



Creating a Hub

FOR THE FUTURE



ميناء الدقم
PORT OF DUQM

About SEZAD

About SEZAD

The Special Economic Zone Ad Duqm

- **SEZAD area :**
 - Largest SEZ in MENA region, also ranks among largest globally
 - Planned over a **2,000** km² area including Industrial, Logistics, Residential and Tourist Zones, integrated by world class Roads, a Sea Port and a regional Airport.
 - Covers **90** km. of coastline overlooking the Arabian Sea
- **SEZAD Authority :**
 - Governmental body mandated to develop the SEZ
 - Regulates Economic Activity, Single focal point for obtaining Commercial Registration, Licenses and Permits, Manpower Approvals, etc.

Oman's International Trade Relationship



About Port of Duqm



Port of Duqm



- ◆ 50/50 JV between **Government of Oman and Port of Antwerp consortium**: provision of expertise on development, operations and marketing
- ◆ By Royal Decree 28/2015 (8th July 2015): **Develop, manage and operate Duqm port**
- ◆ Endorses the Duqm Port Concession and Land Development (**Usufruct**) Rights Agreement
- ◆ Actual investment done by the Government



Role of Port of Duqm



✦
TERMINAL
OPERATOR



✦
PORT
AUTHORITY

LOGISTICS

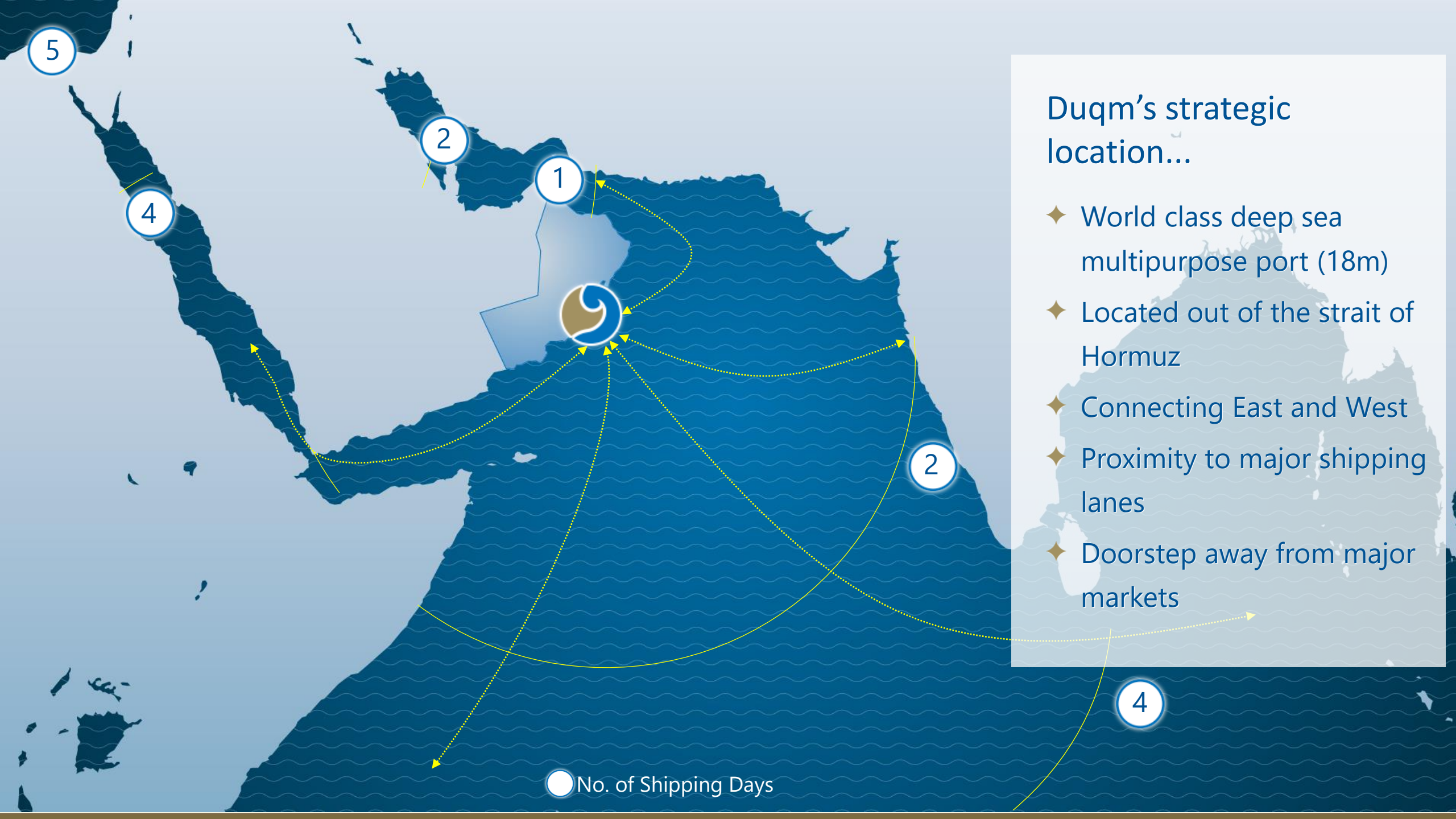
✦
LANDLORD

MEDIUM HEAVY

HEAVY

PETROCHEMICAL

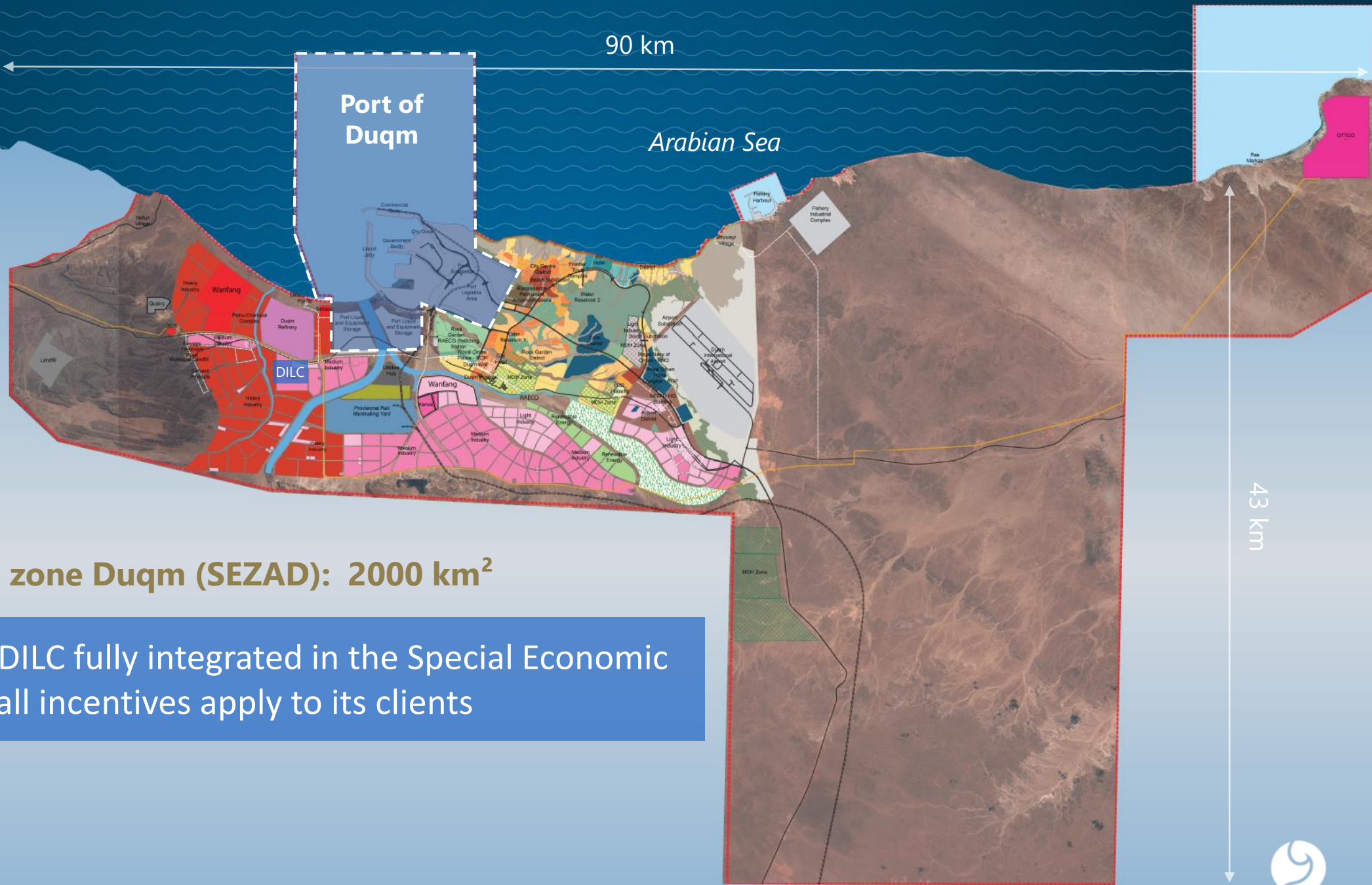
✦
SINGLE FOCAL
POINT FOR
INVESTORS



Duqm's strategic location...

