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OAMC
الشركة العمانية لإدارة المطارات ش.م.ع.م.
OMAN AIRPORTS MANAGEMENT COMPANY S.A.O.C.

أساس
ASAAS

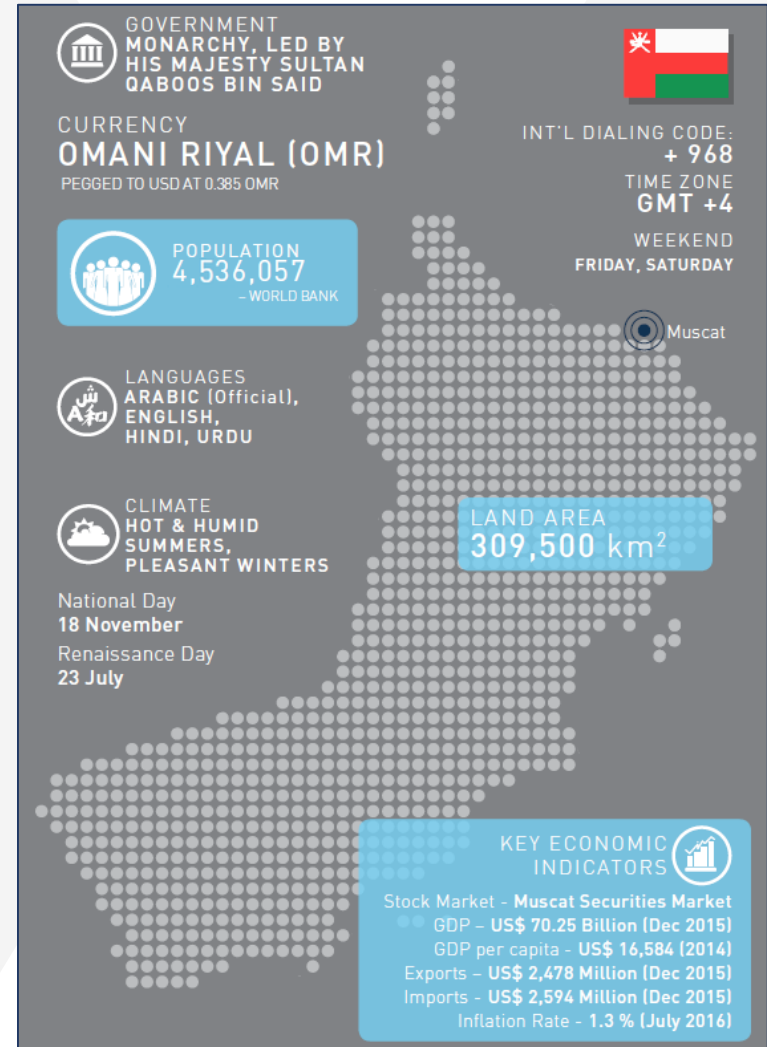
المجموعة العمانية العالمية للوجيستيات ش.م.ع.م.
Oman Global Logistics Group S.A.O.C

Oman Logistics and Aviation Delegation



Introduction to Oman

- ▶ The Sultanate of Oman is located on the southeastern coast of the Arabian Peninsula and holds a **strategically important position** at the mouth of the Persian Gulf. The coast is formed by the Arabian Sea on the southeast and the Gulf of Oman on the northeast.
- ▶ Oman is a **member of the Gulf Cooperation Council (GCC)**. The GCC is a regional intergovernmental political and economic union. Its member states are Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates.
- ▶ Government provides **political and economical stability** through sound economic management and strict control over debt interest rates and exchange rates.
- ▶ Oman has transitioned from an oil resource dependent state to a more **diversified economic model**, characterized by a larger private sector which participates in innovation, logistics and tourism.
- ▶ The Sultanate **welcomes foreign ownership**, with 100% ownership allowed in Special Economic Zones (SEZs) and 70% in most sectors outside of SEZs.
- ▶ A transparent legal system offers investors a **friendly legislative environment** with no personal income tax, low corporate taxes and relief from double taxation treaties offered by most countries.
- ▶ Trade agreements are in place with multiple countries including a **free trade agreement with the USA**. There is no restrictions on capital or profit repatriation, currency exchange or dividend transfers.





