



# MINERALS DEVELOPMENT OMAN

USA Investments in Oman Mining Industry  
*February 2020*



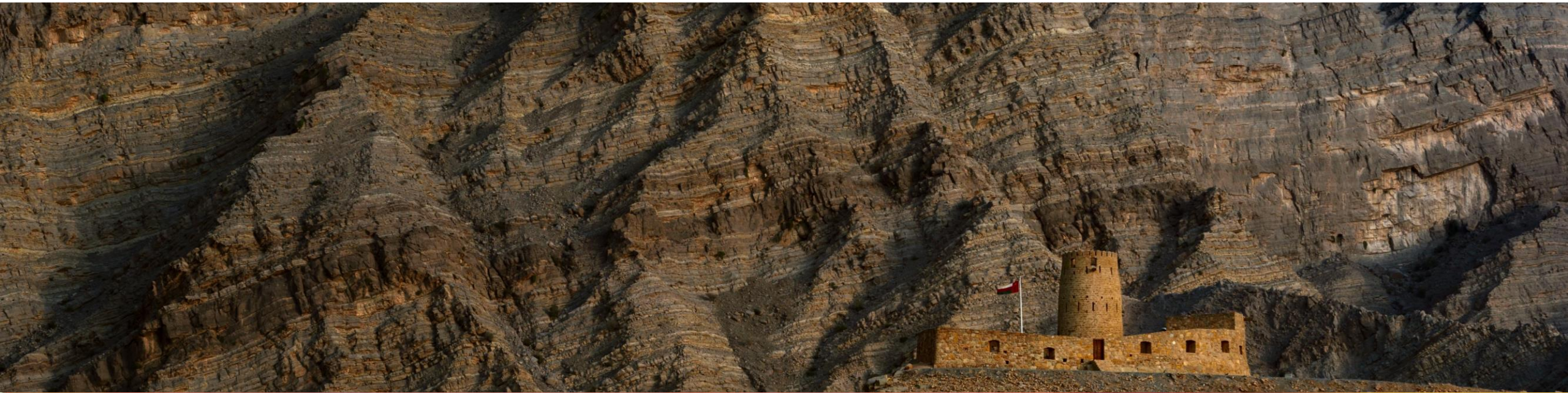
تنمية معادن عمان  
MINERALS DEVELOPMENT OMAN



# Rooted Mining History

As the new flagship of Oman's mining and mineral processing industry, Minerals Development Oman (MDO) seeks to build on the nation's rich and ancient mining heritage that goes back over 5,000 years.

MDO is established as a holding company that is envisioned to take a leading role in the **development of the Omani mining sector** by investing in and enabling various projects across a range of mineral commodities and value chains.



# Why Mining in Oman?



## NATURAL RESOURCES



Oman has significant mineral resource endowment, which remains underexploited commercially

## DRIVE



A desire by the Omani government to ultimately develop the sector as an important strategic pillar of the economy

## ALIGNMENT



MDO and Public Authority for Mining PAM (the Regulator) complementing each other

## STRATEGIC POSITION



Oman's close proximity to domestic, GCC, Africa, and Asia which are growth markets for all manner of commodities

## Solid Foundations

### Mission:

To be a champion in responsible development of the mining sector in Oman through offering the needed financial, know-how, and best practice enablers for maximizing the value of the Omani mineral resources and adopting best in class practices

### Vision:

To be a catalyst in facilitating the national vision for achieving sustainable economic development and improving the quality of life for the citizens through diversifying the Omani economy and developing the Omani mining sector; and to be enabler and a partner-of-choice across our chosen focus minerals and mining value chain segments

