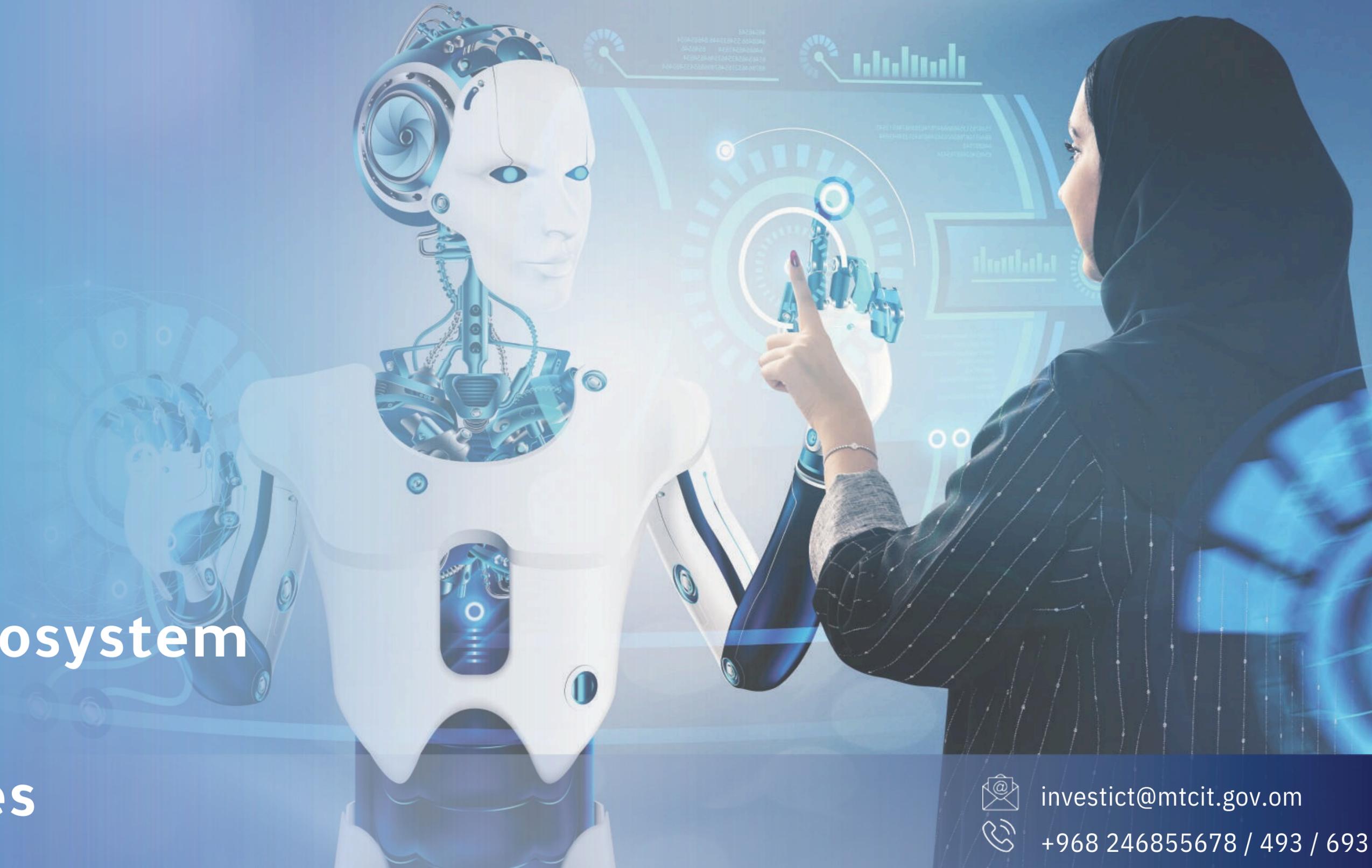




# Oman ICT Ecosystem Investment Opportunities



# Digitization

## Main Indicators

**21**

**International submarine cables and anchorage points**

**17,282**



**Employees in ICT related Jobs in the public and private sector**

**90%**

**Nationwide 5G Coverage**

**99%**

**Nationwide 4G Coverage**

**2,677**



**Companies in the ICT sector**

**9**

**Data Centers in Oman (Tier-3)**



# Digitization

## Main Indicators

**50%**

Share of universities / colleges offering technology-related programs



**102%**

Fixed Broadband Penetration Rate Household

**126%**

Mobile Telephone Subscriptions Penetration Rate inhabitant



**Category One**



Oman's Ranking in the ITU Global Cybersecurity Index

**9%**

Share of students in higher education enrolled in ICT fields

**8.5%**

Of total number of higher education graduates are in ICT

**2%**

Estimated digital economy contribution to GDP



# Digitization

## Main Indicators

**3**

**Mobile Operators**



**2**

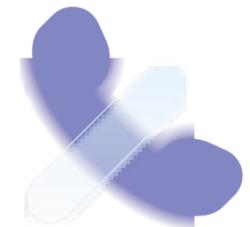
**Carrier-neutral and open-access Equinix (IBX) data center**

**41**



**Oman's ranking in the UN e-Government Index (out of 193 countries)**

**50**



**Oman's ranking in the Networked Readiness Index (out of 134 countries)**

**84%**

**Fixed broadband subscribers per 100 households**

# Why Oman?

**Oman offers favourable long-term conditions for investment. Real GDP grew on average 4.7%, supported by high investment rates, modern logistics, and open markets. Oman's ports (Salalah, Duqm, Muscat, Sohar) provide access to Asia, Africa, and Europe.**



# Why Oman?

**The following provides a summary of Oman's main competitive advantages:**



## **Strategic location**

The Sultanate of Oman is the third largest country on the Arabian Peninsula, with a total area of 309,500-sqm km and a coastline stretching for over 3,000 km overlooking the Arabian Gulf, the Sea of Oman and the Arabian Sea. Oman is strategically located at the entrance to the Arabian Gulf, the source of two-thirds of the world's oil exports, ensuring easy access to the world's prime markets (including the ability to bypass the Strait of Hormuz) - India, China, Africa, the European Union and the Americas. With high quality seaports at Salalah, Duqm, Muscat and Sohar, Oman offers access to three continents and more than 2.0 billion consumers.



