

Oman's Logistics - Aviation

Sector Webinar

Who is Oman Aviation Group?

The group was set up to support the Sultanate of Oman's distribution strategy

Oman Aviation Group

المجموعة
العمانية
للطيران

Oman Air



Oman Air is the national airline of Oman, operating domestic and international passenger services, as well as regional air taxi and charter flights.

Transom



Transom directs five companies focused on servicing the aviation industry: Ground Handling, Catering, Hospitality, Cargo and Muscat Duty Free.

Oman Airports



Oman Airports is responsible for the management and operations of the civil Airports in Oman.

Oman Airport Cities

Oman Airport Cities will offer world-class commercial, retail, hospitality, MICE, leisure and logistics hubs and clusters in close proximity to Muscat International Airport, Sohar International Airport & Salalah International Airport.

National Tourism Operator

NTO aims to aggregate the whole tourism inventory & distribute to the global trade partners such as agencies, tour operators etc. & in the future directly to consumers. NTO is also establishing relations with many trade partners across the globe.



Vision

- Building a world-renowned national aviation ecosystem for a thriving Oman.



Mission

- Delivering on the country's national aviation strategy to drive sustainable value
- Developing innovative assets and initiatives to elevate Oman's global image
- Coordinating and enabling global strategic direction of public and private investors

The Group's Strategy

Strategy focuses on developing an integrated aviation sector, unlocking touristic and logistics connectivity potential



Enabling
Tourism



Aviation



Enabling
Logistics

Experience Oman

1# airline focused on inbound tourism in MENA

Top hub airport for international travelling

Best-in-class aviation services

Destination model

Airport cities

Premium services

Airline



Airports



Aviation Services

TRANSOM

Air freight

Airport free zones

Cargo handling

Sea-to-air connection outside of the Strait of Hormuz

Leading airport with free zones and cargo logistics

Cargo handling tailored to customer needs

Global Logistic Hub

Targets 2030

Customer Experience

Top-20 airports in class.

airline ranking
★★★★☆

Connectivity

Top-50 connectivity index

Volumes

40 million total passengers

Oman Airport Cities Freezone

Investment Opportunity

Significant Share of Investments are Made into The Airport Cities in Muscat and Salalah

Business Gate

Muscat Airport

Hospitality Gate

Logistic Gate

Free Zone

Aviation Gate

Muscat Airport City

Business Gate	114 hectares
Hospitality Gate	12 hectares
Logistic Gate	24 hectares
Aviation Gate	53 hectares
Free zone	152 hectares