- ◆ World class deep sea multipurpose port (18m)
- ◆ Located out of the strait of Hormuz
- ◆ Connecting East and West
- ◆ Proximity to major shipping lanes
- ◆ Doorstep away from major markets

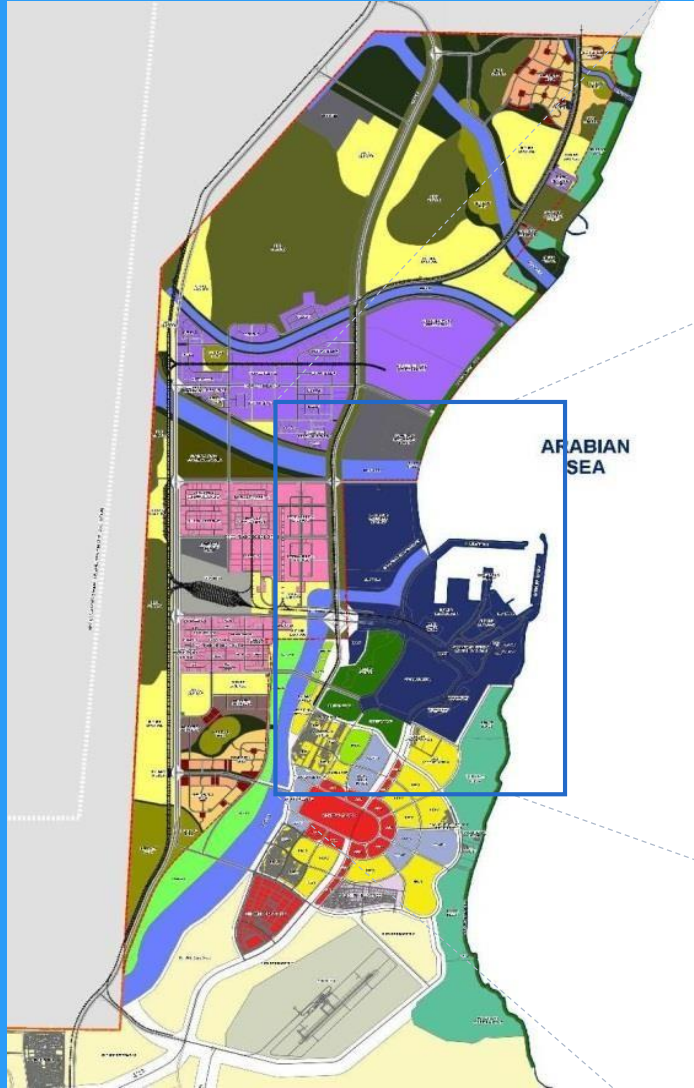
● No. of Shipping Days



Special economic zone Duqm (SEZAD): 2000 km²

Port of Duqm and DILC fully integrated in the Special Economic Zone of Duqm, so all incentives apply to its clients





Industrial Land

Liquid Bulk & Mineral Processing

Phase 2

Logistics Land



Future Refinery

Liquid Jetties

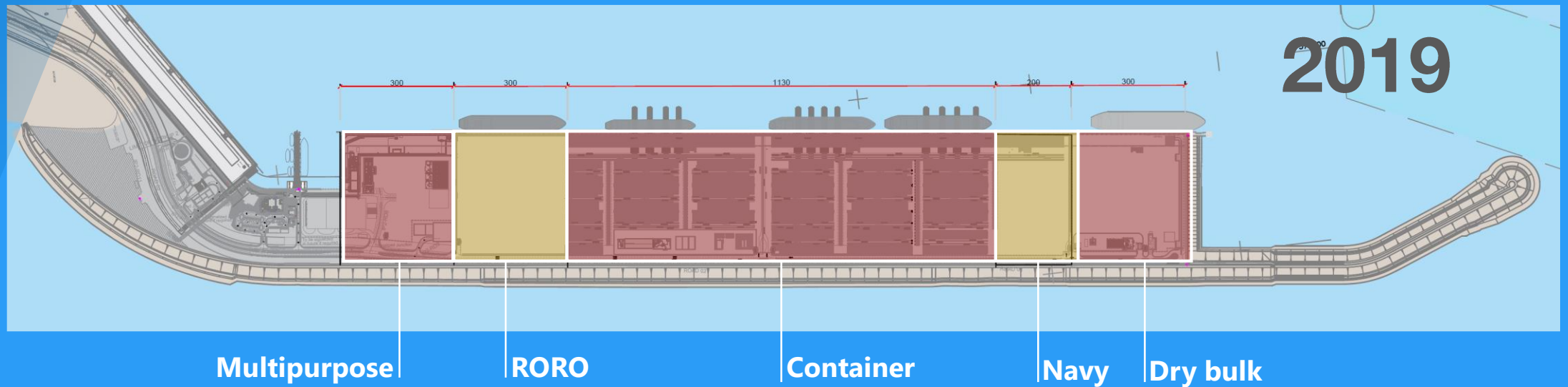
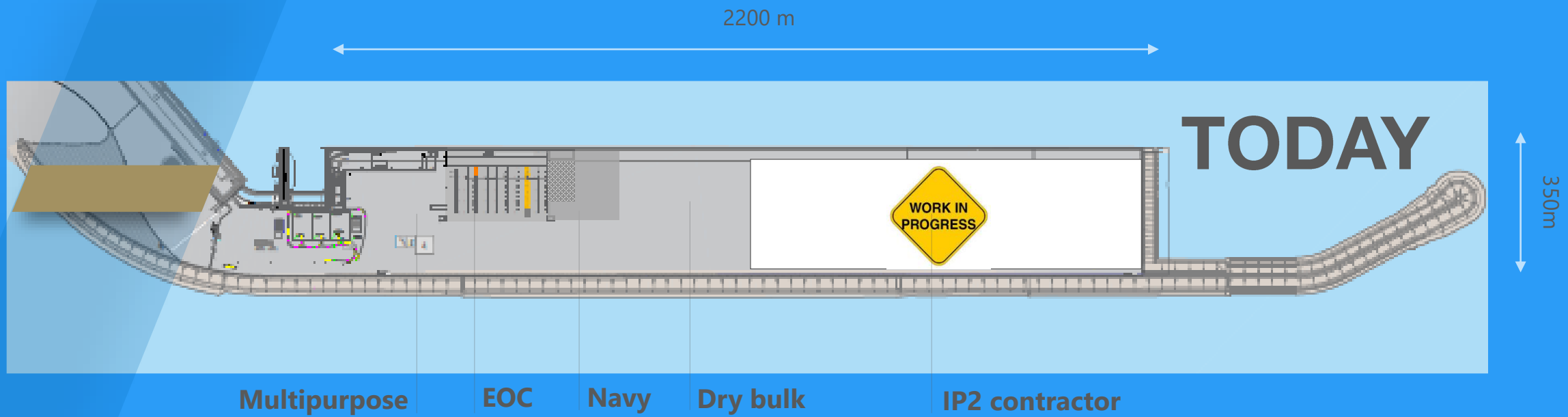
Commercial Quay

