is one of the first industrial companies which has invested in Duqm Special Economic Zone. What are the reasons that encouraged you to give a special importance to such zone?***

The Duqm SEZ is planned as being an integrated economic development Zone which will comprise of a sea port, industrial areas, fishing and tourist villages and hence pave way for a complete new settlement area both for local Omanis and expatriates. All this, with the planned support of a multimodal transport system will open access to nearby regions of the Arabian Gulf countries, Middle East, East Africa and Southeast Asia. As SEZAD is set within a land area of 2,000 km2 and 70 km. of coastline the cement consumption for the development will exceed 20 million tonnes to fully build all the infrastructure. At Raysut Cement we see this as a world of opportunities in terms of cement consumption and hence demand. Being the closest and hence the lowest cost supplier to SEZAD it was necessary to treat Duqm as one of RCC's core markets warranting the investment.

SEZAD is a major flagship project in Oman and will be a leading trade zone within the GCC. As an S.A.O.G company it is imperative that Raysut cement participates in the growth of Oman and hence it is important for us at RCC to give this region and market the required attention.

### Filling station with a capacity of 2000 tons per day

***How nice it would be to give the reader an idea about your project in Duqm and the objectives of such a project?***

RCC has a packing terminal in Duqm with storage silos and a packing plant with a sales dispatch capacity of 2,000 tonnes per day. The daily cement demand is in the region of 4,000 tonnes per day so RCC can supply about 50% of this demand. The automated packers make packing and hence truck turnaround times very rapid saving costs for transporters and providing the customers with exceptional service.

RCC also has a shipping arm with 2 captive vessels and some leased capacity as per requirements. With direct unloading facilities at RCC terminal this makes vessel discharge very rapid hence enabling a quick turnaround of the vessels. This is very advantageous for RCC.

### Demand levels for the company's products

***How do you evaluate the demand for***


CEO of Raysut Cement and the Editor-in-Chief during interview

***company's products at Duqm? Do you have any plan to increase the production?***

As the market is expanding rapidly, RCC has advanced plans to increase capacity to 4,000 tonnes per day. We estimate the daily demand to rise to 5,000 tonnes per day by next year and growing 6% each year after that.

Already in Duqm there exists a significant demand, most of which is currently being supplied by neighboring countries. This is mainly due to capacity limitations of RCC, this has now been corrected and soon only Omani companies will be supplying the Duqm market. For this, RCC has developed and implemented an aggressive distribution and service strategy which was implemented on 1st January 2018.

## Growth opportunities

***Due to the new partnership RCC and Oman Cement Company to establish 'Al Wusta Cement Company', will RCC cancel its packing plant at Duqm port?***

The Al Wusta cement project is a joint venture and will not impact RCC operations in any way. In fact the two businesses will complement each other by providing both domestic sales capacity and export potentials. The current demand and future potential will enable both plants to remain sustainable in the region.

## Expectations of rising demand

***What do you expect about the increase in demand of cement at Duqm Special Economic Zone (SEZAD) due to the increase of the urban development and projects?***

As experienced globally, such large scale infrastructure projects lead to surrounding support industry and townships springing up. We expect the region's population to grow rapidly leading to housing and related support system developments; these all mean high demand for building materials especially cement. We at RCC are very much prepared to service this demand.

## External competition

***It's clear that the cement industry in the Sultanate has witnessed a severe competition with the international companies. What is the impact of external competition on the company's performance and profits and how do you challenge such a competition?***

Over the past decade, neighboring countries, in particular the UAE have suffered from overcapacity and Oman has become

***4,000 tons daily demand rate for cement in SEZD currently and we expect an annual increase of 6%***

***We look forward for Omani companies to become the only cement supplier in the Duqm market***

***Bearish oil prices affected cement companies, but we are optimistic about the future***

*Steady flow of imports would put pressure on prices*

*Local companies to reduce costs and work efficiently in the face of external competition*

*Developed a strong and constructive sales and marketing plan to meet the challenges of the sector*

the natural export market for them. The aggressive competition in UAE and now Iran are putting pressure on prices to the extent of selling prices at Variable cost of production. At these prices, the local Omani cement industry have not been able to make the required CAPEX investments in efficiency improvements and expansions. This, however is not a sustainable position for the exporters to Oman and the situation will reverse rather rapidly within this year.

At RCC we have looked inwardly at our costs and have developed aggressive plans to reduce these to global benchmarks. Our selling and distribution strategy has also changed which will enable us establish RCC in Duqm.

### Effects of bearish oil prices

***The fall of oil prices has affected some economic sectors including construction and real estate projects. To what extent has RCC been affected by such a crisis?***

Just as most businesses in Oman, RCC has suffered due to lesser demand and increased competition from those countries which face similar conditions. This has resulted a decline in sales revenue and bottom line, however we are optimistic that this trend will now reverse.

### Challenges to cement industry

***What are the most remarkable challenges facing the cement industry in the Sultanate in general and RCC in particular?***

The continued influx of imports which continue to put pricing pressure. For RCC this is not an issue as far as Duqm market is concerned.

### Focus on sales and marketing

***What is your plan to face these challenges and to reduce and mitigate their negative impacts?***

RCC has a robust sales and distribution plan in place and will overcome these challenges.

### Future of cement industry

***What are your expectations concerning the future of the cement industry in the Sultanate within the coming years?***

We are very positive that the market will grow at an average rate of 7 to 9% per annum, which will be able to sustain the local producers. Some support in limiting imports will definitely assist however it is up to us as producers to reduce costs, be more efficient and be service oriented to ensure we maintain our market shares.

# Duqm hosts Representatives of Pension Funds and Government Investment Companies

Representatives of the funds during their visit to Oman Drydock Company.

*Ismail Al Balushi: We hope the economic zone be within the investment priorities of the governmental units.*

Duqm - Saleh Al-Mamari

On February 13, 2018, Daqm Special Economic Zone Authority organized a workshop for governmental units holding investment funds to inform them of the investment opportunities available in the region.