### Values:

**Integrity:** We are Transparent, honest and fair with everyone.

**Trust:** We keep our promises at all times.

**Accountability:** We believe in taking accountability for our actions and results

**Innovation:** We believe in being better everyday.

**Respect:** We respect the country, the culture, the human values, the societies, religion and the environment.

## Shareholders

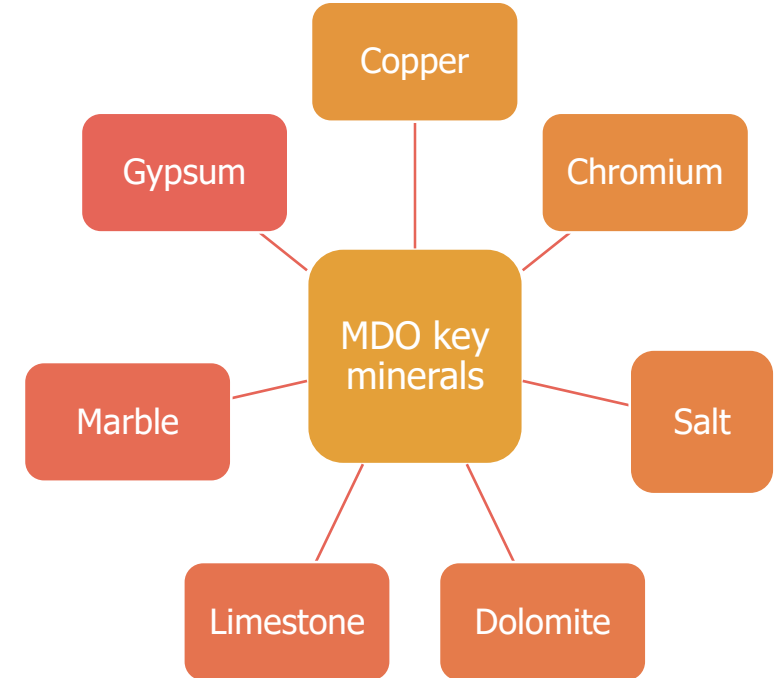
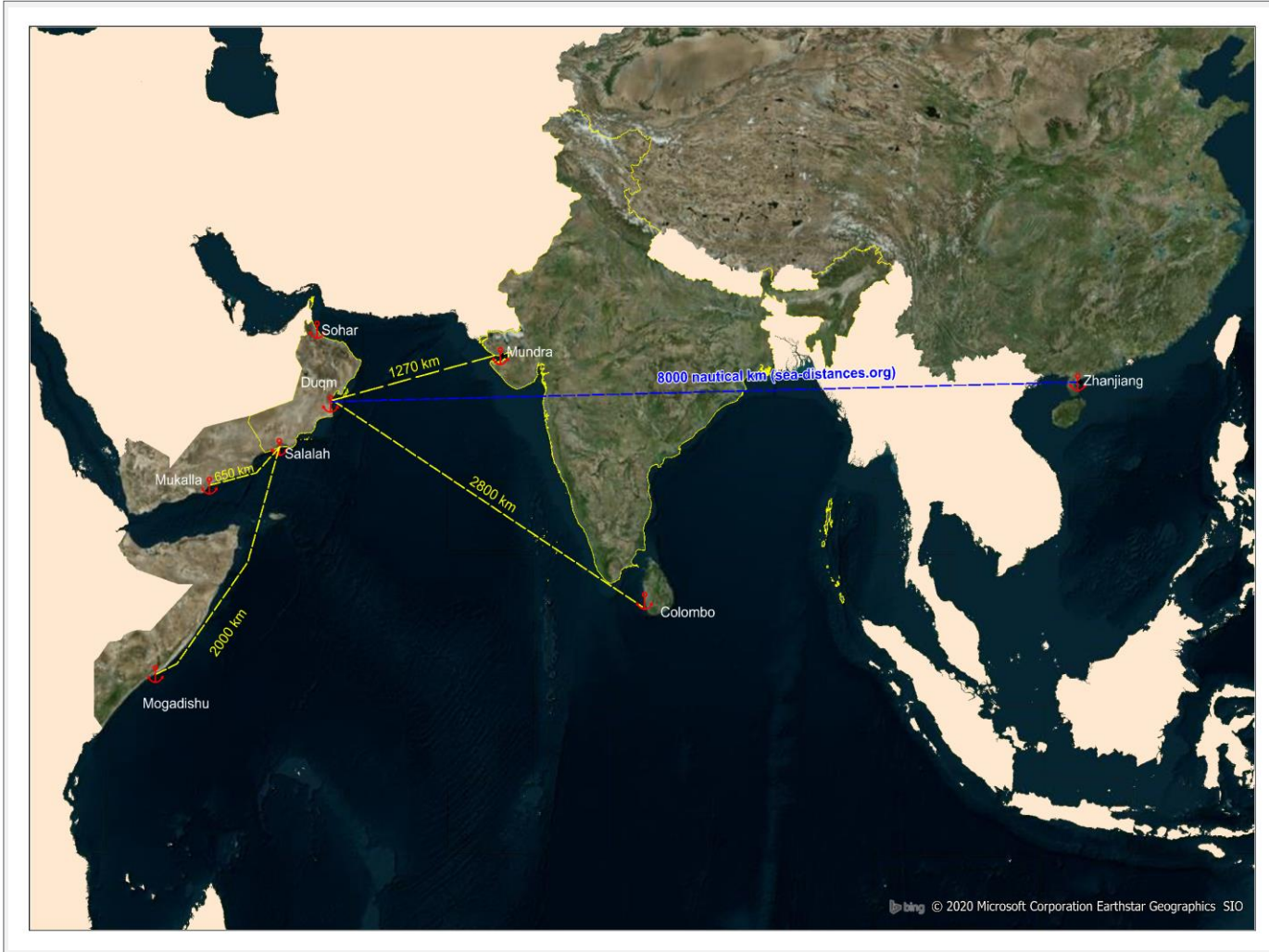