18m draft Basin

ODC

SAAY & JURF WADI

Port of Duqm concession areas



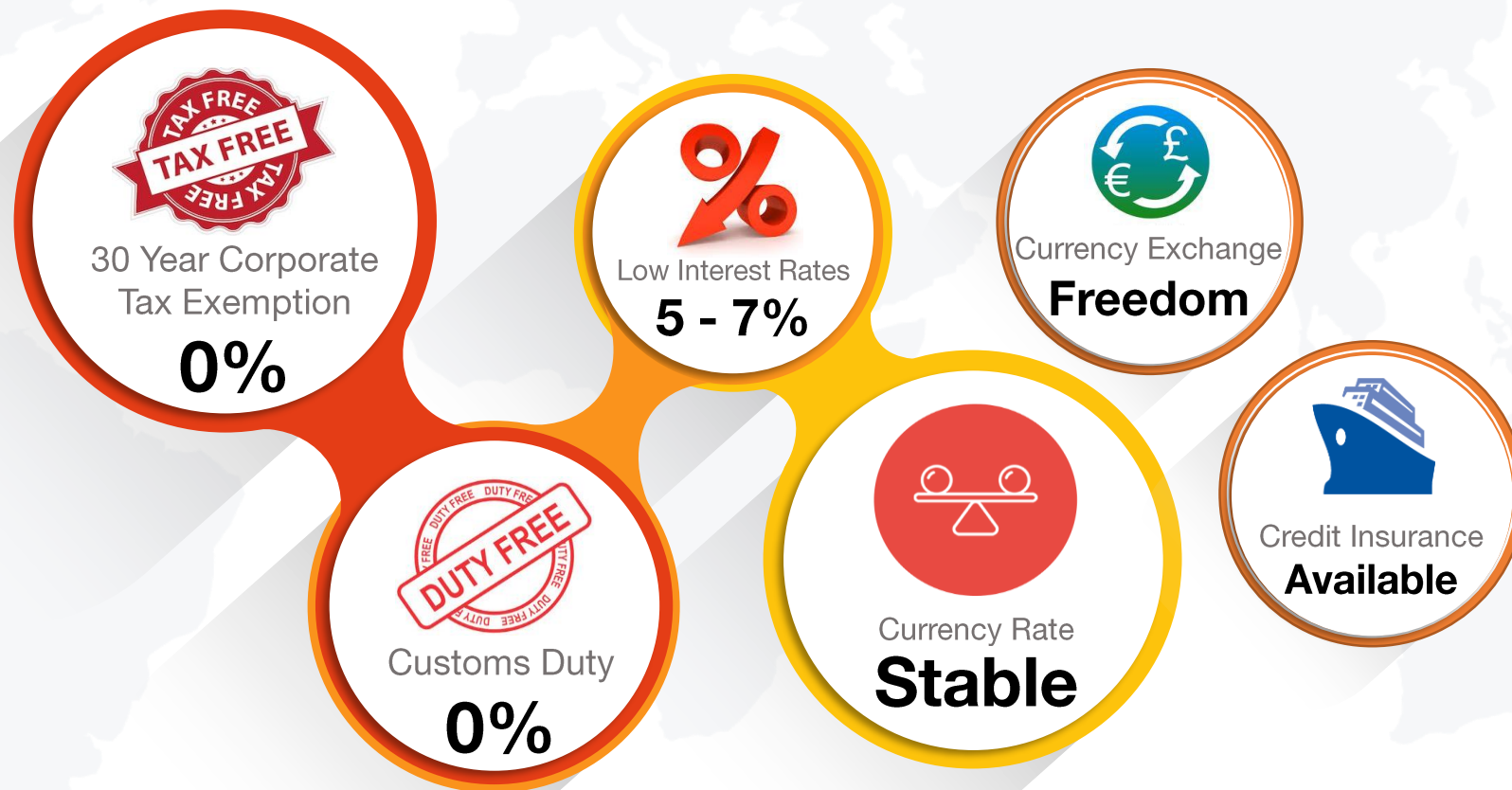


Why Duqm?