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Oman as a Logistics Hub

- ▶ Three of the world's major sea trade routes pass by this region in the gulf, making it a **strategic center for shipping**.
- ▶ Two-thirds of the world's population and **63% of global GDP** are within an eight-hour flight of the region.
- ▶ Most of the sea ports in Oman provide **direct access to the Indian Ocean**. This provides freight companies with a cost and time efficient manner in which to forward freight by other transportation means.
- ▶ The GCC only has a 3.5% in world trade (Oman has 0.2%), but the region has seen **growth of 12% per annum** from 1995-2014 (compared to a global growth average of 8%).
- ▶ The logistics sector in Oman has been growing at a rate of 8% per annum since 2010. This is **faster than the average for both the GDP and non-oil GDP** over the same period.
- ▶ Oman's **export and import costs are competitive** compared to other GCC countries and logistics hubs. The connectivity and quality of services are constantly being improved.





Current Logistics Infrastructure

Sea

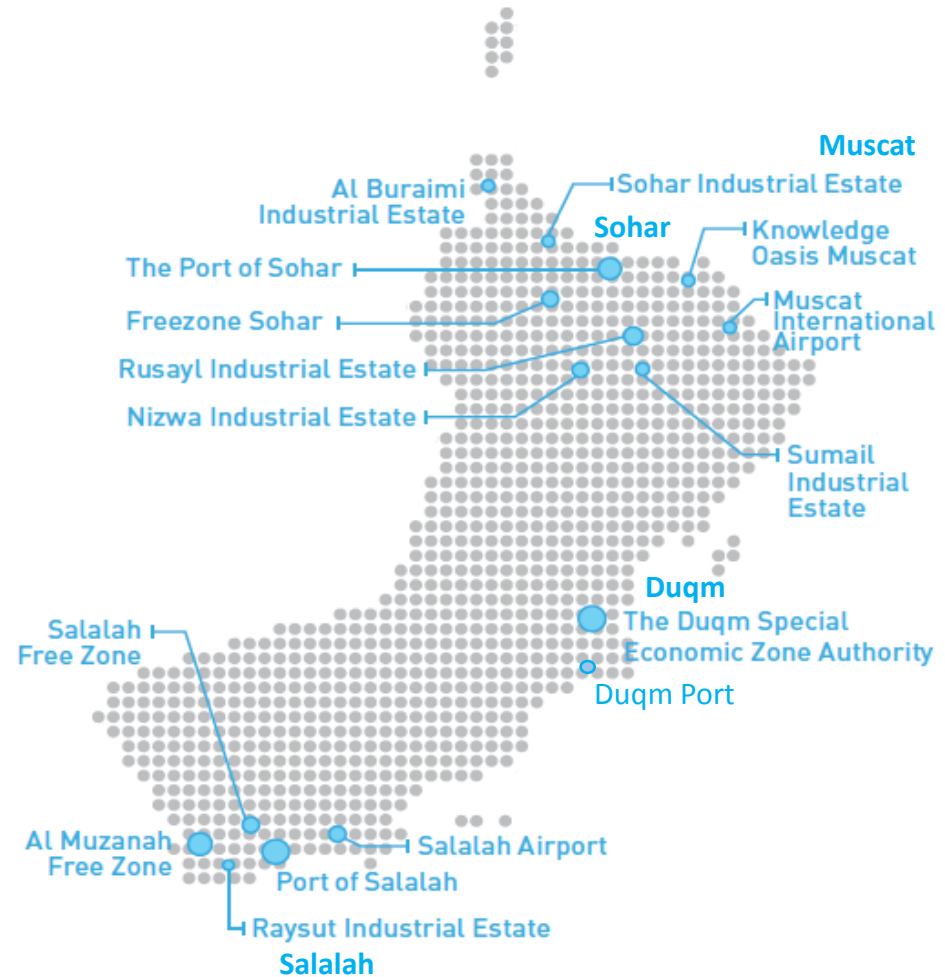
► Serving the markets of the GCC, Asia, Africa and Iran are the deep-water ports of Salalah, Sohar and Duqm and their respective free zones. Oman's three key terminals offer businesses an attractive alternative to more costly ports of call in the Gulf, **saving time and fuel** and providing access to other modes of transport. Sea transport accounts for more than 80% of freight which grew by **5% in 2016**. This growth is being driven by an increase in intra-region GCC trade as well as demand from Europe and the emerging markets of Asia and Africa.