## **Different Environments**

Oman is home to array of different environments and terrains. Meaning that it is an ideal location to do testing and experimenting in different environmental conditions.



## **Strong agreements between USA-Oman**

The United States and Oman have signed a number of agreements to strengthen the ties between both countries including the Free Trade Agreement and the Science and Technology Cooperation.

# Why Oman?

## Ports, Free zones and Key Areas

-  Oman Rail (under development)
-  Port
-  Free zone
-  Oman post
-  Port Terminal Operation



# Zones Options

## Innovation Park Muscat



- It is an initiative under the Ministry of Higher Education, Research and Innovation (MoHERI).
- IPM is the first multi-sectoral Science and Technology Park in Oman.
- IPM will be the platform that will bring the government, private, and academic sectors together.
- IPM has three buildings in phase one:
  - **The Innovation Center (including incubators for start-ups & SMEs)**
  - **Social Center and Prototyping Center.**
  - **Leasable Land Lots allocated for R&D arms of the international companies.**

## Sohar Free Zone



- It is one of the regional-industrial-areas that is growing rapidly and one of the regional-logistics-hubs.
- It enjoys a strategic location outside the Straits of Hormuz, linking regional and international markets together, and major regional and global shipping routes are accessed via Sohar Port.
- It has excellent road connectivity to the UAE, Saudi Arabia, and Yemen
- Sohar port is calling (linked) with most of the regional ports in GCC, Iran, Africa, Fareast and others
- Sohar is having International Airport that recently started full operations

# Zones Options

## Khazaen Economic City



- It is a world-class integrated economic city bringing together a broad range of logistics, light industrial, and commercial businesses at one location.
- Growth and economic value creation
- Covering 51 million sqm of land in Barka, the new economic city is the largest public and private partnership (PPP) land development project in the Sultanate of Oman Set to attract a broad range of business sectors and construction
- Key offerings will include packaging, assembly, distribution, and manufacturing businesses in tandem with secondary industries such as legal and financial services.