ميناء الدقم
PORT OF DUQM

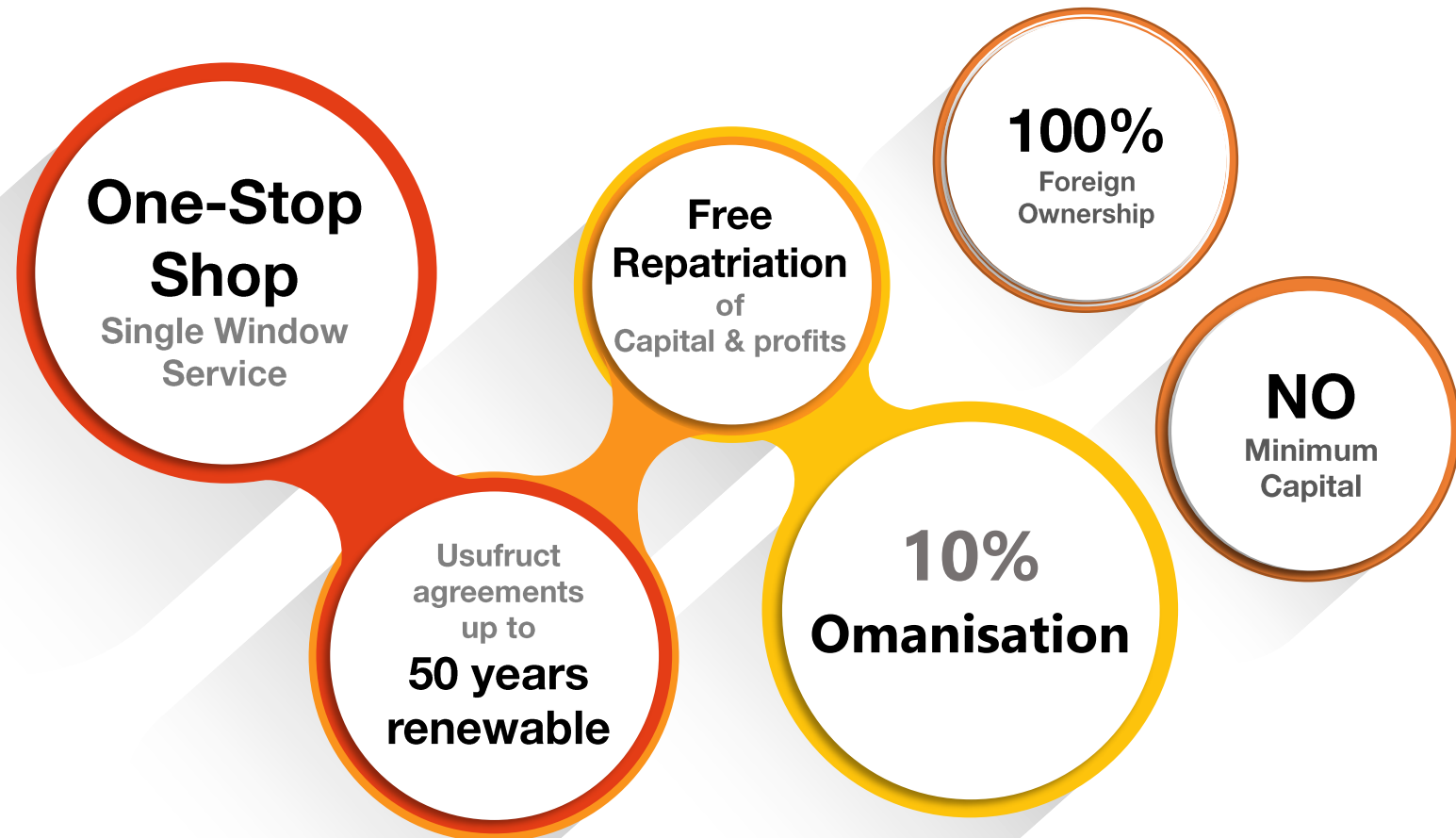
Financial Benefits



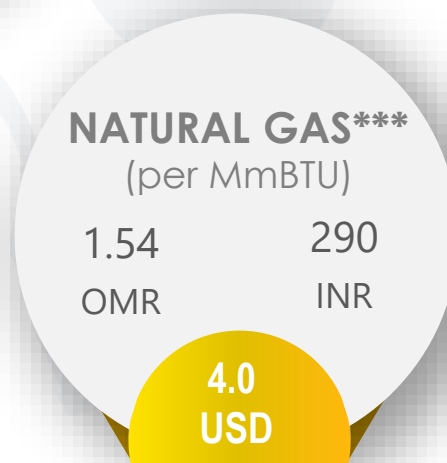
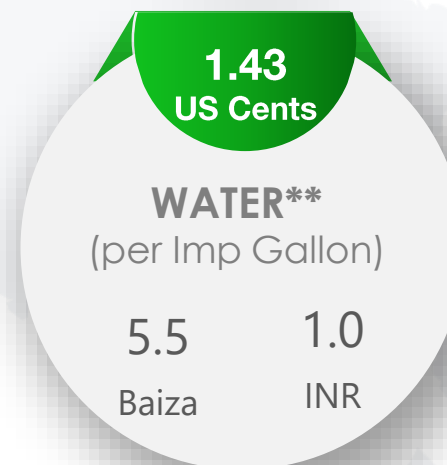
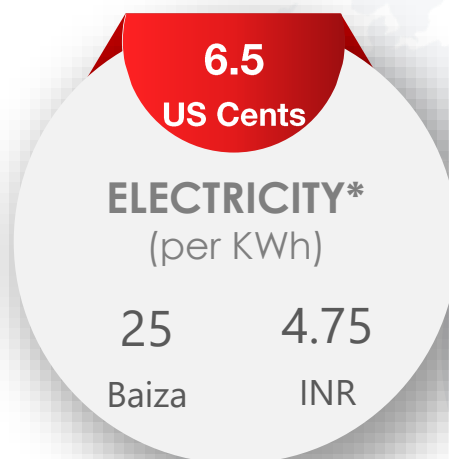
Low operating cost benefits



Other Benefits



Reliable & Low-cost Utilities



*Annual Average Rate

**Excluding delivery charges.

***Subject to approval from relevant authority

Facing Challenges?

Let's solve problems together..

High Tax Environment

33.33% Corporate Tax

0% for 30 Years!

Currency Volatility

- Higher Raw Material Import Costs
- Higher Machinery Import Bill