Road

► The recently opened 680km road between Oman and Saudi Arabia will increase road freight by providing a **more direct route** between the two countries as well as **reducing the number of border crossings**.

Air

► Recent investment in Muscat, Salalah, Sohar and Duqm airports, the **growing number of Oman Air destinations** and the launch of Salam Air, the Sultanate's **first low-cost carrier** will all help further facilitate international trade and the development of Oman's logistics sector.



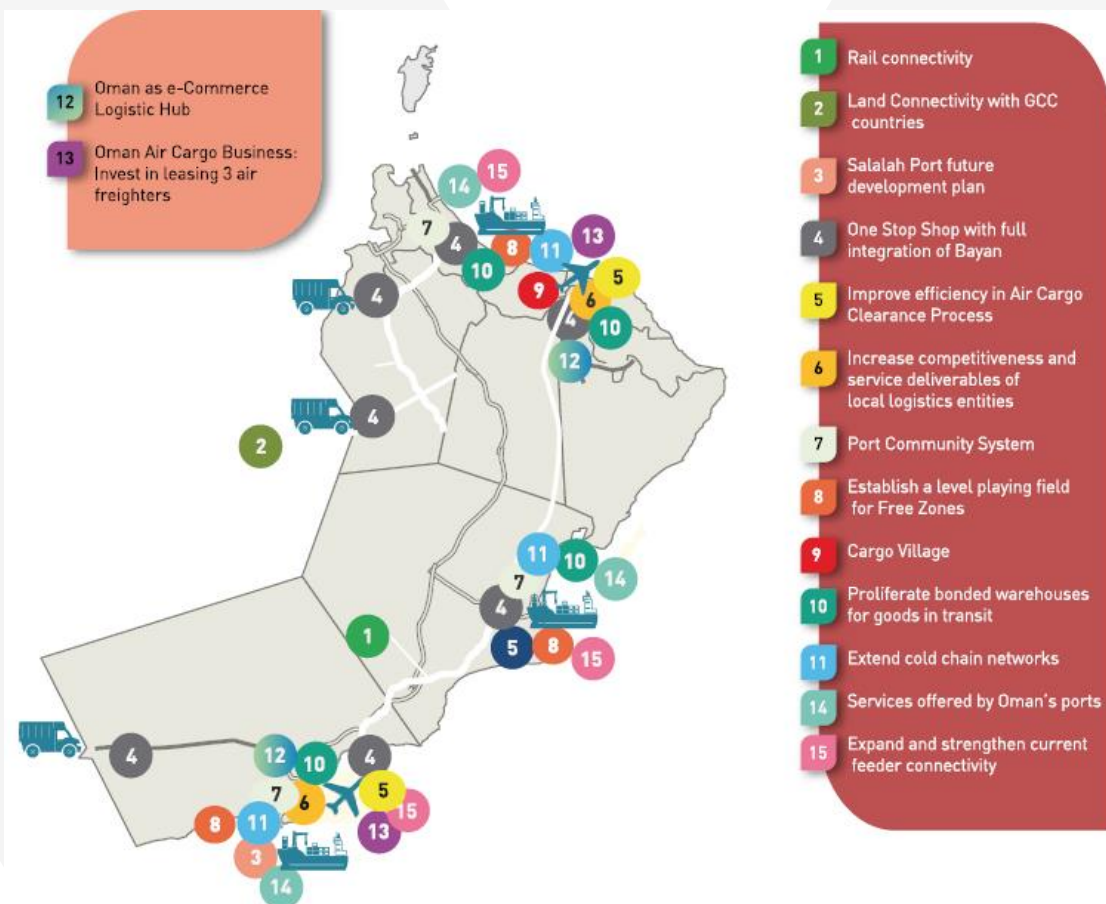


Key National Logistics Initiatives

Outcomes

- ▶ All major seaports in Oman will have an **airport in close proximity**.
- ▶ **Free Zones** includes Salalah, Duqm, Salalah and Muscat Knowledge Oasis in Muscat.
- ▶ **Logistics Cities** include South Batinah and a Logistics City to be developed next to the new Salalah International Airport.
- ▶ The Logistics City in South Batinah outside of Muscat will be **utilized as a distribution hub** by collecting goods from both Muscat and Sohar.
- ▶ A **rail connection** will be constructed between the South Batinah Logistics City and Sohar Port.
- ▶ From the respective ports, Oman can transport by air, road and rail to **other GCC countries, the MENA region and the rest of the world**.