The workshop was attended by representatives of the Civil Service Employees Pension Fund, the Diwan of Royal Court Pension Fund, the Royal Oman Police Pension Fund, SHOUMOUKH Company, the Royal Guard Pension Fund, the State General Reverse Fund, the Ministry of Defense Pension Fund and a number of other funds and government investment companies.

Ismail bin Ahmed Al Balushi, Executive Vice President of the Authority, said that this seminar came to introduce the investment opportunities in the Daqm Special Economic Zone to the government investment funds. He stressed that the objectives of the region will not be achieved fully and satisfactorily except by the cooperation of all governmental and private bodies. He expressed his hope that the economic zone will be among the investment priorities of government units that have investment funds.

He said, in a speech addressed during the meeting, that the Duqm Special Economic Zone includes a number of diverse investment areas, which provides many options for local investment funds and government investment companies wishing to diversify their investments, enter the region and benefit from the advantages offered by the Authority. He also stressed that the Economic Zone Authority in Duqm was established to attract and settle investments and achieve the objectives expected from the region such as expansion of re-export and encourage the involvement of national manpower in the economic activities expected. Moreover, he stressed the responsibility of the Economic Zone Authority in Duqm in activating the urban expansion of the modern city of Duqm as well as protecting the environment in the region and thus ensure the continuity of the Economic region of Duqm as one of the best places in the Middle East whether for tourism, living, working or investing.

During the meeting there was a number of visual presentations of the Authority, Oman Drydock Company, Port of Duqm Company, Oman Oil Company and Oman Wanfang LLC. Visits to a number of projects in the region such as Duqm Port, Dry Dock, Zone of Heavy Industries and Petrochemicals and Al Nahda Village were organized.

Part of the meeting

*The region offers diverse investment opportunities before the local investment funds*

# SEZAD SIGNS DUQM WATER NETWORK EXPANSION AGREEMENT

During signs agreement

*Provides potable water for current and future projects in industrial zones*

**Muscat - Duqm Economist :**

The Special Economic Zone Authority at Duqm (SEZAD) signed On 19 March 2018 an agreement to expand the water network in the Special Economic Zone in Duqm (SEZD) as part of SEZAD plan to complete the infrastructure projects in SEZD and prepare it to attract various investments.

H.E. Yahya bin Said bin Abdullah Al-Jabri, SEZAD Chair, signed the agreement on behalf of SEZAD, and Mr. Ali bin Mubarak Al-Matar, Executive Director of the implementing company, Al-Matar Trading and Contracting, signed for the second party. The implementation of the project shall be within 548 days plus 30 days for preparations

The project of OMR 2.3 million aims at delivering potable water to several sites and investment under construction and future projects in SEZD, notably the zones of Light Industries, Heavy Industries, Medium and Light Industries and Rock Garden.

According to the agreement, two water tanks with a capacity of 500 m3, water pumping stations, and valve chambers shall be built along with the supply and installation of valves, connections to the existing water network, testing pipeline and accessories, and operation of the pipeline after construction. The length of pipelines under this agreement is about 17 km.

*Construction of two water tanks of 500 m3 and pumping stations and connection to current network*

*(MoD) and (DPC) and Tatweer Duqm signed the partnership agreement*

# Established company will provide the logistics and handling services in SEZD

During signs agreement

**Muscat - Duqm Economist :**

The Ministry of Defence (MoD) Pension Fund, Duqm Port Company (DPC) and Oman Company for the Development of Special Economic Zone in Duqm today signed the partnership agreement and its appendixes for the construction of a closed Omani joint stock company at SEZD.

This important step comes in a bid to increase the investment of the MoD Pension Fund in the logistic sector, diversify its investment portfolio, enhance the economic development in SEZD and create job opportunities for Omanis.

The company goals

The newly established company will provide the logistics and handling services required by the various friendly troops.

While MoD Pension Fund owns 55% of the company's capital, Duqm Port owns 30% and Oman SEZD Development Company owns 15%. The leveling of the project land has been completed and made ready for construction. The project is expected to be completed during the last quarter of this year.

The signing ceremony was attended by Mohammed bin Nasser al-Rasbi, Secretary General of the Ministry of Defence, Yahya bin Said al-Jabri, Chairman of the Special Economic Zone Authority in Duqm (SEZAD), Said bin Hamdoon al-Harthi, Undersecretary of the Ministry of Transport and Communications for Port and Maritime Affairs as well as a number of senior officers at the Sultan's Armed Forces.

*Providing logistics, support, handling and all logistical services needed by friendly forces*

*Increase the volume of investments of the (MoD) Pension Fund in the logistics sector*

# The one stop shop in Duqm starts its works in the new building of the SEZAD

*The one-stop station is the first investment destination for investment in the area. It offers various services to investors.*

*Issuance of industrial, tourist, mining, environmental and other economic licenses*

*Provision of public services such as registration of leases, issuing building and drilling permits and building completion certificates*

**Duqm - Duqm :**

The one-stop station starts its works in the new building of SEZAD as of the 4th of March 2018. This transition enables the promotion of the services submitted by the one-stop station to investors and customers.

The one-stop station at SEZAD is the first investment destination for investment in the area. It offers various services needed by the investors. The most important of these services include providing investors with the necessary information about investment opportunities in the area and procedures related to the submission of investment applications.

Furthermore, the one-stop station provides registration services in the commercial register of the area. These services include: registration of the project, its economic activities and its data in the Commercial Register. They also include continuous updating of its data and registration of mortgage contracts of the usufruct rights and assets of the project.

The one-stop station also issues the licenses for using the land of the area, registers usufruct contract, hands over the signs of the land to the investor through GIS software, issues the sketch plan and hands over the plot signs.