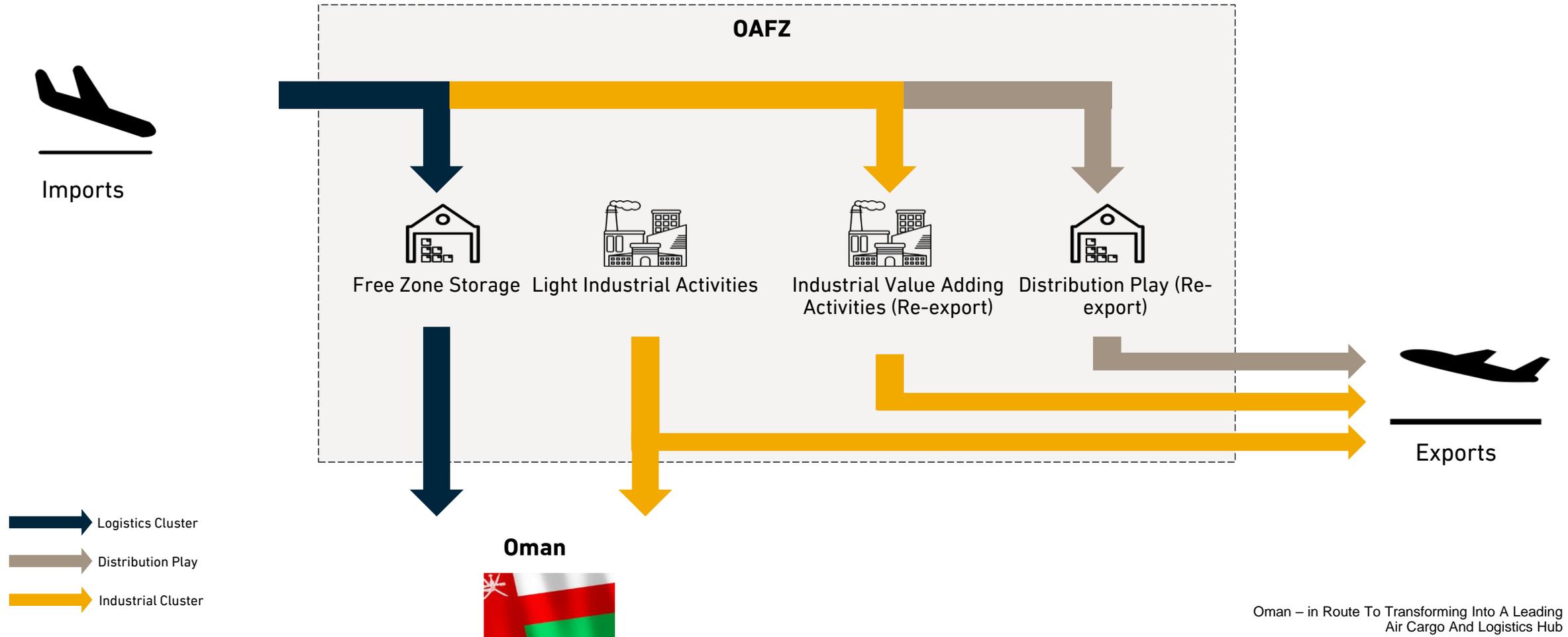


The Two Cities Muscat & Salalah Set a Platform For Opportunities Within Variety of Clusters

<p>Light Industries</p>		<ul style="list-style-type: none"> • General light industry and assembly operations • Focuses on industries relying on air transport 	<p>Logistics</p>		<ul style="list-style-type: none"> • Warehousing of imported goods • Higher focus on air transported imports
<p>Fish Processing</p>		<ul style="list-style-type: none"> • Processing of fish prior to shipping • Focuses on high value fish, which relies on air transport 	<p>Pharma</p>		<ul style="list-style-type: none"> • Regional distribution hubs for pharma manufacturers • Reliant on air due to value and time sensitivity
<p>Aerospace</p>		<ul style="list-style-type: none"> • Regional distribution hubs for aircraft manufacturers • Reliant on air due to value and time sensitivity 	<p>E-commerce</p>		<ul style="list-style-type: none"> • Fulfilment centers for e-commerce players willing to establish regional hubs in OAFZ
<p>Offices</p>		<ul style="list-style-type: none"> • Offices for companies providing services typically demanded by FZs tenants 	<p>Amenities</p>		<ul style="list-style-type: none"> • Facilities and services required in the FZ for its everyday operations (e.g., gas station, cafes etc.)

Cluster sizing analysis captured the different imports / exports flows and allocated them to the different identified clusters