- Stable Currency, linked to USD

Transport

- Higher Maintenance Cost
- Higher Fuel Cost
- Delays
- Lost Opportunities

- World Class Roads & Sea Port
- Comparatively lower shipping cost to the global market

Approvals & Support

- Delays in Approvals leads to higher Contingency Costs

- One stop shop solution
- Port of Duqm will be your trusted partner in Oman, will support you all along!

Higher Utility Costs

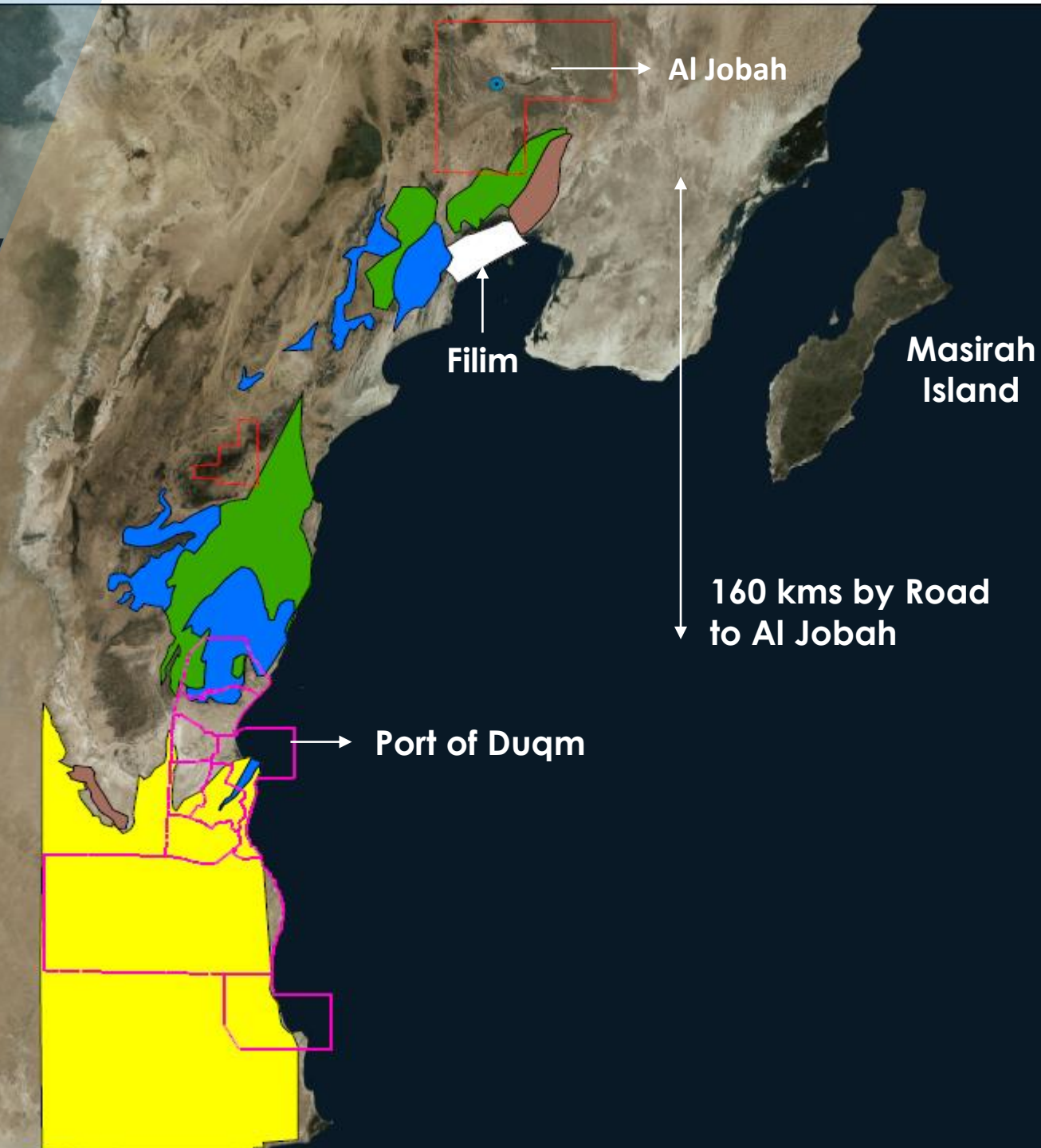
- PNG: Delivered Cost up to USD 16 (Rs. 1,170)
- Electricity: Rs 12 per KWh
- Unstable Prices often lead to unplanned costs & losses