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Oman Investment Fund

- Strategic General Reserve Fund (SGRF) was established in 1980 pursuant to Royal Decree number 1/80
- The fund is supervised by the Ministry of Finance
- Main goal of SGRF is to act on behalf of the Government of Oman in managing and investing the surplus achieved by the state from Oil and Gas revenues
- SGRF focuses on two main investment categories:
  - Public Markets Assets (tradeable)
    - Global Equity
    - Fixed Income Bonds and Short-term assets
  - Private Markets Assets (non-tradeable)
    - Private investments in real estate, logistics, services, commercial and industrial projects



# Oman Minerals Overview and key ports in the region



Source: Wood MacKenzie 2017 report

- ➔ Major Oman ports relatively close to key ports and outside the Strait of Hormuz
- ➔ Oman well poised to meet Asian and African demand
- ➔ With key infrastructure at Oman ports & low cost of energy co-operation on joint value addition in Oman is a potential opportunity

# Oman Ports overview



## Port of Sohar

- ➔ Deep-sea Port managed by Sohar Industrial Port Company (SIPC)
- ➔ SIPC is a 50:50 joint venture between Port of Rotterdam and the Sultanate of Oman

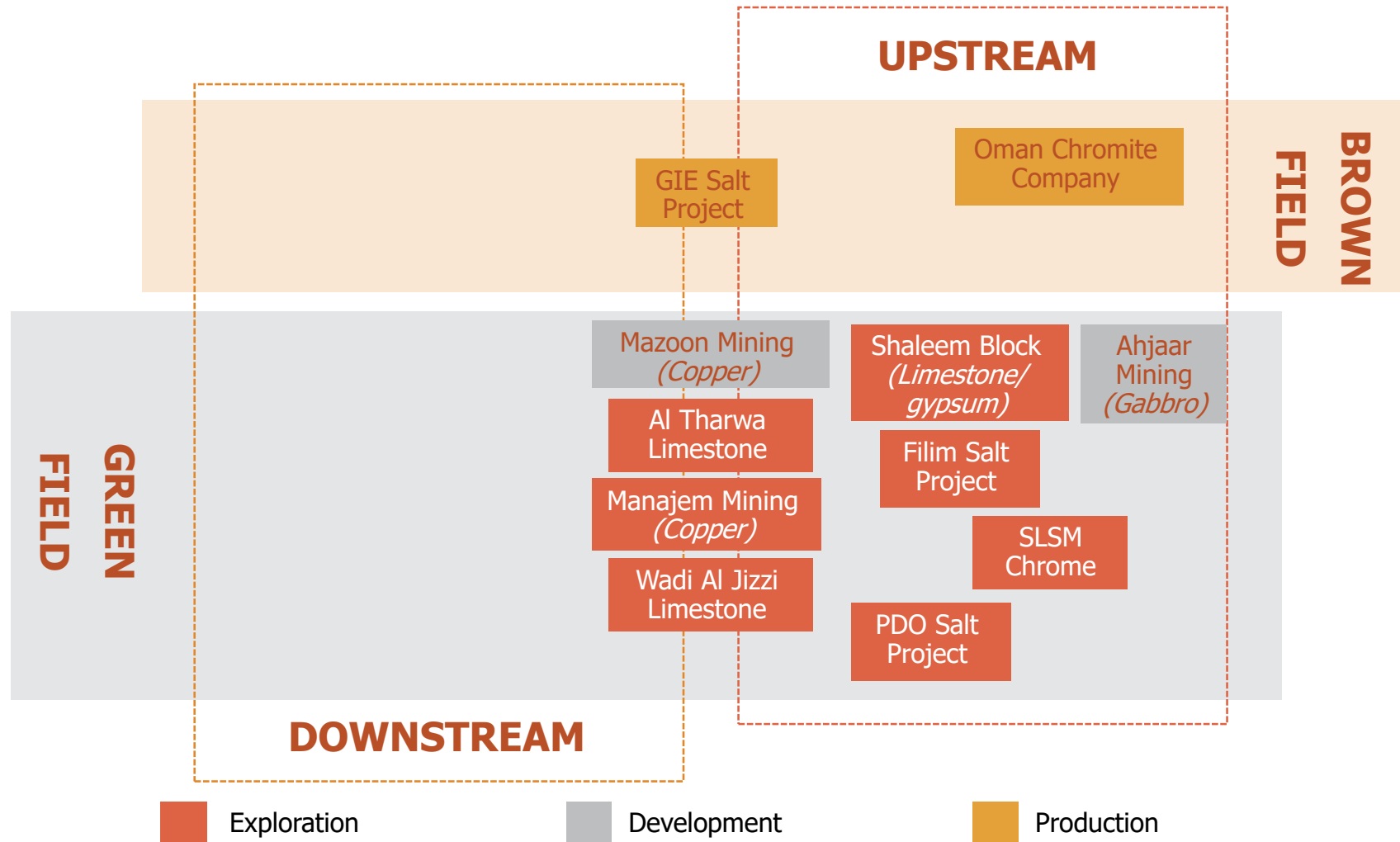
## Port of Duqm

- ➔ Port of Duqm is managed by Port of Duqm Company (PDC) under a 28-year concession starting July 2018
- ➔ PDC is a 50:50 joint venture between Consortium Antwerp Port (CAP) and the Sultanate of Oman
- ➔ CAP is a Belgian consortium comprised of Port of Antwerp, Europe's 2<sup>nd</sup> largest sea-port and Rent-A-Port, a company specialized in port development and management