Allocation of Imports / Export Flows to Clusters



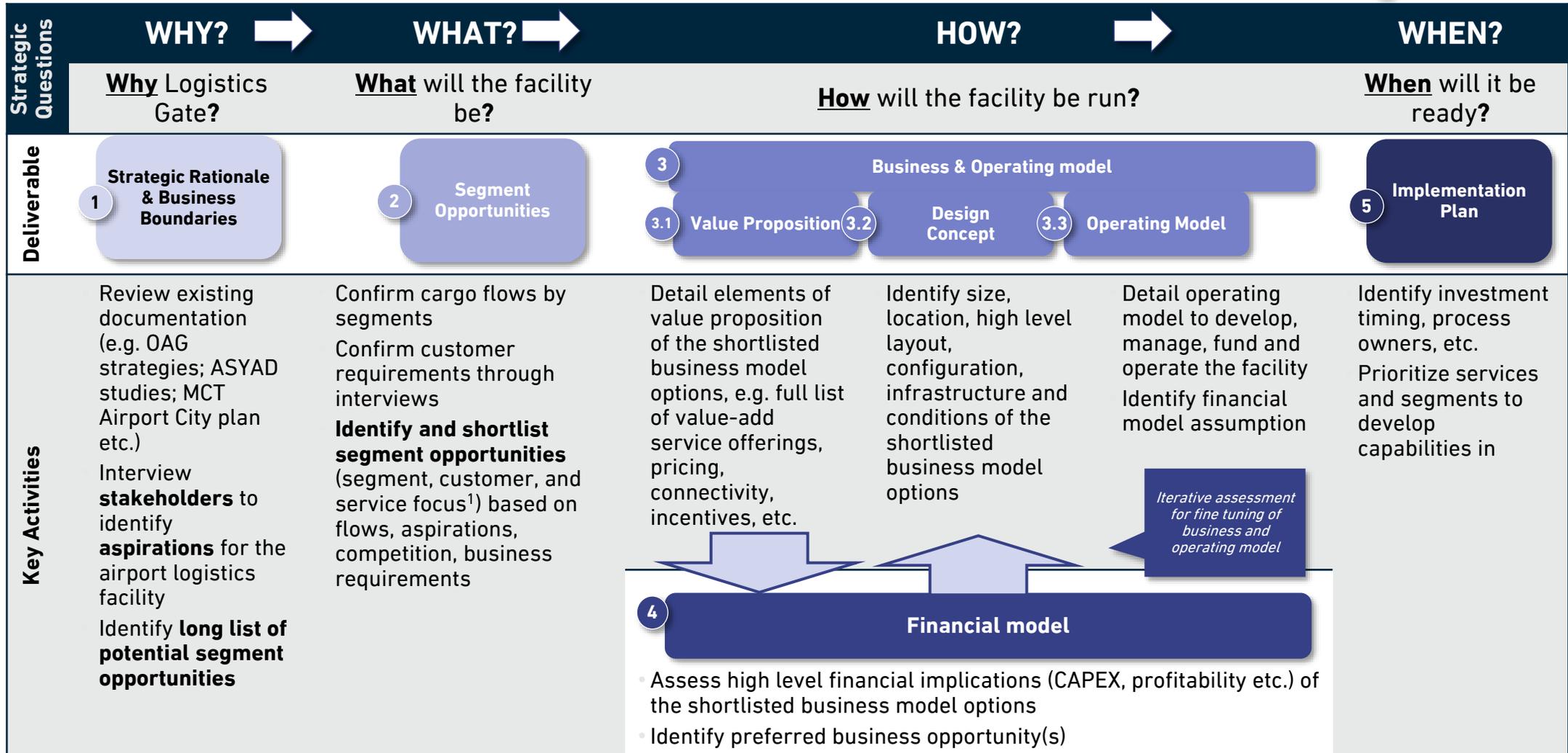
Logistics Gate Project

Investment Opportunity