Key Initiatives



Sultanate of Oman Logistics Strategy 2040 (SOLS 2040)

- ▶ SOLS 2040 aims to create a logistics hub in order to contribute to Oman' GDP and generate **additional investments of RO 4.2 billion** by 2020. Logistics is a very competitive industry with important economies of scale. Oman's success will depend on making the logistics processes more affordable, more streamlined and simplified.
- ▶ The SOLS 2040 strategy aims to achieve this by:
 - ▶ **Building trade corridors** with emerging markets.
 - ▶ Anchoring industries to our economic zones.
 - ▶ Establishing Oman as a **reputable global logistics brand**.
 - ▶ Establishing an accurate industry supply and demand.
 - ▶ Development of an industry jobs catalogue and competency profiles.
 - ▶ **Promoting logistics** as an attractive career development path.
 - ▶ Re-engineering the government logistic services.
 - ▶ Setting-up "benchmarkd" cargo clearance and business set-up KPI's.
 - ▶ Adopting innovative technologies.
 - ▶ **Partnering with reputable partners and service providers.**





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Company Profiles and CEO Biographies

OGLG CEO

Sheikh Abdulrahman bin Salim Al Hatmi is a senior executive with 22 years of diverse experience and verifiable success in achieving revenue, profit, and business growth objectives. He has a proven track record in understanding critical business drivers in multiple markets and industries. He is highly successful in building relationships with decision makers, seizing control of critical problem areas and delivering on commitments.

Some examples of business results include:

- ▶ Played a key role in the development of Oman's National Logistics Strategy 2040 and now pioneering its implementation.
- ▶ Built Oman Rail Company, which oversees the GCC and National Rail Project development, to a nationally and regionally recognized brand.
- ▶ Founded two start-up businesses that was able to secure market share in a highly competitive business environment and also managed to produce double-digit annual EBITDA growth.

His current role oversees the management and performance of the OGLG group as well as the general direction of the Oman logistics sector.

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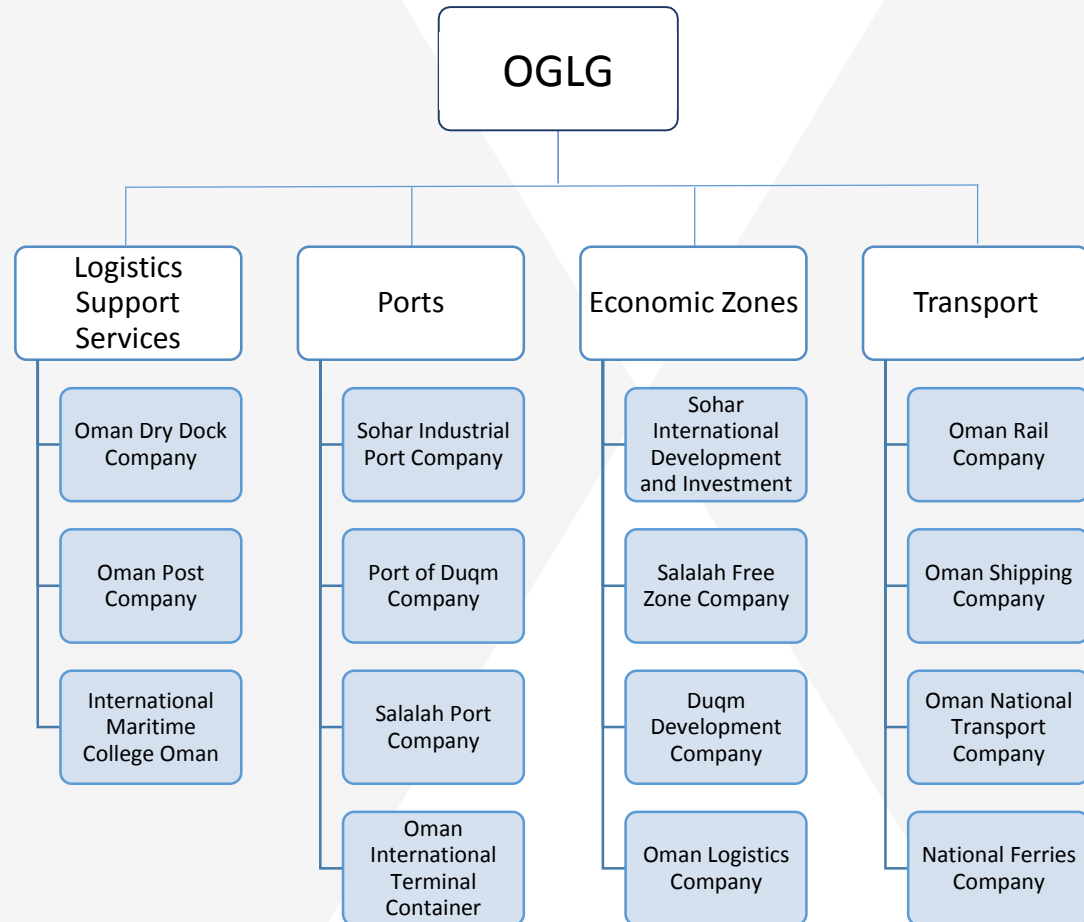