## Madayn



- The Public Establishment for Industrial Estates.
- Established in 1993 in continuity of the industrial march that began in the Sultanate with the establishment of Rusayl Industrial City in 1983.
- It manages and operates (10) industrial cities in Sur, Sohar, Raysut, Nizwa, Buraimi, Rusayl, Samail, Ibri, Al Mudhaibi, and Mahas, in addition to Knowledge Oasis Muscat (KOM) and Al Mazunah Free Zone.

# Zones Options

## Salalah Free Zone



- It is the global leading Hub for quality industrial and logistical activities
- It is offering the required services to get tenant started with their operations as well as meeting needs that may arise thereafter
- Salalah Free Zone Company SAOC is the operating party for the Free Zone in Salalah
- The operating party and the working company is given the incentives, privileges and facilities stated in the Free Zones Law
- It is a location with cost competitive market reach and access in a country that has a business-oriented environment
- The Salalah Free Zone offers solutions to business owners and multinationals looking to expand their operations into Middle East, Africa, Southern Europe and South Asia.
- It assist the investor with any needs and requirements for the establishment of the organization's presence and operations in the free zone

## The Special Economic Zone at Duqm



- It is the largest special economic zone in the Middle East and North Africa
- It is located in Al Wusta Governorate in the center of the Sultanate of Oman, at a distance of 550 square kilometers from the capital Muscat.
- It is the largest in the Middle East and North Africa, with an area of 2,000 square kilometers. The Special Economic Zone at Duqm contains several economic, tourism and service development zones, the most prominent are a multi-purpose port, a dry dock for repairing ships, a fishing port, a regional airport, and tourist, industrial and logistical areas.
- It enjoys many advantages, making it among the most prominent investment destinations at regional and international levels. Given its prime geographical location overlooking the Arabian Sea and the Indian Ocean beyond, coupled with its proximity to global shipping lanes, Duqm has attracted the attention of many companies worldwide as the perfect destination for their investment.
- The Special Economic Zone at Duqm (SEZD) is also characterized by its ability to embrace projects, in not only the industrial sector, but in tourism, trade, logistics and real estate development too. In addition, SEZAD is capable of providing areas needed by investors to build their projects.

# Key Incentives



**100%**  
ownership permitted for  
specific projects and  
specific economic zones



Corporate tax exemptions  
for up to  
**25 years**  
at free and industrial zones



Can apply for  
**an investor visa**  
and obtain a resident permit (as  
per Sultanate of Oman laws and  
regulations)



**0%**  
Customs duties on all  
Import or Re-export



**Double taxation**  
relief treaties available with  
many countries



**No restrictions**  
on currencies or repatriation of  
capital/profits



**0%**  
Personal Income Tax



**Reduced**  
level of Omanization



**% 0**  
Zero VAT



**Presence**  
of skilled and relatively  
cheap labour



**Ability to apply**  
for company registration (CR) with activities such as light industry,  
packaging & re-bagging, logistic services, warehousing, general trading,  
services, etc.

# Key Incentives



## Free Trade Agreements

between Oman and the USA and the same with Oman and Singapore.