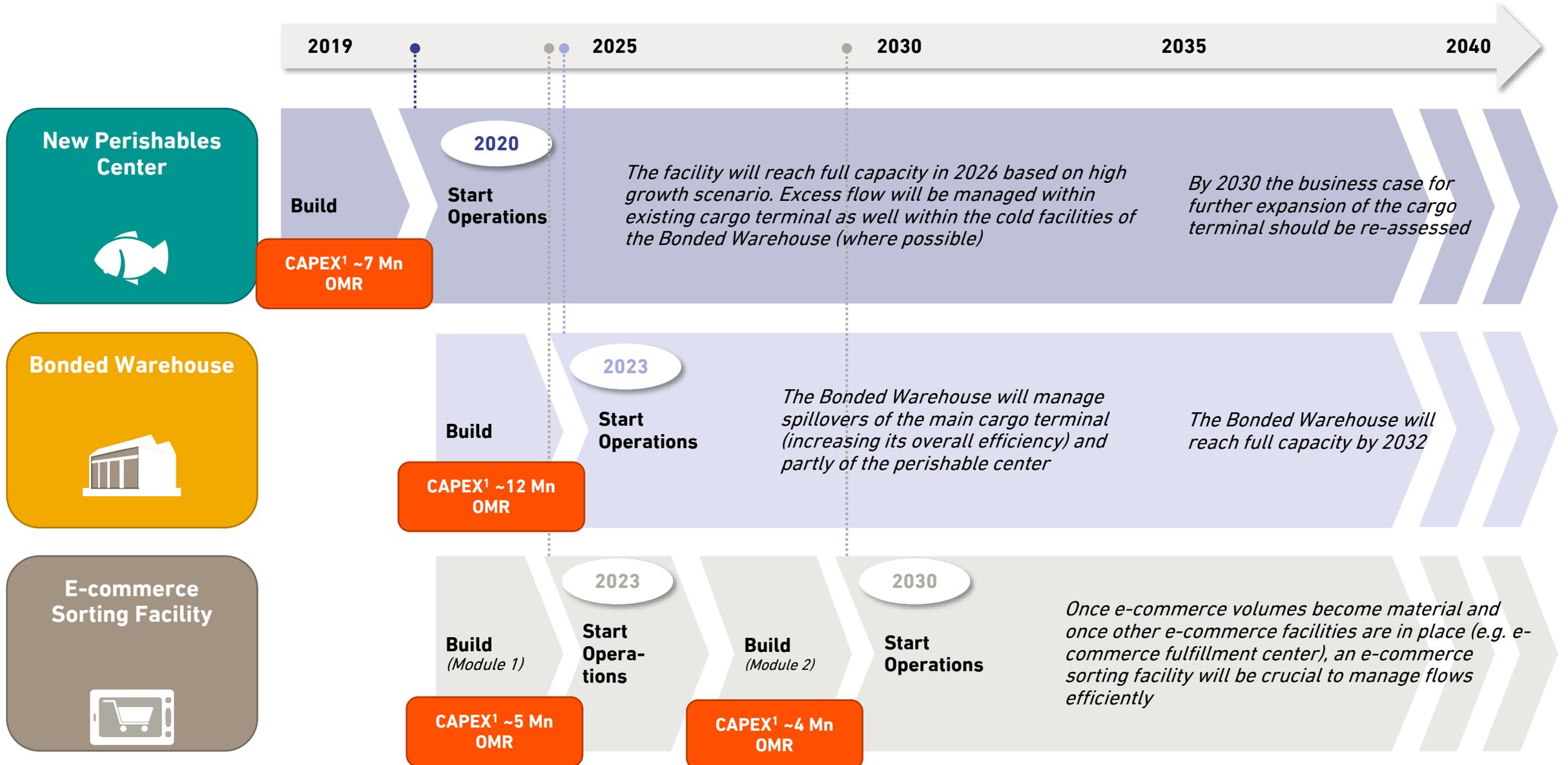
The objective of the Logistics Gate project is to set up an airport logistics facility in Muscat