The specialties of the one-stop stations includes: issuing licenses to exercise the activities in the area, including industrial, tourist, mining and other economic activities licenses, as well as issuing environmental permits.

In addition, the services of the one-stop station includes providing public services such as the registration of leases, issuance, renewal and amendment of building permits, issuance of drilling permits, and issuance of building certificate of completion and services (electricity, water, telephone, etc.) delivery permits, licenses, health cards and others.

The one-stop station with its two branches in Duqm and Muscat was the only station that received 256 applications for investment in SEZAD in the last year including 141 applications for investment in the construction of commercial and residential buildings, 93 applications for investment in the industrial sector, 14 applications for investment in the tourism sector, 7 applications for investment in the logistics sector and an application for investment in the residential sector. .

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

# ONE-STOP SHOP

## YOUR GATEWAY TO INVEST IN DUQM

**WE ARE WITH YOU WHEREVER YOU ARE: DUQM, MUSCAT**

**Through its branches in Duqm and Muscat, the one-stop shop in the Special Economic Zone Authority in Duqm (SEZAD) provides various services necessary for the projects implemented in the Special Economic Zone in Duqm (SEZD).**

1- Provides necessary information and data for investors, and guidance and advice on investment opportunities available in SEZD and investment procedures.
2- Provides registration services in SEZD commercial register.
3- Issues land usufruct licenses and registers usufruct contracts.
4- Determines the location of the plot allocated to investor, issues survey Krooki, and hands over plot marks.
5- Issues licenses to practice activities in SEZD, including industrial, tourist, mining and other economic activities.
6- Provides public services, such as registration of lease contracts, issuance, renewal and modification of building permits, issuance of completion certificates, and issuance of utility extension permits (electricity, water, telephone, etc.), licenses and health cards.
7- Issues environmental permits.

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*With investments amounting to OMR 2.4 million*

# Starting the Construction of the First Integrated Commercial Center in Duqm

***Omar Al-Totonchi: We look forward to make the center a hub for business, service and leisure activities in the region.***

***Duqm is an economic city capable of providing all the growth potential of its companies***

***The presence of many major international companies in Duqm contributes to the exchange of experiences.***

**Duqm - Duqm Economist :**

Beladi Development Company announced the start of construction works for an integrated commercial project, the first of its kind in Duqm Special Economic Zone.

«The center is in line with the plans of Duqm Special Economic Zone Authority to provide all the elements that make Duqm a preferred city for living, accommodation and working,» said Eng. Omar Abdullah Al-Totonchi, CEO of the company, adding that the company is keen to provide all the reasons that make the center a forum for various commercial, service and entertainment activities in Duqm.

He also explained that the establishment of this center in Duqm is part of the investment vision of the company, which is based on the fact that Duqm is an economic city capable of providing all the growth potential of its companies. He pointed out that the presence of many major international companies in Duqm contributes to the exchange of experiences among them within a harmonious, multicultural and expertise society. «We are looking forward to benefit from companies engaging in the region in many aspects related to urban and human development as well as the experienceexchange», He said.

Omar Abdullah Al-Totonchi

**Distinct location**

The commercial center is located at the Exhibition Area, Sultan Qaboos Rd.linking between the port of Duqm and the airport. The commercial center building overlooks the Duqm Special Economic Zone Authority. The land area of the project is 6000 square meters while the building area is6620 square meters.

Eng. Omar Abdullah Al-Totonchi said that the cost of establishing the center is about OMR 2.4 million. The project includes local and international restaurants and cafes complex with all related accessories and services, as well as commercial offices with different areas, gymnasium and recreational areas. The commercial center also offers indoor and outdoor green areas. It is expected to operate the center with all its facilities in the last quarter of 2019.

**Attracting global brands**

«We are keen to attract a number of international companies specialized in the restaurants, hospitality and retail sectors. We will start a

CEO of Beladi Development Company explains to the editor the components of the project. The cities appear in the background where the company's branches are located

comprehensive marketing campaign with a number of real estate development and promotion companies in the Sultanate in order to achieve this goal,» he said about the brands that the company aspires to attract in Duqm. Pointing out that the company has many proposals and visions that will be discussed with the promotion companies that will contract with them. Stressing that the goal of the company that the new commercial center shall be a region characterized by civil and urban development to attract residents, visitors and employees in Duqm.

**Motivating factors**

He pointed to the reasons that made the company choose Duqm Special Economic Zone for the implementation of its commercial project, saying: There are many factors for this choice, most notably the facilitations we found from the Economic Zone Authority and the incentive to encourage investment in the region in addition to the geographical location of the region on the route of international shipping lines, which is expected to achieve the region's economic and industrial prosperity. Noting that the infrastructure in the region and giant government projects such as the port of Duqm, dry dock, airport and Duqm refinery confirm the Sultanate attention in the region; therefore, encouraging the local and international companies to invest in Duqm and Oman in general.

He added: «According to investment studies in other cities in the Gulf Area and the world, Duqm was characterized by the availability of success factors for investments such as the business environment, unique geographical location, facilities and incentives provided by the Duqm Special Economic Zone Authority. These factors have encouraged our company and many other companies to invest in the city».

Beladi Development Company is a subsidiary of Beladi International LLC Company, an Omani-based company engaged in construction, contracting, infrastructure and building materials trading, with branches in China and the Middle East.

*The project includes a restaurant complex with all accessories, services and commercial offices of different areas.*

*We expect the center to operate in all its facilities in the last quarter of 2019.*

*We are keen to attract the international companies specializing in the restaurant, hospitality and retail sectors.*

*A comprehensive marketing campaign will be made with the participation of a number of real estate promotion and development companies in the Sultanate.*

During the Excavation of the Commercial Center's Foundations.