## No restrictions

of sales to the local markets (subject to 5% duty)



## One-stop-shop

for all permits and official applications



## Availability

of offshore corporate finance and access to global private equity



## Business-friendly tax

regulations with 15 percent flat corporate income tax rate



## Fully serviced land

in industrial zones and estates



## Lower cost

of utilities (and low cost of internet services)



## Wide range

of corporate structures available including locally incorporated companies, partnership, joint venture and foreign company branches



## Customs Duty exemption

on imports of plant and equipment



## Export credit insurance

through Export Guarantee and Financing Agency

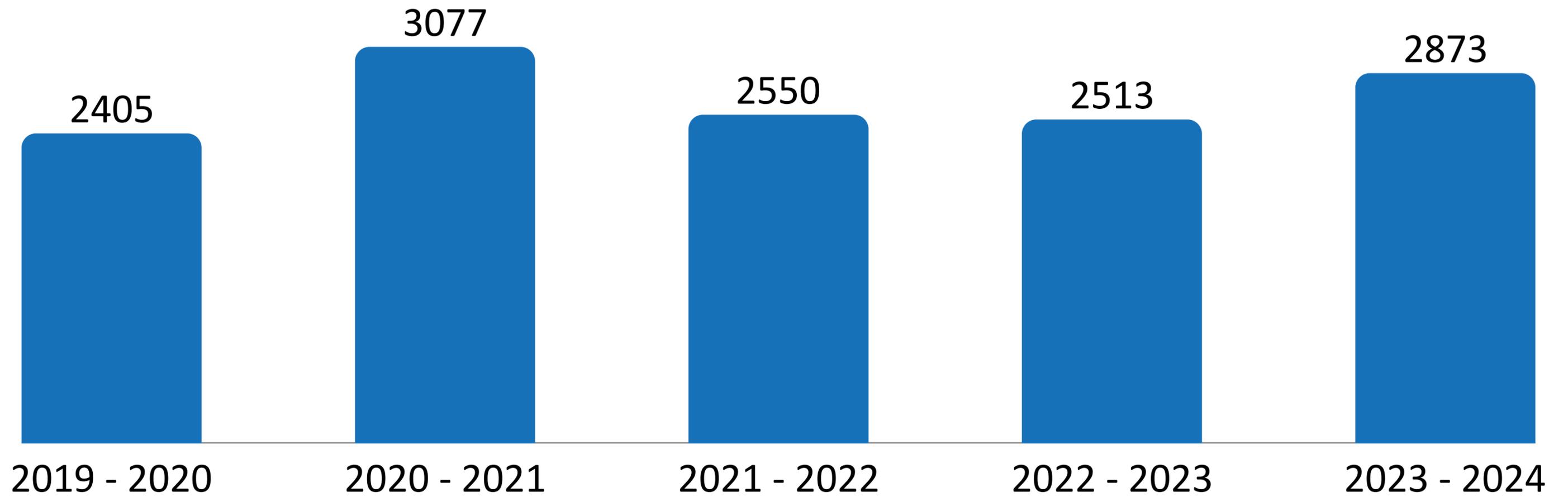


## Relief

from Customs Duty on raw material

# 2024 Statistics

## ICT graduates



# 2024 Statistics

## Demographic Data

**5,306,976**

Total Population



**3,226,027** | **2,080,949**

Males

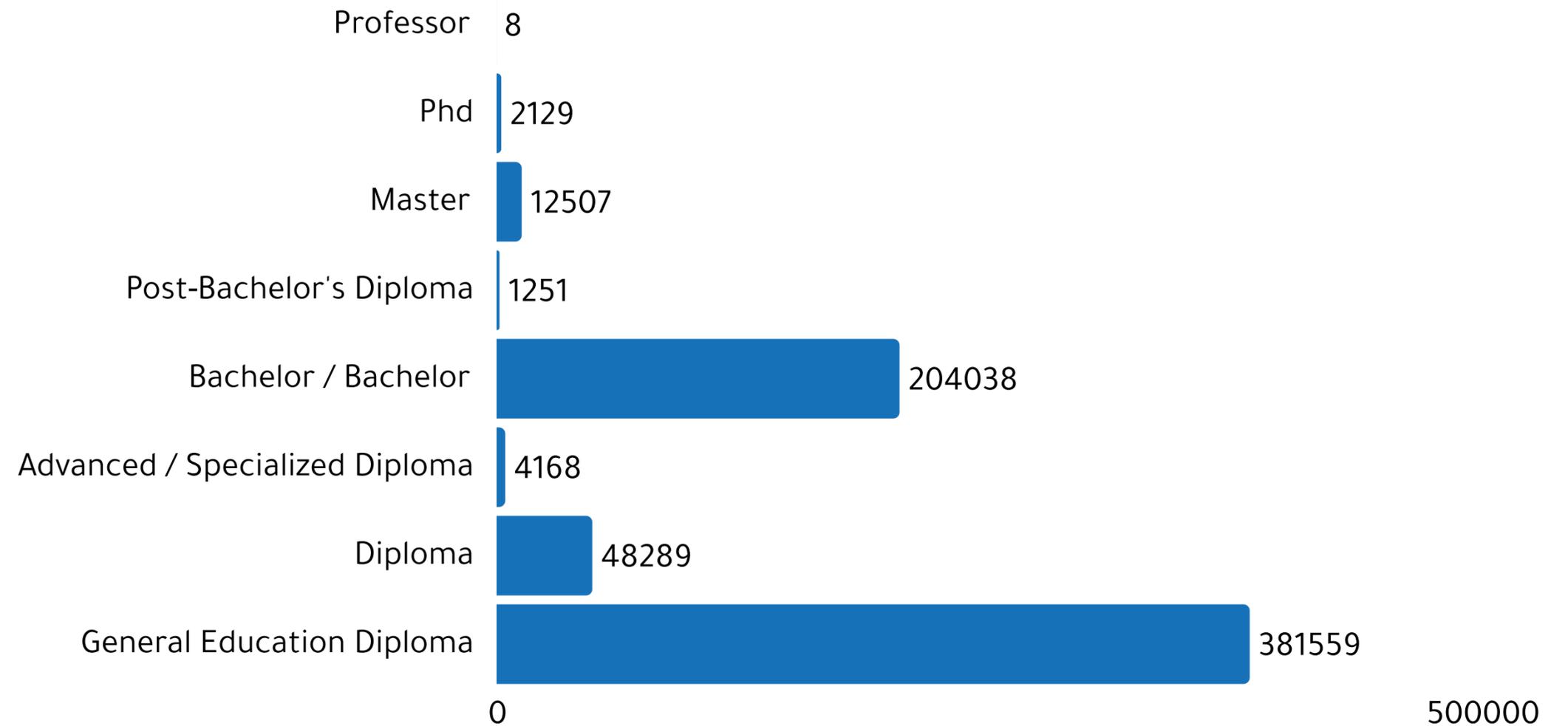
Females

## Colleges that graduate ICT majors



**25**

## Educational level data (qualifications)



# R&D

## Infrastructure

There are universities in Oman that can provide testing centers for conducting research. Any request can be studied case by case, and ask the universities to provide a proposal for the investor in order to conduct research.

All local Universities are welcoming for cooperation programs. MTCIT can arrange introduction meeting with any University or college after the investor decision on the area.

As per the statistics for high-qualified workforce, we have:



**2600**

**Number of ICT Graduates  
every year**



# Access to venture and private equity capital

There are opportunities through a number of venture capital originations such as

## 1. **Government entities:**

- a. Oman Investment Authority
- b. Oman Future Fund
- c. Oman Investment Bank
- d. Phaze Ventures

## 2. **Civil pension funds**

## 3. **Loans through local banks (supported by government entities)**

## 4. **Local investors (Angel Investors)**





# **Investment Opportunities in ICT Sector**

### Opportunity Name

**Semiconductor Design Company**

### Location

**Muscat**



### Sector

**SC Sector**



### Investment highlight



**Total estimated investment**  
**USD 30 M**



**Expected number of employees**  
**30 - 100**



**Implementation duration period**  
**1-2 years**

### Investment Offer

The government of Oman is seeking private investors to start and run an integrated circuit (IC) design company that can access international markets. Significant incentives will be provided to encourage existing IC design houses, IDM, and entrepreneurs to establish this type of technology business in Oman and engage with customers globally. The opportunity aims to attract business owners interested in leveraging the country's supportive policies and environment to build an IC design firm with an international customer base.