Logistics Gate Project strategic questions and deliverables

x Key deliverables

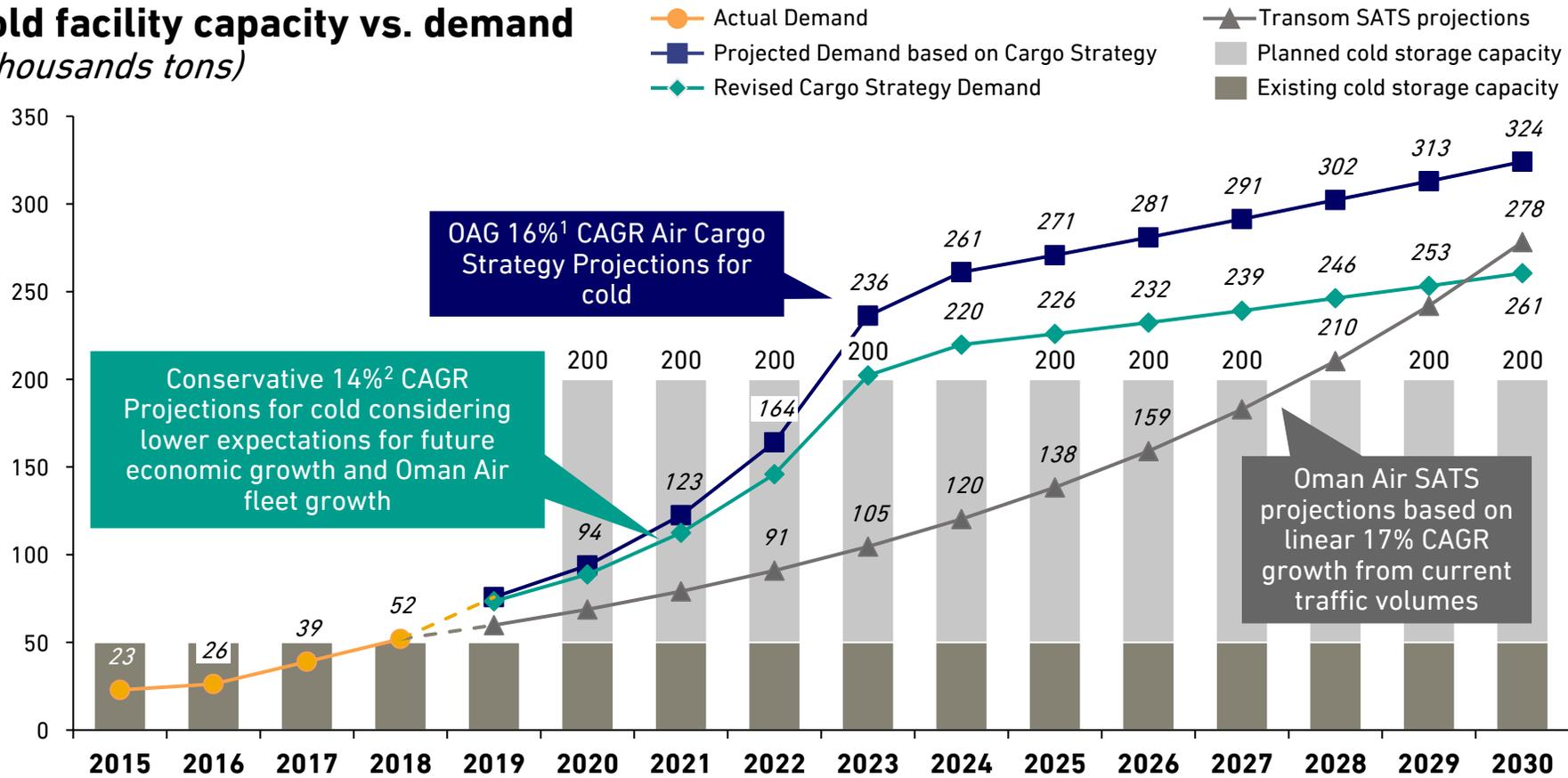


Recommended timeline for development of prioritized facilities



Taking into account the development of the new cold facility (excluding pharma), forecasted demand is expected to surpass the capacity in 2023

Cold facility capacity vs. demand
(Thousands tons)



1. Derived from 10.7% CAGR of Air Cargo Strategy
 2. Derived from 8.7% CAGR of revised Air Cargo Strategy
 3. Source: Air Cargo Strategy, Oman Air SATS

Sohar

Sea to Air

Investment Opportunity

Sohar International Airport

Sohar International Airport to be serving as a crossroad for narrow-body airlines on longer missions that require a technical stop.

Creating a concept of a stop-over crossroad for:

- Charter airlines operating narrow body (long-haul)
- Scheduled airlines attempting narrow body low-risk entries
- Scheduled airlines operating seasonal holiday services
- Light & medium sized biz jet operators tech stop
- Cruise line flights
- Ferry & delivery flights tech stop

About Sohar

The coastal city of Sohar, the main city in Batinah Region, is located 220 Km in the north-west of Muscat and the main road transport route between the Sultanate of Oman and the Emirate of Dubai.