Sheikh Abdulrahman bin Salim Al Hatmi



OGLG Overview

- ▶ Oman Global Logistics Group S.A.O.C ("OGLG") is a government holding company that was recently established to be the **umbrella entity that consolidates all government investments in ports, free-zones, rail, maritime and land transport.**
- ▶ OGLG is mandated to **drive and implement the Sultanate of Oman's National Logistic Strategy by undertaking high-level directional planning and developing commercial products** to represent and promote Oman as a logistics and investment destination.
- ▶ With all companies related to logistics under its wing, OGLG is poised to **synergize the common resources and capabilities of the sector companies** to maximize the return on investment, which in turn increase the contribution to the GDP.



OAMC CEO

Sheikh Aimen bin Ahmed Al Hosni is the Chief Executive Officer of Oman Airports Management Company since May 2015. He joined Oman Airports in 2012 as the General Manager of Muscat International Airport. He successfully managed the smooth implementation of Phase 1 of the new Muscat International Airport with the opening of the new runway and the air traffic control tower, including the supporting facilities .

He also managed the flawless opening of the new state-of-the-art Salalah Airport in November 2015. His current focus is the transformation of Oman Airports to a business-oriented and efficient airport operator, while preparing for the opening of the new Muscat International Airport in 2017 Q4.

Over the last twenty years and prior to joining Oman Airports, he led multi-national organizations. In addition to his role as CEO of Oman Airports, he is currently holding various board level positions, including serving as Chairman of Oman National Investment and Engineering, and Muscat National Holding Company. He also serves as a member on the boards of ACI World and ACI Asia Pacific, Omantel Telecommunication and HSBC Bank Oman.



Sheikh Aimen bin Ahmed Al Hosni

OAMC Overview

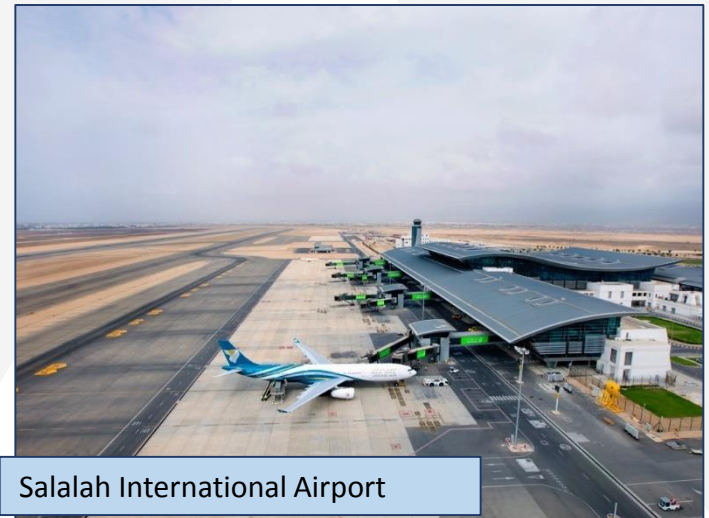
Oman Airports Management Company S.A.O.C (“OAMC”) is a 100% **government owned company** and is responsible for the **management and operation** of Muscat International Airport, Salalah International Airport and future airports. The infrastructure of the airports such as the terminal buildings, cargo building, runway, apron and car parking is directly under OAMC’s management. The company currently **employs more than 880 individuals**.