# LOGISTICS PORTS IN THE SERVICE OF INDUSTRIAL SECTOR

**Dr. Ayman Al-Nahrawi**

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This article will give an example of the role that modern logistics ports can play in the service of the industrial sector. Rotterdam Port in the Netherlands will be the example given it is the largest port in Europe, surpassing major ports, such as Hamburg, Antwerp, Le Havre, Felixstowe, Barcelona, Genoa and other ports.

The Netherlands is the main gateway to Europe on the north-west, bordered by the North Sea to the west and Belgium to the south and Germany to the east. Rotterdam Port lies on the estuary of the Rhine and the Loire. This region is one of the busiest in Europe. Given its unique geographical location and global services, it has become one of the largest ports in Europe and the world. In terms of container numbers, Rotterdam Port is the largest container handling port in Europe and the seventh largest in the world, with a length of 40 km and an area of 10,000 hectares. It receives about 35,000 ships annually. The port includes 25 km of berths equipped to receive large ships with good links to the inland areas by road, rail, river transport, pipelines, as well as air transport rendering Rotterdam Port the main gateway to the European markets with population density of up to 500 million consumers.

Rotterdam Port primarily serves the Dutch economy and the Dutch foreign trade movement, which relies on the agricultural and industrial sectors. The industry sector accounts for one quarter of the country's gross national product. Iron and steel plants operate on the North Sea Canal near Amsterdam, depending on imported iron ore while shipyards are around the port. The city of Eindhoven is home to Philips, one of the world's largest electronics companies, which produces household appliances and electrical appliances. Other factories assemble cars, small commercial aircraft and industrial machinery.

The major industries also include processed foods, mainly dairy products. The Netherlands is one of the largest producers of cheese in the world. Other food products include sugar, chocolate and processed and canned meat. The textile industry produces cotton, woolen and synthetic fibers. The chemical industry produces drugs, fertilizers, paints, plastic, industrial rubber. There are also oil refineries near Rotterdam.

## PRIVILEGES AND INCENTIVES

- Strategic location of the port.
- It has a distinctive legislative and administrative system.
- Providing logistics hubs specialized in distribution operations.
- Multimodal transport services and their presence on inland water transport systems.
- Accuracy and quality of infrastructure in the main ports.
- Providing value-added activities, such as refill, trademark labeling, quality and assembly control, product testing and container repair.
- Its location near the cargo terminals, and the possibility of service of large vessels.
- High level of transport service and ports, and availability of terminals for handling containers.
- Availability of advanced communication systems, and their utilization in customs and tax systems.
- Possibility of providing trained labor and personnel.

## INTERNAL WATER TRANSPORT

The internal water transport is one of the most important means of transport in Rotterdam Port. It carries 50% of the goods transported to and from the port. It is also located on the estuary of the Rhine and the Loire rivers. It also connects to a network of waterways that link it with a number of European countries, such as Germany, France, Belgium Switzerland, Austria, Slovakia and Hungary. In addition, the Rhine and Danube Canal links the port to the Black Sea region, where various types of general goods, timber, dry and bulk materials are transported on the container barges, as well as cars. A strong locomotive pushes (4) barges with a load of 385 lorries at a time. Many regular ships also frequent the port to serve the European trade.

## ROAD TRANSPORT

It is more flexible used day and night by many different transport companies. There is a network of good roads linking Rotterdam Port to Europe. The port has also a huge transport network of pipes that can transport gas, oil and chemicals to many European countries. They transport 50 million tons of oil and chemicals annually to these countries. There is also non-stop rail transport to several international destinations with more than 150 trains serving 30 routes per week and links to the European rail network, which is one of the newest networks.

## AIR TRANSPORT

An airport near the port supports and enhances its being a logistics hub. Rotterdam Schiphol Airport is 75 kilometers from the port and used for handling special high-value goods, such as perishables and flowers known for the Netherlands, electronics and others.

## INFORMATION AND COMMUNICATION SYSTEMS

The use of the EDI system has become very necessary to ensure rapid release and clearance of goods and ensuring the coordination component for e-commerce port users, since it saves a lot of time and allows knowing all the data of the vessel three hours before leaving the port. This is due to the great development in the logistics service, as well as the help the company's website provides to customers to track their goods in a timely manner and receive customer inquiries.

## ADVANCED DISTRIBUTION CENTERS

Rotterdam Port Distribution Centers have succeeded in minimizing costs by following the tight synchronization and timekeeping system, the strategy of reducing the inventory rate at the production site, the use of transport economies of scale and adherence to the JIT principle, which is the mainstay of e-commerce .

## MODERN STORAGE

Rotterdam Port has a large number of ready-made warehouses according to the quality of goods after unloading them from containers and storing them in the appropriate warehouses. The port implements a high-level storage management system, issues the invoices for the goods and keeps customers informed of the status of their stored goods. As for the warehouses, they are customs warehouses or dry ports of three types. They include public warehouses that serve many customers, each with different products. The second type is specialized warehouses reserved for specific customers through the service of only one customer. They handle various goods through the same company. The third type is private warehouses that handle one class of goods from multiple customers from different countries.

Statistics reflect that success. The port handled 82.3 million metric tons of dry bulk cargo in 2016 and handled 223.5 million metric tons of liquid cargo in the same year. The volume of containers handled through the container terminals in Rotterdam amounted to 127 million metric tons, and 28 million tons of retail and general goods.

## DISTRIBUTION AREAS

Rotterdam Port has developed the concept of distribution by providing all the services needed by companies, including activities related to the transport of goods, administrative activities and value-added activities. We mention some of the related areas hereunder:

- Eemhaven Distribution Area: Operating since 1989 with an area of 35 hectares, it is near the Eemhaven container terminal. It has a large communication and transport ring through road and river transport barges.
- Maasvlakte Distribution Area: Operating since 1998 with an area of about 125 hectares. Most companies established their warehouses thereon. It is near the Eemhaven container terminal and serve the main tankers through it. It handles the main part of the containers in Rotterdam Port.
- Bottlek Distribution Area: Operating since 1995 with an area of 86 hectares, it is near Bottlek container terminal, where large quantities of chemical products are traded.