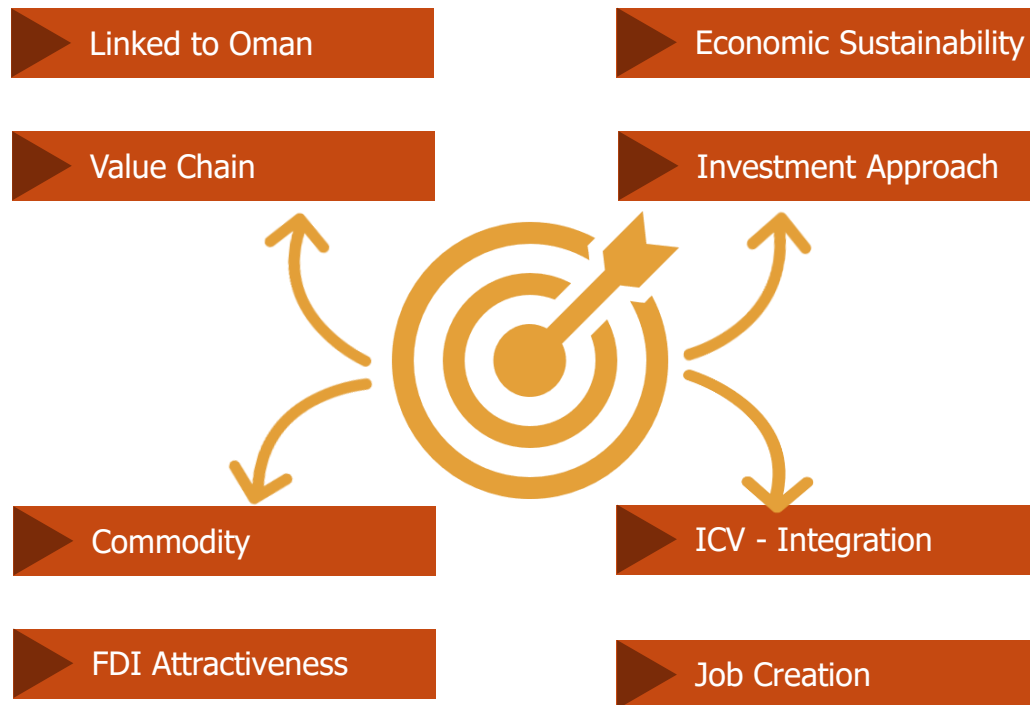
## Port of Salalah

- ➔ Port of Salalah has been operating since Nov 1998. The port is partly owned and managed by APM Terminals through a 30 year concession agreement with Oman
- ➔ Principal Shareholders of Port of Salalah include APM Terminals (30%), Oman Global Logistics Group (20%), Oman Government Pension Funds (23%), Institutional Investors (19%)

# MDO Current Portfolio



# Strategic Objectives



## Collaboration Potentials

### Service Provider

- ✓ Enhance Recovery
- ✓ Meteorological
- ✓ Environmental



### Technology Provider

- ✓ Enhance Recovery
- ✓ Meteorological
- ✓ Environmental



### Assets Owners

- ✓ Sell
- ✓ Buy
- ✓ JV/Partnership



### Customer/Off-Take

- ✓ Long term
- ✓ Mid-term
- ✓ Trade



### Trusted Suppliers

- ✓ Equipment's
- ✓ Feedstock
- ✓ IT/IS



### Funding

- ✓ Financial Institutions
- ✓ Private Equity
- ✓ General Public





# Benefits of Investing in Oman (Free-Zones) for Mining and Manufacturing

## Key Benefits for Investing in Oman

### Competitive Services

- ✓ Low Electricity rates
- ✓ USD 0.05/kWh

### Corporate Tax Exemption

- ✓ 5 year exemption
- ✓ Can be extended
- ✓ 15% after exemption

### No Income Tax

- ✓ No Income tax for employees
- ✓ Low cost of living

### Transfer of Capital

- ✓ Freedom to transfer capital and profits abroad
- ✓ Fixed Exchange rates

### Property Rights

- ✓ Full foreign property rights
- ✓ Easy to obtain

### One Stop service

- ✓ Quick transactions
- ✓ One place for all inquiries and approvals

### New Office in Oman

- ✓ Foreign Company can open local office

### Foreign Ownership

- ✓ 100% in free-zones
- ✓ 70% outside free-zones

### Stability

- ✓ Political Stability
- ✓ Growing Country
- ✓ IMF ranked Oman #1 in GCC growth

### Signatory with Major Groups

- ✓ WTO
- ✓ GCC Common mkt
- ✓ GAFTA, FTA's with USA

### Ready Infrastructure

- ✓ 3 major ports
- ✓ 4 major airports
- ✓ Over 12,500km paved roads

### Access to Funding

- ✓ Financial Institutions
- ✓ Private Equity
- ✓ General Public

**Thank You**

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