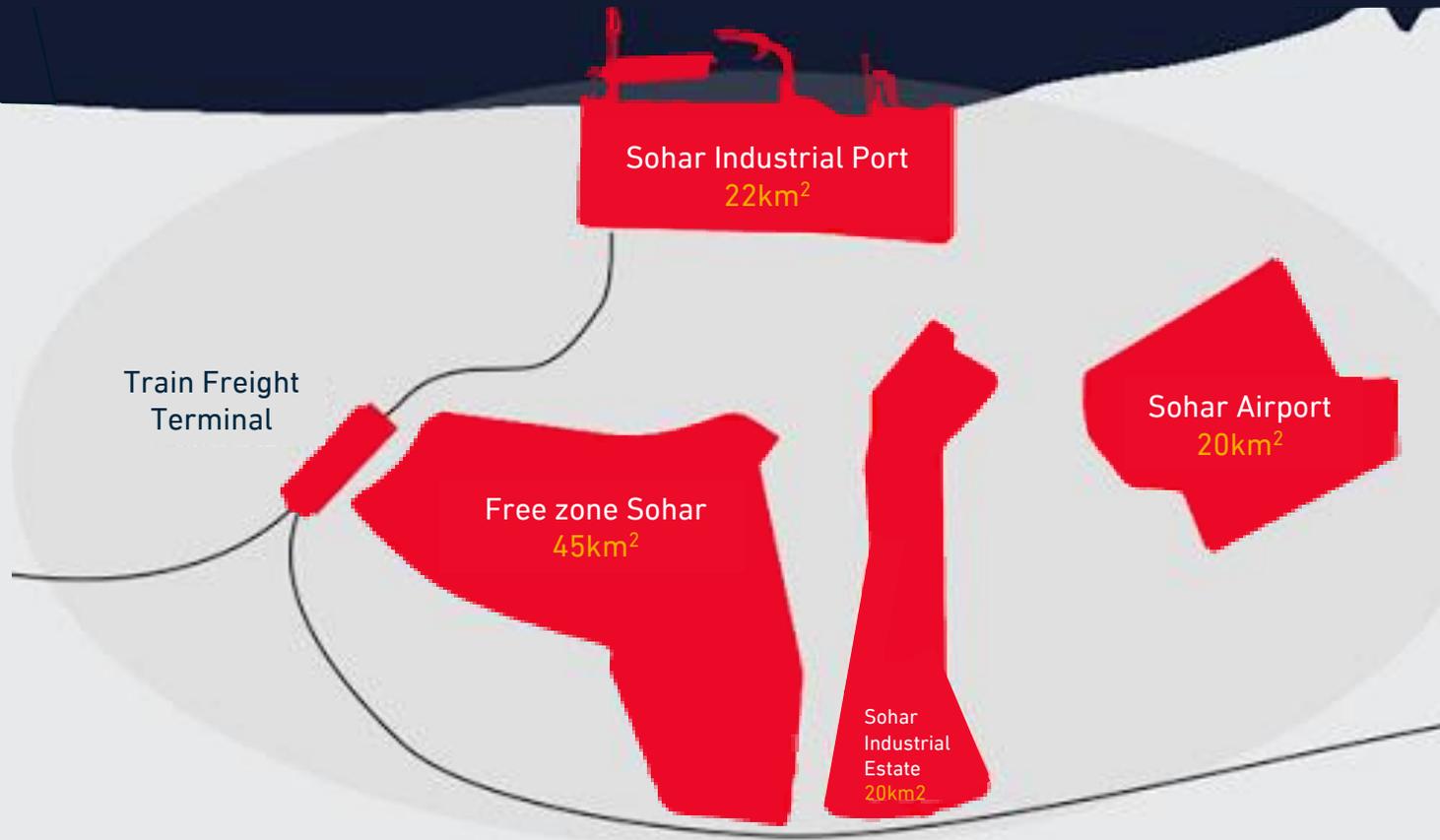
Population: 225,000

Total Area (KM²): 1,728



Sohar Airport Area

The airport is in close proximity to the major commercial, industrial, and economic centers of Sohar, including the Port of Sohar special economic zone. It will complement the plans for a major highway and railway network, which will underpin the city's port eventual transformation into a major industrial and economic hub on Al-Batinah coast.