## ADMINISTRATIVE SYSTEMS

The administrative systems make Rotterdam Port a global logistic hub by following several strategic means to develop the port to the required level. Rotterdam Port follows effective strategic plans to provide infrastructure. In addition, the expansion of the port area contributes to the development container terminals, distribution areas, general cargo terminals, and terminals and warehouses for oil and its derivatives. The Netherlands planned for the future expansion of urban areas with high population density, as well as the construction of new cities serving distribution centers along with the spatial development of areas close to the in-transit terminal of Rotterdam Port, which has a thriving population.

## CUSTOMS REGULATIONS

Due to the development of the electronic communication system, the companies were granted their own licenses to implement customs clearance procedures, which helps expedite the efficient flow of all goods. Rotterdam Port has worked to provide benefits, such as not requiring the payment of import duties as long as the goods are still in storage or transferred to another European country. The customer has the right to pay the import duties at the final destination of goods. There is also cooperation between the customs and the logistics provider, who provides all the data on the goods that enter and exit the warehouses to customs through computer where customs issues ratification within several minutes. In the case of inspection of goods, the customs officials must be present within two hours of notification and if not, the goods are sent without customs inspection.

# SEZAD launches the third phase of its seminars in Governorates

Speakers at the seminar held in Wilayat Sur

*Encouraging large companies and SMEs to invest in SEZD*

*Seminars focus on investment opportunities available and invite private sector to invest in Oman*

*Highlighting investment procedures and incentives and considering challenges facing businesspeople*

**Duqm - الدقم Duqm Economist :**

In February, the Special Economic Zone Authority in Duqm (SEZAD) launched the third phase of its familiarization seminars in the Sultanate of Oman as part of its efforts to increase local investments in the Special Economic Zone in Duqm and encourage large companies and small and medium enterprises (SMEs) to invest therein.

These seminars reflect the depth of the partnership between SEZAD and the Oman Chamber of Commerce and Industry (OCCI) to promote investment opportunities in the Sultanate to employers and business owners and encourage the private sector to invest in the country.

Through these seminars, SEZAD seeks to reach out to businesspeople and owners wherever they are in the various governorates of the Sultanate to encourage them to invest in SEZD as part of its plan to increase local investments and encourage businesspeople to settle their projects in the country and benefit from the incentives provided by SEZAD to the investors.

The third phase of the familiarization seminars, launched from Wilayat Sur in South Sharqiyyah Governorate on 12 February 2018, highlighted the investment procedures, incentives and facilities offered by SEZAD to investors, projects under implementation, investments that SEZAD attracted over the past years and governmental efforts to establish the infrastructure of SEZD and preparing it to achieve its envisaged objectives.

The second seminar took place at the OCCI branch in Nizwa, Dakhiliyyah Governorate on 14 March 2018 while the third took place at the OCCI branch in Ibra, North Sharqiyyah Governorate.

**Various opportunities**

Saleh bin Homoud Al-Hasni, Director General of Investor Services at SEZAD, stressed the importance of these seminars in introducing businesspeople to SEZD and its investment climate and the various opportunities offered to investors there.

He said in a speech during a seminar held at OCCI branch in Wilayat Sur that this meeting came after a number of visits by businesspeople from South Sharqiyyah Governorate to SEZAD during which they learned about many projects SEZD. He indicated the importance of these meetings to discuss the


From the seminar held in Wilayat Nizwa

various issues related to investment SEZD and overcoming any challenges facing businesspeople towards investing in Duqm.

He added that SEZAD has prepared over the past years a comprehensive set of legislations that facilitate investment procedures in SEZD and that it looks forward to benefiting Omani companies from these facilities and increasing their investments SEZD.

**Presentations**

In the first presentation, Mr. Yousuf Al-Reesi, Specialist of Promotion and Investment in SEZAD, stated that SEZD has many investment advantages, such as the geographical location, proximity to major consumer markets, availability of large areas for various projects in various sectors, and ease of linkage to local and international markets through Duqm Port or Duqm Airport or land transport network.

The second presentation highlighted the main components of the new urban plan of SEZD. Eng. Hussein Bin Ali Al-Zidjali, Director of Infrastructure Projects at SEZD, reviewed the most prominent projects in SEZD, such as Duqm Port, Duqm Airport, Dry Dock, Duqm Refinery, Sino-Omani Industrial City, road projects and many other projects. In his visual presentation, he discussed the procedures for bidding, how to apply and the mechanism of awarding, as well as the application for works that can be assigned to SMEs.

Provide a clear and comprehensive picture of how to invest in SEZD For their part, officials of OCCI branches stressed the importance of these seminars in introducing businesspeople and business owners to the investment opportunities available in SEZD and the projects taking place there. «These seminars provide a clear and comprehensive picture of how to invest,» said Nasser bin Mohammed Al-Mamari, Deputy Chair of OCCI Branch in South Sharqiyyah. «They provide a clear and comprehensive picture of how to invest in SEZD and taking advantage of its encouraging incentives.» He expressed his happiness with the presentations in terms of information on the projects completed and underway in SEZD and the radical transformation in the development of the local community in Duqm.

Falah bin Ahmed bin Mohammed Al-Ruqaishi, Director of OCCI branch in Dakhiliyyah Governorate, said that these seminars are an opportunity to learn about the work environment and the opportunities available to SMEs in all sectors. «This is especially importance in this period that witnesses the completion of facilities in SEZD and the increasing attraction of investors from around the world and their need for logistical services,» added he.

SEZAD launched its familiarization seminars in the governorates of the Sultanate in September 2014, and then organized in 2015 the second phase of its local promotional campaign, which included the governorates of Musandam, Buraimi, Dhahirah, Dakhiliyyah, Dhofar, and North and South Batinah.