- Reliable, Low Cost Utilities with Stable Pricing

A silhouette of an excavator bucket is shown in the process of dumping a load of dark, granular material, likely soil or minerals, into a pile. The excavator's arm and bucket are dark against a vibrant, colorful sky at sunset or sunrise, with hues of orange, red, and pink. The background sky is filled with soft, wispy clouds. The overall scene conveys a sense of industrial activity in a natural setting.

Mineral presence

Industrial Minerals



Legend

- Granodirite / Kaolin / Feldspar / Quartz
- SEZAD Zones
- Dolomite
- Limestone
- Metal Prospect
- Salt
- Shale / clay
- Silica Sand

Industrial Minerals

Existing Limestone Quarry
South of the Port of Duqm
and
Dolomite Quarry to its
North



Oman Rail - The Minerals Line Project



Phase I 377km line

*connecting Manji / Shuwaimiyyah to
Port of Duqm*

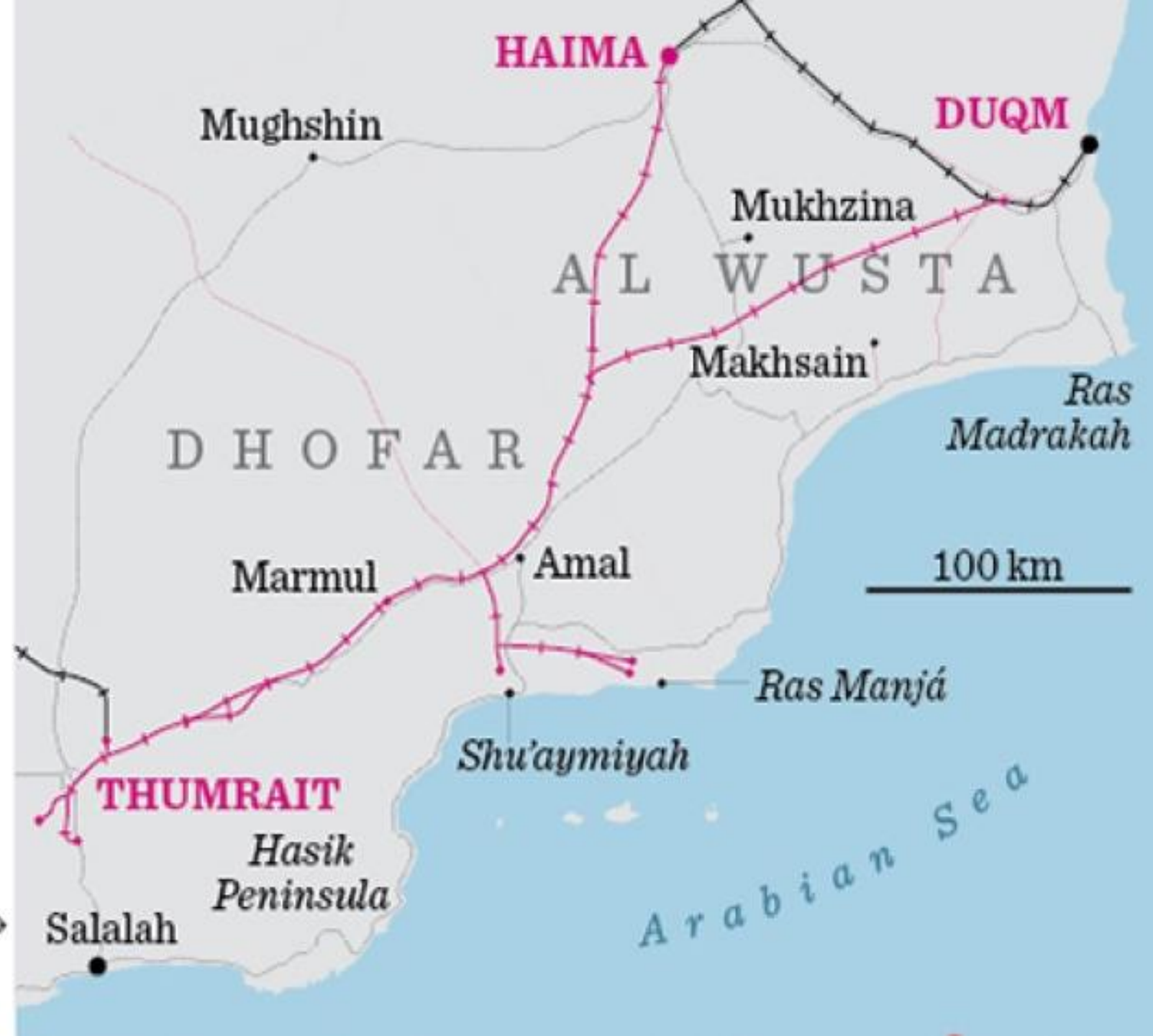
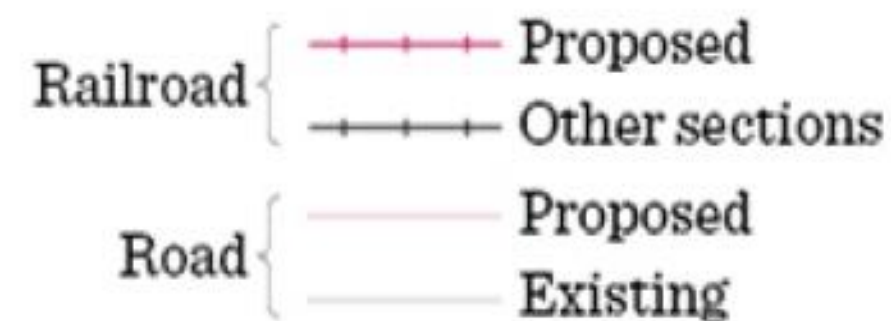
Phase II 276km section