### Competitive advantage

- ▶ **Local Talents**
- ▶ **Free and economic zones**
- ▶ **Government support (Tax exemptions, Utility subsidies, Investment sharing, Salary subsidies, Training subsidies, and other incentives)**
- ▶ **Oman's strategic location**
- ▶ **Trade-free agreements with the US and others**

### Stakeholders

- **The Oman Government and the Private Sector**
- **The International Semiconductors Ecosystem**
- **Oman Free and Economic Zones**
- **Local and International Venture Capital /Funds**
- **Academic and Research Institutions**



### Requirements

- **Commercial registration**
- **Business proposal**
- **Sector License**



### Executive position

**Preliminary Feasibility Study**



# Outsource Semiconductors Assembly and Testing

## Opportunity Name

**Outsource Semiconductors  
Assembly and Testing**

## Location

- Muscat
- Sohar



## Sector

**SC  
Sector**



## Investment highlight



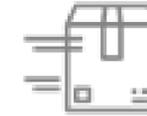
**Total estimated investment  
USD 130M - 140M**



**Expected number of  
employees  
around 300**



**Implementation duration period  
2-3 years**

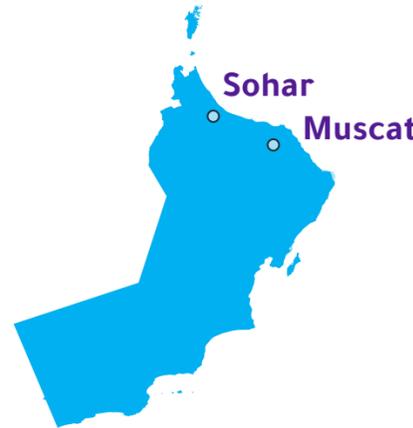


**:Target Markets  
Local / Regional /  
International**

## Investment Offer

Building and operating an advanced OSAT factory in Oman with exposure to international market. It will be the OSAT in the Middle East. The government will offer attractive incentives for keen private investors.

A potential Government \ private Partnership is offered to the investment opportunity with free land of up to 100,000 sqm. The strategic location is enabling Oman to play a significant role in the global semiconductor supply chain between East & west.



## Competitive advantage

- ▶ **Oman has strategic location between East & west, which provides investors better opportunities to get to the regional and international semiconductors market and its global supply chain.**
- ▶ **Oman Government is committed to build semiconductor ecosystem alongside implementation of national wide digital transformation program.**
- ▶ **The industry gap in design engineers, is providing an investment opportunity in talent development.**

## Stakeholders

- **Oman Government and Private Sector**
- **Oman Free and Economic Zones**
- **Global Semiconductor Ecosystem Companies**
- **Local and International Funds**
- **Global Venture Capitalists**



## Requirements

- **Commercial registration**
- **Business proposal**
- **Sector License**



## Executive position

**Preliminary  
Feasibility  
Study**



# Semiconductor Raw Material Silicon Manufacturing

## Opportunity Name

**Semiconductor Raw Material  
Silicon Manufacturing**

## Location

**Muscat**



## Sector

**SC  
Sector**



## Investment highlight



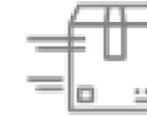
**Total estimated investment  
USD 5B**



**Expected number of  
employees  
30 - 100**



**Implementation duration period  
2-3 years**



**Target Markets:  
Local / Regional /  
International**

## Investment Offer

Government of Oman is offering a joint investment opportunity to establish and operate a factory to manufacture the semiconductor silicon materials in Oman with exposure to international market. The government will offer attractive incentives for keen private investors.