*Saleh Al-Hasni: We look forward to benefiting Omani companies from the facilities provided and increasing their investments in SEZD*

*Falah Al-Ruqaishi: Seminars are an opportunity to learn about work environment and opportunities for SMEs*

*Nasser Al-Mamari: Provision of a clear and comprehensive picture of how to invest in SEZD and benefiting from its advantages*


Seminar of Wilayat Ibra

# A delegation from the Jordanian Senate familiarizes with investment opportunities in Duqm

**Muscat - الدقم Duqm Economist :**

In March 2018, H.E. Yahya bin Said Al-Jabri, Chair of the Special Economic Zone Authority in Duqm (SEZAD), received the Jordanian delegation from the Parliamentary Friendship Committee between the Omani State Council and the Jordanian Senate headed by H.E. Nayef Al-Hadid, in the presence of the Honorable Mohammed bin Hamad Al-Masrouri, head of the Omani side on the committee.

H.E. Al-Jabri welcomed the delegation, stressing the depth of the relations between the Sultanate and Jordan, and the broad prospects for cooperation between the two brotherly countries in various fields, especially economy and investment.

He pointed out that the Special Economic Zone in Duqm (SEZD) has many investment opportunities and offers investors great facilities in order to attract investments. He added that SEZD enjoys many comparative and competitive advantages to become a regional shipping terminal and logistics gateway for the Gulf region.

He pointed out that SEZD has diverse investments: industrial, commercial and tourism, which qualify it to serve as a model for integrated economic cities.

The delegation watched a video presentation on the national goals for the establishment of SEZD, the most important of which are diversification of national income sources, providing more employment opportunities for citizens and development of Al-Wusta Governorate. The presentation also highlighted the incentives and offered by SEZAD to encourage businesspeople to invest in SEZD and the existing investment projects in Duqm.

During his visit to the Sultanate, the delegation of the Jordanian Senate visited the Sultan Qaboos Grand Mosque in Baushar and listened to a summary of its construction and the Royal Opera House during which it knew about its role and status as one of the leading institutions in the field of art and culture in the Sultanate.

# A Group of Columnists and Fine Artists Visit Al Duqm

**Duqm - الدقم Duqm Economist :**


The Duqm Special Economic Zone Authority (SEZAD) has organized a familiarization visit to Duqm Special Economic Zone for a number of Columnists and Fine Artists to keep them familiarized and acquainted with the Investment and tourist environment of the region and the variety of projects witnessed thereby in all various sectors.

The visit included the Rock Garden which is deemed as a remarkable geological and tourist site. During the visit, the writers and fine artists acquainted themselves with the characteristics of these rocks which have formed divergent temporal phases and expressed their admiration of this historic landmark and its geological and tourist importance.

The Visit that was paid thereby did also cover Sebacic Oman Refinery and have become aware of its importance, products and work currently in progress in this project and they have witnessed the fine art forms and designs that were produced during the last weeks in which the scrap iron materials leftover after completion of the construction works were utilized and they were impressed by the various artistic products expressing their admiration and paying tribute thereto while appealing for other companies to follow their example in terms of producing fine art works that reflect a smoothed and aesthetically pleasing appearance of the location in which these works will be posted.

Furthermore, the participants have also visited the dry dock and attended a presentation on the works and services to be provided by the dry dock and have become aware of the projects recently in progress in this area.

The Visit comes among the efforts of SEZAD to familiarize all segments of the society of the variety of projects and the privileges and incentives to be provided to the potential investors.

*A recent research study confirms that:*

# The legislations governing the work and investment in Duqm is one of the best legal systems in the Sultanate

**Muscat - :**

A recent research study concluded that the legislation governing the work and investment in SEZD is one of the best legal systems in the Sultanate.

In the study through which she received a master's degree in commercial law from the University of Sultan Qaboos, the researcher Azhar Bint Khalifa Al-Sobhiya said "The legislative regulations governing the operation of free zones in the Sultanate are very similar in many of the regulating articles to the privileges, incentives, facilities and legal guarantees provided by them. However, the legislations applicable in Al Duqm Special Economic Zone are the best.

In thesis titled "The Legal System of the Free Zones in the Sultanate of Oman and its Role in Attracting Investment… Al Duqm Special Economic Zone is a model" she pointed out that there is a strong relationship between investment and tax exemptions, incentives and legal guarantees granted to investment companies within Al Duqm Special Economic Zone, stressing that it is an important factor to attract and increase investment in them.

The thesis was supervised by Prof. Saleh bin Hamad Al Barashi, Associate Professor, Faculty of Law, Sultan Qaboos University. This study, which was approved in December 2017, was the first study of its kind to discuss the legal system of the free zones in the Sultanate and its role in attracting investment, especially with regard to Al Duqm Special Economic Zone. It aimed to study the legal system of the free zones in the Sultanate and in particular Al Duqm Special Economic Zone by defining the types of the free zones and their types, indicating their characteristics, objectives, economic and social importance to the host country, identifying the obstacles and problems facing the establishment of free zones and clarifying the differences between them and other similar systems. The study also aimed to study the role of licenses, tax exemptions, incentives and legal guarantees for investment companies in Al Duqm Special Economic Zone to encourage and attract investments to them and clarify the mechanisms of settling investment disputes in the region.

In this study, the researcher depended on the descriptive approach to clarify the nature of the free zones, their types and characteristics. She also depended on the analytical method for clarifying and highlighting the role of legal legislations in facilitating and attracting investments through analyzing the legal texts governing the work of Al Duqm Special Economic Zone, and analyzing a set of data and statistics available for this study.

**Researching Legal and Legislative System Reality**

Azhar Bint Khalifa Al-Sobhiya said that the problem of the study lies in examining the reality of the legal and legislative system of Al Duqm Special Economic Zone and its suitability to the requirements of foreign and domestic investment. It also lies in indicating the shortcomings in the relevant legal provisions in this regard and the role of these laws in attracting investments to Al Duqm Special Economic Zone.