*between mining areas in Thumrait to
Phase I junction at Amal*

- ***Rich deposits of Gypsum & Limestone in target areas (PAM/MDO assessing reserves)***
- ***Plan to export up to 60 Million tons via Port of Duqm***

THUMRAIT-HAIMA-DUQM RAILROAD

Total length of railway: 398.9 kms



Raw Materials for Glass Industry

Silica Sand / Quartz:

Very large deposits (Abu Tan and Wadi Baw) lie just outside SEZAD area, on route to Haima. Area is classified as natural reserve, but there is prospect for gaining license for downstream industry.

Can also be imported from Egypt, Saudi & Jordan

Cullet:

New glass recycling project coming up in Sohar, will be operational by end of 2019 with capacity of 650MT per day.

Dolomite & Limestone:

High quality Dolomite and Limestone available from existing, operational quarries 40kms from the Port, just outside SEZD area.

Soda Ash:

Currently requires Import (from Iran, Romania or Bulgaria.

Reputed companies exploring Salt works and Soda Ash manufacturing prospects

Conceptual Financials

250 tpd container glass unit in Duqm

RAW MATERIALS

Plant Capacity	250 tons per day
Batch volume	300 tons per day
Annual Volume	105,000 tons per year

Note: Minimum 20% Cullet can be used as Raw Materials, available at a price of ~125 USD per ton

Batch Mix	Mix %	tpa	USD per MT*	USD per year
Silica Sand	57%	59,850	40	2,394,000
Soda Ash	24%	25,200	250	6,300,000
Limestone	9%	9,450	18	171,990
Dolomite	4%	4,200	35	147,000
and others	6%	6,300	30	189,000
Total	100%	105,000		9,201,990

*Delivered cost, imported raw materials

MANPOWER

Head count (direct and indirect)	220 nos.
Cost per Head per month (all inclusive)	500 OMR
Annual Cost	1,320,000 OMR
Annual Cost	3,432,000 USD

Conceptual Financials

250 tpd container glass unit in Duqm

NATURAL GAS

Daily Consumption	54,000 CBM per day
Annual Consumption	18,900,000 CBM per year
Unit cost	4.00 USD per MMBtU
Annual Cost	2,509,960 USD

COST SUMMARY

	USD per year
Manpower	3,432,000
Natural Gas	2,509,960
Raw Material	9,201,990
Total	15,143,950

- Electricity required for boosting capacity not considered as it varies depending on production requirements.
- Packing materials (including corrugated tray, wooden pallets, shrink film) available at average cost of 55 US Cents per 100 bottles
- Container glass fetches Selling Price of 425 USD/ton

THANK YOU

Hilal Al Balushi

Business Development Manager

Port of Duqm Company SAOC

Hilal.Albalushi@portduqm.com

Mob. +968 91402560

Mohammed Ali Ghazi

Business Analyst

Port of Duqm Company SAOC

Mohammed.Ghazi@portduqm.com

Mob. +968 98150655

www.duqm.gov.om



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