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



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

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

WHY INVEST IN

ket reach and access

Salalah Port is today a major regional

and global transshipment hub, second

only to Dubai in terms of size, and first

A Free Zone with cost competitive mar-

Offers solutions to business owners and

multinationals looking to expand their

operations into Middle East, Africa,

■ The location is the center of gravity to

the East Africa/GCC/Subcontinent

■ 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

China, USA and India as well as regional

manufacturers when compared to

to 100 per cent of projects, no restric-

tions on exporting funds and profits, no

personal income tax, a standard tax rate

Southern Europe and South Asia

### INDIA-OMAN TRADE LINKAGES

12 per cent annually – for all
Omani and foreign companies

and establishments, loans at

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**

VIC ALLEN, acting CEO, OAMC

## "New airport terminals are coming up at Muscat and Salalah to meet the ever-increasing passenger traffic"



Oman is called the Arab world's best kept secret and is one of the must-see destinations. What role has OAMC been playing in complimenting this image?

Muscat International & Salalah airports being the gateways to the Sultanate of Oman, the Government of Oman is constructing new airport terminals both at Muscat and Salalah to meet the ever-increasing passenger traffic and demand. OAMC as the airport operator is actively involved in these projects. The new terminals, when completed, will have top-class passenger facilities compared to any other modern airports in the world. OAMC also regularly liaises with Ministry of Tourism in enhancing tourism infrastructure where necessary, has produced a documentary film about the country and tourism attractions, etc. For the benefit of passengers arriving into the country, this documentary film is shown on board of aircraft operating in Oman. To this end, OAMC is also working with travel trade, airlines and tour operators as well as with the Department of Tourism in order to grow tourism traffic to the Sultanate.

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

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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INTERVIEW

MANI SHEKHAR JHA, general manager, Al Nahdha Group

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

OAMC participates in the annual World

Travel Market (WTM) conference



## What are the key areas of operations

- for your group in Oman?Civil Construction
- Mechanical, Fabrication & MachineryPainting, Scaffolding & Insulation
- Refractory
- Landscaping Services
- Plant, Machineries and VehiclesManpower 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 IWRD2 Project
- Salalah IWPP2 Project
   Barka IWP 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

and having the required know-how and infrastructure to support Indian companies that wish to invest in Oman, we offer them strategic information on all upcoming projects in Oman suitable for investment, provide advisory services on how to participate and win these projects. We also provide support to Indian companies interedted in entering into the Oman market and also help them in setting up permanent new entities.

### How do you utilise human resources from India? How do they add value to your global business?

We recruit various professionals and skilled workforce from India depending on our requirements. We provide our clients the most effective solutions with a committed approach. Our team of consultants personally handles every step of each assignment following the strictest ethical standards. The quality of candidates recruited adds value to our workforce and contribute to the success and efficiency in executing various projects undertaken in Oman and elsewhere. We strive to maintain a high degree of standard towards the

and elsewhere. We strive to maintain a high degree of standard towards the talent of our workforce and relentlessly works towards the betterment of its quality.

Oil & Gas Petrochemicals Power Generation Infrastructure

Have questions about how to become a part of these projects in the Sultanate of Oman?

We have all the answers!

.... WELCOME TO AL NAHDHA GROUP!

For more information contact us on info@alnahdhagroup.com