She stressed that the Omani legislator is keen to provide the legal guarantees necessary for investors to provide an appropriate

***Azhar Al-Sobhiya: a strong relationship between investment, tax exemptions, incentives and legal guarantees granted to investment companies in Duqm***

***The study examines the reality of the legal and legislative system of the region and its suitability to the requirements of foreign and domestic investment***

***Several provisions confirm the interest of the Omani legislator in providing legal guarantees to investors***

***Geographical location, political stability, exemptions, incentives, infrastructure and availability of services are the most important factors for the success of free zones***

***The study emphasizes the need to encourage citizens to work in the projects established in Duqm and increase the percentage of Omanisation.***

***The study calls for economic promotion of the region and clarification of incentives, facilities and investment guarantees***

and stable environment for investment and protect it from political (non-commercial) risks. In this regard, she referred to the provisions relating to the prohibition of nationalization, and the seizure of assets of the operating company and the confiscation of any of them, or the imposition of receivership or implementation on them unless by court decision, and expropriation for a public purpose unless on the basis of fair compensation. She added that the purpose of these guarantees is to encourage investment and reassure investors that their funds are safe and are not liable for non-commercial risks. The law has ensured these risks

However, she pointed out that the Omani legislator did not expressly mention, in the legislations regulating Al Duqm Special Economic Zone, any provision regulating the mechanism of settlement of investment disputes that may arise between it and the investors or between it and other investors, and other disputes and disagreements that may arise in the region.

**Factors of Success of Free Zones**

The study discussed the reasons for the success of free zones, stressing that the most important factors for the success of the free zones that ensure their continuation and survival in light of global and economic competition among countries and the free zones themselves are represented in: adequate geographical location leading to easy access to local, Arab and foreign markets, political stability and security, exemptions and incentives provided by free zones, the availability of public services, infrastructure, legislative elements, the clarity and harmony of laws and legislation, availability of raw materials, sources of energy and qualified and trained human resources, the efficiency of control by the administrative and customs apparatus, just and specialized courts and other factors contributing to the success of the free zones. She pointed out that the work and the system of free zones are similar in some aspects to other similar systems, however, they differ in other aspects, such as free markets, Drawback "tax refund" system, good transit system "Transit", free trade zones, cancellation and temporary exemption system.

**Free Zones Characteristics**

She said that the Free Zones enjoy distinct characteristics compared to the rest of the country, including: the specific geographical area and the distinctive location, and the isolation of customs from rest of the regions of the host country. They also subject to the full sovereignty of the host country, and they enjoy exemptions, incentives, guarantees, and special tax, customs and administrative facilities and other characteristics distinguishing them from other regions of the country. However, she thinks that the Omani legislator didn't explicitly and clearly provide a special and comprehensive definition of free zones or definition of the Special Economic Zone and didn't distinguish them in terms of the legal concept; however, he indicated provisions on the method of their establishment only. She pointed out that the findings of the research indicate that some people are confused regarding the difference between the Free Zone and the Special Economic Zone, however, the researcher believes that there is no difference between them, with regard to the nature and legal and economic philosophy of the free zone, but there is only difference and multiplicity in the names.

## Encouraging Citizens to Work in the Region

The study concluded a number of recommendations, including: the need to encourage citizens to work in the projects established in Al Duqm Special Economic Zone and increase the percentage of Omanisation of companies, by providing the essential and recreational services in the region, increase the rate of wages as well as accelerate the establishment of the railway, which is a convenient, safe and easy transport between the various regions of the Sultanate and the Gulf Arab region which is an encouraging factor for citizens to move to work in the region as the spatial dimension between the region and the capital is relative and due to the lack of a fast and cheap means of transportation helping the worker to transport easily between Al Duqm Special Economic Zone and the area in which he lives. In turns, it is necessary to train citizens working in the region on the administrative and technical expertise required by the work by providing centers in the investment projects established in the region specialized in the rehabilitation and training on the work they carried out in order to provide a balance between the requirements of investment companies suffering from lack of administrative and technical expertise and instability of worker in a certain investment activity for long periods and achieving the objectives of the state in employing the national workers in the region and making Al Duqm Special Economic Zone populated area. This will contribute to achieving the social and economic development and contribute to diversifying the sources of income, stimulating the tourism sector in the region and stimulating the movement of trade.

## Economic Promotion of the Region

The study also stressed the importance of working on the economic promotion of the region in intensive, large and effective ways using various marketing tools available internally and externally and in more than a language. It also stressed the importance of encouraging citizens to invest in this zone and clarifying the incentives, benefits, facilities and investment guarantees granted to companies investing in the region. SEZAD is a key and effective tool in attracting local and foreign investments by creating the appropriate and advanced investment environment by addressing the imbalances and negative aspects related to the environment, working also on marketing the products of investment projects regionally and internationally to achieve diversity in the markets without focusing on specific markets only, and increasing participation in regional and international seminars and conferences, to define and market the Al Duqm Special Economic Zone.

## Attracting Industrial and Tourism Investments

The study called for focusing on attracting the industrial investments of high added value which helps in increasing the role of Al Duqm Special Economic Zone in the economic and social development and its ability to absorb a large number of national and local labors. It also called for focusing on encouraging investment in the tourism sector in the area to provide different tourist areas because it is close to the beaches and due to the diversity and distinction of rocks and desert areas and valleys in it.

She also confirmed the necessity of activating the role of studies and scientific research in the region from all aspects, paying attention to their quality and recommendations, and focusing on the kind of the investment contracts to be concluded in terms of their added value and their use of the resources and local human resources.