► New Muscat International Airport (Opening 2017)

- Muscat Passenger Terminal – 580,000 m2
- Capacity of 24 Million passengers per annum
- 96 check-in counters
- 29 passenger boarding bridges
- 30 aircraft remote stands

► Salalah International Airport

- Salalah Terminal – 65,638 m2
- Capacity 6 Million passengers per annum
- 24 check-in counters
- 8 passenger boarding bridges
- 8 aircraft remote stands



ASAAS Overview

Muscat National Development and Investment Company S.A.O.C (“ASAAS”) is a semi-government institution established in September 2014 with a **capital of OMR 100 million** (US\$ 260 million) with sovereign shareholders including The State General Reserve Fund (SGRF), Muscat Municipality, and a group of local Pension Funds. The company is **mandated to undertake strategic development and investment projects** in various sectors to boost the growth of the national economy and **enhance the quality of life of its residents**. With the support of its sovereign shareholders and the agility of its corporate structure ASAAS is able to **execute projects in a timely and efficient manner**.

ASAAS is growing rapidly in the local market, **executing innovative projects** that include launching the **first budget airline** in Oman as well as **groundbreaking entertainment projects** including the recent announcement of developing a **world class theme park** in the Sultanate.

ASAAS Shareholders

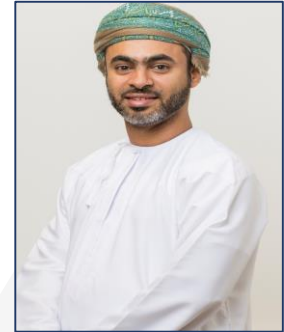
State General Reserve Fund	Muscat Municipality
The Oman National Investment and Development Company	Internal Security Pension Fund
Ministry of Defense Pension Fund	Special Forces Pension Fund
Public Authority for Social Insurance	Civil Services Pension Fund
The Royal Office Pension Fund	Royal Oman Police Pension Fund



ASAAS CEO

Sheikh Khalid bin Hilal Al Yahmadi is the CEO of Muscat National Development and Investment Company (ASAAS). He is a passionate advocate of the potential of Oman, possesses a wealth of real-estate investment and development expertise coupled with strong market insights.

He is the founder of the Amjaad Group, recognized as one of the leading real estate development and engineering companies in Oman. He also founded the Californian-based Amjaad Investments USA, the US based operations of the Amjaad Group. He has served on the board of OMRAN, the Government of Oman's master developer of major tourism, heritage and urban projects, the Oman Society of Engineers and Migros, one of the largest retail companies in Turkey. Currently, he is also serving as the Chairman of Salam Air, the first and to date only low-cost airline in the Sultanate of Oman.



Sheikh Khalid bin Hilal Al Yahmadi

ASAAS Projects

Salam Air



Establishment of the **first low cost carrier** in Oman targeting tourists and business travelers, and connecting key domestic and regional short-haul destinations. Total project value of **US\$39 mil.**

Institute of Public Administration



Redevelopment of the Institute of Public Administration into a **world class US\$88 mil training facility**, enhanced by the development of a premium 3 star hotel and lifestyle retail complex.

Al Khuwair Hotel & Park



Development of a 4 star hotel with 233 keys to be managed by **Hilton - Garden Inn** overlooking a high quality public park in the central business area of Muscat. Total project value of **US\$44 mil.**

Oman Air Development



Development of **US\$109 mil bespoke real estate facilities** for Oman Air with a lease-back arrangement upon completion for a guaranteed return.

National Leisure and Entertainment Destination



Development of a **US\$680 mil multi-cluster attractions** with an integrated Wildlife Theme Park and Waterpark, Edutainment, Equestrian center, Hospitality properties and Retail strip.

Ghala Master Development



A **US\$2.1 bil master-development** to create a new urban downtown of Muscat. Key components include a business district with grade A office complexes, lifestyle retail destination, variety of hotels, and mid to upscale residential.