

INDIA OMAN

A STRATEGIC PARTNERSHIP

AN INTERNATIONAL ADVERTORIAL AND PROMOTIONAL FEATURE

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Advantage Oman

The bilateral investment flows between India and Oman have been strong and remain buoyant, finds out Sheetal Srivastava



Pic: Oman tourism

WHY INVEST IN SALALAH?

- Salalah Port is today a major regional and global transshipment hub, second only to Dubai in terms of size, and first in the Indian Ocean
- A Free Zone with cost competitive market reach and access
- Offers solutions to business owners and multinationals looking to expand their operations into Middle East, Africa, Southern Europe and South Asia
- The location is the center of gravity to the East Africa/GCC/Subcontinent market
- The strategic location between trade routes of the East and the West gives Salalah Free Zone a shipping cost and delivery time advantage to relocating manufacturers when compared to China, USA and India as well as regional competitors

The World Economic Forum's 2012-2013 Global Competitiveness Report ranked the Sultanate of Oman fourth in the Arab world and 32nd at world level out of 144 global economies. According to the report, Oman's solid foundations are made up of a high-quality institutional framework (ranked 17th in the world); a stable macroeconomic environment (5th); goods market efficiency

(25th); and financial market development (26th). Over the years, the Sultanate has created an attractive climate for foreign investors and given a boost to flows of capital. Among the many positive features enabling Oman to attract domestic and foreign investment include security, political stability, a free economy, a system that allows foreigners to own up

to 100 per cent of projects, no restrictions on exporting funds and profits, no personal income tax, a standard tax rate

– 12 per cent annually – for all Omani and foreign companies and establishments, loans at low interest rates and with comfortable repayment periods for a range of projects and attractive company tax exemptions for up to 10 years.

INDIA-OMAN TRADE LINKAGES

India and Oman have historical maritime trade relations and people-to-people contacts. The India-Oman bilateral trade during FY 2012-13 was USD 4.55 billion of which Indian exports constituted USD 2.60 billion. and imports USD 1.95 billion. The volume of bilateral trade has increased by 129 per cent since 2008-09.

The bilateral investment flows between India and Oman have been strong and remain buoyant. According to the last data available, there are 1537 India-Oman joint ventures in the Sultanate with a total investment of USD 7.5 billion of which the Indian investment is estimated at around USD 4.5 billion.

A BUSINESS ORIENTED ENVIRONMENT

Oman's modernisation, which has lasted since the 1970s, has given the country the public infrastructure enjoyed by developed countries. Overall, Oman offers an ideal business environment as the Government regulations and laws in Oman are specially designed to make conducting business easy and hassle-free. Investors will find a stable, secure setting for their business to flourish in Salalah.

Thus, Oman offers abundant resources with access to a wealth of natural resources, energy and domestic and international financing and together with the Salalah Free Zone, it offers a comprehensive business ecosystem able to meet the needs of companies.

(With inputs from agencies)

INTERVIEW

MANI SHEKHAR JHA, *general manager, Al Nahdha Group*

"We provide our clients the most effective solutions with a committed approach"



What are the key areas of operations for your group in Oman?

- Civil Construction
- Mechanical, Fabrication & Machinery
- Painting, Scaffolding & Insulation
- Refractory
- Landscaping Services
- Plant, Machineries and Vehicles
- Manpower solutions
- Trading & Industrial supplies

What are some of your future projects?

- Sohar Refinery Expansion Project.
- Sohar International Airport project.
- Muscat/Salalah International Airports Expansion projects.
- Housing Units Construction Projects for various Ministries.

- Oman Railway project
- Salalah IWPP2 Project
- Barka IWP Project

What role does India play in your operations?

Major portion of our professional and skilled workers are from India. They play a leading role in improving our business endeavours.

Our Indian subsidiary Al Nahdha Overseas (India) Private Ltd offers a complete array of services. Amongst other services the subsidiary is active in business consultancy, providing manpower, trading and real estate services. Our HR consultancy wing is specialised in the recruitment of all categories of manpower for both our in-house purpose as well as for our various clients abroad. Our real estate division offers lucrative investment opportunities in Goa, Pune and Mumbai.

How do you plan to support Indian companies that want to invest in Oman?

We provide a wide range of cost effective business solutions to meet the business needs of our clients involved in developing and expanding businesses in Oman.

Being well established on our own

where representatives from aviation and travel industry participate en masse. OAMC representatives along with Ministry of Tourism delegates present tourism opportunities in Oman at this mega event, thus giving a clear picture of the various tourism destinations in the country.

Oman's airports are currently undergoing a massive expansion. What opportunities will this create for Indian companies?

Since so many airports are under construction, Indian companies are also involved directly or indirectly in these prestigious projects viz. construction, consultation, etc.

How many new airports are being added to the existing ones at Muscat and Salalah? Will these offer direct connections to Asia and rest of the world?

In addition to the existing airports at Muscat and Salalah, three regional airports are also being built – at Sohar, Al-Duqm and Ras Al Hadd. Once they become operational, it is expected that with the approval of the Government – Civil Aviation Authority - direct flights to Asia and rest of the world may become a reality in due course.

Considering the number of expatriates working in Oman, will the expansion plans give birth to new low cost carriers?

With these enhanced facilities and constant increase in passenger traffic, it is expected that new low cost carriers may commence operations to airports in Oman. OAMC are also arranging for aggressive marketing and extend all possible assistance to the carriers interested in commencing operations to the airports in Oman.

CELEBRATING
43 YEARS
NATIONAL
DAY

On the occasion of the glorious National Day, The Port and Freezone Sohar extends heartfelt greetings and blessings to

His Majesty Sultan Qaboos bin Said

We pray to the Almighty Allah to continue to protect His Majesty and the people of Oman. We wish him and the Sultanate of Oman continued peace and prosperity.

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Have questions about how to become a part of these projects in the Sultanate of Oman?
We have all the answers!

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