## Reviewing and Developing Laws

The researcher explained that the continuing review and development of laws, regulations and governmental regulatory procedures leading to the ease of establishing various economic projects, and the preservation of investors' rights through the legal guarantees stipulated in its legislations regulating investment. Further, she added that these matters represent key factors in attracting investment of various activities. It is necessary to include all regulating legislations, regulations and rules that contain guarantees, incentives, benefits and facilities for investors in a separate law or regulation instead of having several laws, regulations or decisions regulating the investment in the region in order to avoid duplication and repetition of wordings and provisions and to avoid the investor's confusion in more than one regulation.

***Attracting industrial investments contributes to achieving the region economic and social development goals***

***The study calls for focusing on encouraging investment in the tourism sector and benefiting from the tourism elements available in the estate.***

***Continuing to review and develop laws and governmental regulating procedures leads to the ease of establishing economic projects***

# Duqm: Utilization of Scrap Iron for the Production of Omani Nature-Inspired Art Works

*18-day event with the collaboration of Omani and Indian Artists*

*20 Art Works inspired by the Omani Nature, arts and heritage*

**Duqm - الدقم Duqm :**

Sebacic Oman Co. SAOC; a company operating in the Special Economic Zone at Duqm in collaboration with a group of Artists from the Sultanate of Oman and India could use the scrap iron left over after the completion of the construction works in the production of Art Works inspired by the Omani Nature, arts and heritage.

The company added that the aim beyond the production of these works was to utilize the iron left over after the completion of the construction works in the production of crafted works instead of just disposing of the same as scrap.

It has further noted that when it has tended to execute this work, it has consulted some employees in the company and many models were proposed then drafted before the final execution of the works.

The total works resulting from this workshop are estimated at 20 artistic works inspired by the Omani rich nature such as horse, falcon and butterflies in addition to other works inspired by the Omani art and heritage.

Sebacic Oman Co. SAOC is deemed as a joint investment by investors from both the Sultanate of Oman and the Republic of India and this project aims at producing the Sebacic Acid extracted from the Castor Oil that is used in various chemical industries apart from plastics and medicine industries and it is also used as a feedstock in the manufacture of detergents, disinfectants, paints and perfumes and this product is deemed with high economic profile and leads to the encouragement of many industries and the investment cost of the first phase of this project is estimated at 24 Million Omani Riyals funded by Meethaq Islamic Banking.

Kanan Asher who works as a landscape designer for Sebacic Oman project and who supervised the production of all these works expressed her admiration of the deliverables of this workshop that has lasted for 18 days and said: when I visited Duqm and found all these piles of scrap iron leftovers, I have immediately approached the CEO Mr. Pradeep Nair recommended finding an artistic work to utilize the ferrous scrap particularly as it is a new zone and

While honoring participating artists

lacks the great art works and these quantities of iron cannot be reused and they can be converted into outstanding artistic works and he has kindly saw merits in the idea and allowed the execution of the idea on the real ground.

She further added: We have immediately upon the CEO's kind approval commenced planning and proposing some artistic subjects then started work with some artists who are highly skilled in the utilization of scrap in an attempt to find artistic works that reflect various remarkable meanings. This Artistic Workshop lasted only for 18 days artists from Oman and nine others from India participated in this event with the support and assistance of 10 works from the company to lift the weights by means of the cranes and equipment procured by the company in an endeavour to complete the works as quickly as possible since such works consume a lot of time extending from 30 – 40 days by with the persistence and devotion of the artists, we could finish this event within 18 days.

Kanan was proud of the work performed and added these works are highly crafted in a beautiful and professional manner and their colors reveal a positive impression and splendor motivate those working on the project to exert more efforts as they see these works every morning here in Duqm.

Kanan Asher

In appreciation and as a recognition of these achievements, both the Special Zone Authority at Duqm (SEZAD) and Sebacic Oman Co. SAOC have honored the artists who have participated in the execution of these artworks at a ceremony held at the head office of the company here in Duqm attended by H.E. Mr. Yahia Bin Said Al Jabri; SEZAD's Chairman, H.E. Mr. Indra Mani Pandey; Indian Ambassador to the Sultanate of Oman and Sheikh Hilal Bin Khalid; the Chairman of Sebacic Oman Co. SAOC.

***Kanan Asher: We could produce subtle artworks beautifully and skillfully crafted with attractive colors***

***Sebacic Oman Co. SAOC: The performed works aim at finding an artistic value for the iron leftover after the completion of construction works***

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

*These stores with their modern designs and contents indicate the change that Duqm is experiencing and its ability to absorb diverse cultures and meet the aspirations and hopes of its inhabitants*

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# Views

## (1)

On my last visit to Duqm, I was impressed by the wonderful design of the newly opened adjacent shops. When I entered the first, I found it full of Korean food products. I asked the saleswoman about them and she replied, "We do not sell any other goods." We expect them to receive a good appeal next summer.

The second shop was a restaurant for Arab grills and the third was a restaurant specializing in burgers, which spread widely throughout the Sultanate. Near these three shops, I saw two car rental offices with attractive designs.

These stores with their modern designs and contents indicate the change that Duqm is experiencing and its ability to absorb diverse cultures and meet the aspirations and hopes of its inhabitants.

## (2)

At the drinking water filling station, I asked one of those seated about the congestion. He said it was normal and that the number of tankers today was small compared to what we see most days. The station provides great services to the city of Duqm and does not close its doors even at night.

Urban and demographic growth and the increase in the number of projects raise the demand for many products and services in the region. This congestion reflects part of this growth.

## (3)

Many people who visit Duqm for the first time are very impressed with the region's distinct beaches, clean air and a mild climate especially in the evening, and are surprised by the lack of tourism activities that employ this beauty in a variety of projects that attract increasing numbers of tourists. During their visit to Duqm the first time, journalists, artists, and designers were surprised by the fact that the private sector is not exploiting this tourist richness by setting up tourist activities that give more joy to this unique region in terms of its natural beauty.