Airport Details	
Airlines	Air Arabia, Qatar Airways, Salam Air, Private Jets, Charter Flights and Oman Air (Alternate Airport), Qeshm Air
Apron	3 code F stands 4 code C stands
Taxiway	C2/C3 and J
Runway	RWY 15/33 4001*60

Salalah

Cargo Transportation

Investment Opportunity

Salalah International Airport

Salalah's global location, connectivity and cost competitiveness provide a unique advantage in terms of reach, enabling global sourcing and exporting from and to the world, and competitive total landed costs.

Creating a trade hub

- Fastest transit times to Europe and Asia from a single location – 32% lower than competing ports
- Over 3,000 vessel calls per annum from lines such as Maersk, MSC and APL
- Inter-modal hub with sea, land and air connections within short distance
- 'Bonded Corridor' to connect customs-controlled area to Salalah Free-zone which is in close proximity
- Close to Yemen (Cargo for humanitarian aid)

About Salalah

Salalah is the capital city of southern Oman's Dhofar province. It's known for its banana plantations, Arabian Sea beaches and waters teeming with sea life. The Khareef, an annual monsoon, transforms the desert terrain into a lush, green landscape and creates seasonal waterfalls.

Population: 340,000

Total Area (KM²): 99,300



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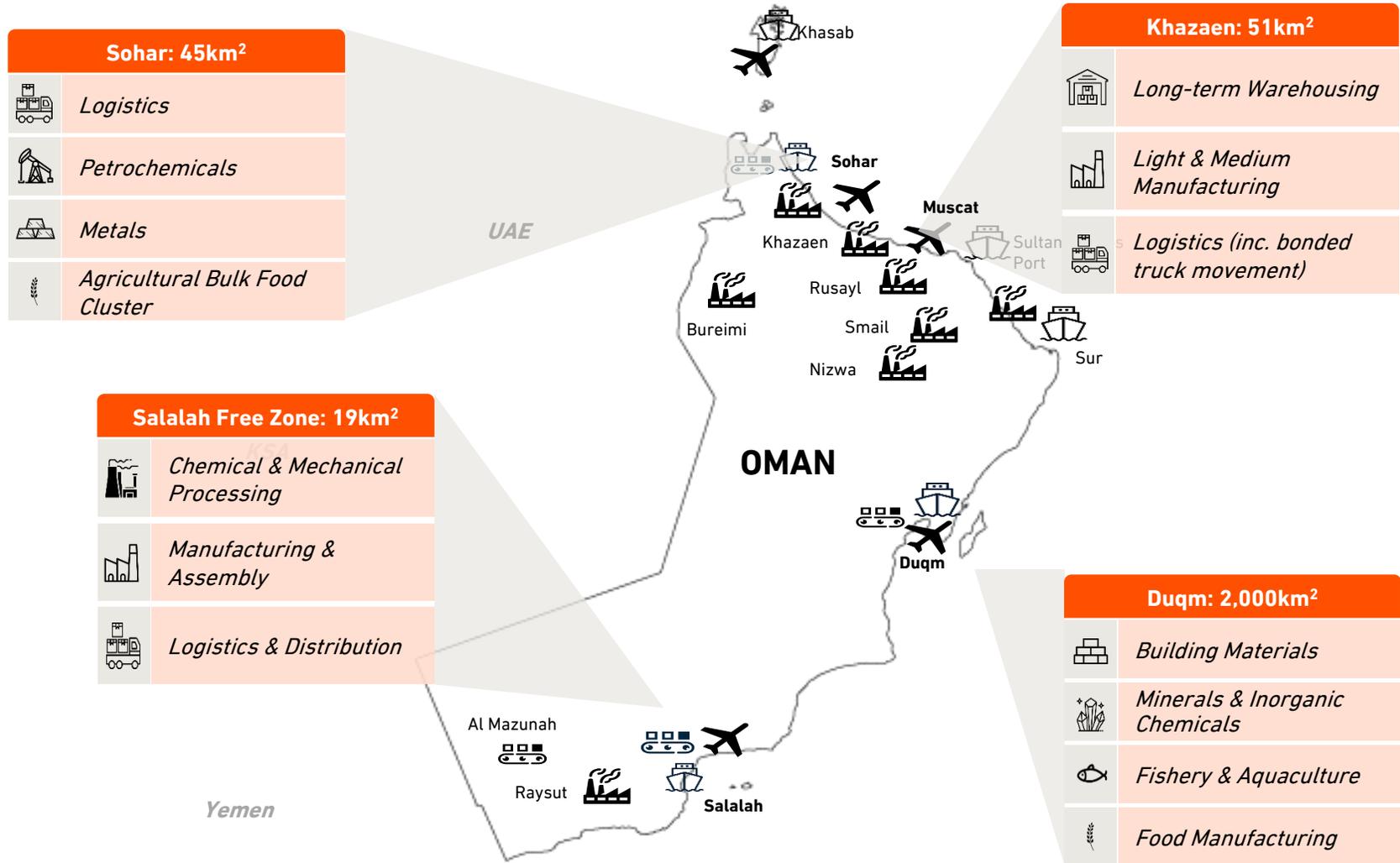
PACA Building-Ground Floor Corner Al Mouj
& 18 November Street Muscat, Oman

Annexures

Extra information

Oman has been diversifying its economy through investment in industrialization and logistics

Oman Ports, Airport, Free Zones and Industrial Areas



Why Oman?

Oman is the ideal business location for businesses interested in the growing and emerging markets of the Middle East, Africa and Asia. From headquarters and back-offices to manufacturing, logistics, fisheries, tourism to mining, Oman offers people and businesses an outstanding place to live, work, invest and visit.

Strategic Location

At the center of the east-west nexus joining markets in Europe, Asia and North America in addition to proximity to Africa.

Diversification

Government focus on industrialization and public-private partnerships to diversify the economy away from oil and gas.

Political and Economic Stability

We are proud of Oman's legal transparency, economic stability and political tranquility.

Infrastructure

State-of-the-art roads, airports, ports, free zones and industrial estates.



Quick Facts About Oman

Oman is a smart, dynamic and welcoming nation that offers a quality of life unparalleled by any other country in the Gulf, providing a true community with world-class amenities for businesses and people.

Form of Government	Monarchy with two advisory bodies (State Council & Consultative Council)
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Head of State	Sultan Haitham bin Tariq Al Said
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Capital	Muscat
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Monetary Unit	Omani Rial (OMR)
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Population	4,690,000
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Total Area (KM²)	309,980
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Sohar Port

- Oman's first terminal to handle agricultural bulk (for food hub)
- Serves heavy industrial activities
- JV with Port of Rotterdam



Main Imports:

- Mineral products
- Base metals

Main Exports:

- Chemical products
- Mineral products

Sohar – Freezone

Sohar Investment Incentives

Sohar Free Zone development together with the port attracted global investments of over US\$26 Billion.

Free Trade Agreements with US and Singapore

Corporate Tax Holiday of up to 25 Years

0% Import or Re-export Duties
0% Personal Income Tax

Relaxed Level of Omanization

100% Foreign Ownership

One-Stop Shop for all Relevant Clearance

Industries

Petrochemicals

Plastic

Iron, Steel & Aluminum

Auto Parts

Food Zone

Textiles

Sohar is one of the fastest growing port and free zone developments anywhere in the world, Sohar has an abundance of space that is readily available and filling up fast.