## Competitive advantage

- ▶ **Oman has strategic location between East & west, which provides investors better opportunities to get to the regional and international semiconductors market and its global supply chain.**
- ▶ **Availability of number of free & economic zones, 97% of the country is covered by high connectivity 4G.**
- ▶ **Oman Government is committed to build semiconductors ecosystem alongside implementation of national wide digital transformation program**

## Stakeholders

- **Government Entities and Private Sector**
- **Oman Free and Economic Zones**
- **Global Semiconductor Design Houses (fabless)**
- **Global Fabs**
- **Global Value Chain Entities**
- **Local and International Funds**
- **Global Venture Capitalists**



## Requirements

- **Commercial registration**
- **Business proposal**
- **Sector License**



## Executive position

**Preliminary  
Feasibility  
Study**



## Opportunity Name

Data Centers Establishment

## Location

- Dhofar
- Sohar



## Sector

Cloud Computing



## Investment highlight



Total estimated investment  
USD 45M - 65M



The offered opportunity is targeting tier  
3 or 4 classified data center



Implementation duration period  
Around 12 Months



Data center area:  
10,000 - 20,000 Sqm

## Investment Offer

The global data center market is expected to grow to \$837 billion by 2025, driven by the increasing demand for cloud computing, big data, and artificial intelligence. This growth presents a significant investment opportunity for investors who are looking for business stability and profitability.

The Sultanate of Oman is offering various significant locations to build data centers that can utilize its excellent geographical position in the Middle East. The ownership of 20 submarine cables in addition to the recent project for 21st cable direct to Australia will be an excellent opportunity for the mega content creators to benefit from such data centers. The advantages will include the minimization of internet data latency and a safe location for data back and recovery.



## Competitive advantage

- ▶ Oman has strategic location between East & west, which provides investors better opportunities to get to the regional and international semiconductors market and its global supply chain.
- ▶ Oman Government is committed to build semiconductor ecosystem alongside implementation of national wide digital transformation program.
- ▶ The industry gap in design engineers, is providing an investment opportunity in talent development.

## Stakeholders

- Oman Government and Private Sector
- Oman Free and Economic Zones
- Global Semiconductor Ecosystem Companies
- Local and International Funds
- Global Venture Capitalists



## Requirements

- Commercial registration
- Business proposal
- Sector License



## Executive position

Preliminary Feasibility Study



### Opportunity Name

**Video Games Development Studio**

### Location

**Muscat**



### Sector

**Video Games**



### Investment highlight



**Total estimated investment USD 1M**



**The offered opportunity is targeting tier 3 or 4 classified data center**



**Implementation duration period Around 12 Months**



**Data center area: 10,000 - 20,000 Sqm**

### Investment Offer

As technology advances and the global gaming market continues its exponential growth, The Sultanate of Oman, with its strategic location present a compelling investment opportunity to establish a video game development studio. This opportunity comes with a high local and region demand for Video games. Oman offers a high portion of youth population, with computer science and design graduates, backed by very competitive incentives.



### Competitive advantage

- ▶ **Skilled local talent:** 1000+ yearly Omani graduates in computer science and design.
- ▶ **Cultural Richness:** Oman's rich cultural heritage provides a unique backdrop for game development.
- ▶ **Government Support:** The presence of incentives, and an environment that supports company growth.
- ▶ **Market Needs:** High demand for games with Arab and Islamic culture.
- ▶ **Regional Growth Potential:** The market value of the region exceeds 2 billion (\$).

### Stakeholders

- Local Government Entities and the Private Sector
- Local Telecom Companies (Omantel)
- International Partners
- IT Startups



### Requirements

- Commercial registration
- Business proposal
- Sector License



### Executive position

**Preliminary Feasibility Study**



# Space Cloud Partnership

## Opportunity Name

Space Cloud Partnership

## Location

Muscat



## Sector

Space Sector



## Investment highlight



Total estimated investment:  
**USD 4M**



Estimated First Year Revenue:  
**USD 650 K**



7 - 10 Workforce  
Estimated



5 Years Payback  
period

## Investment Offer

Partner with a world class leading space and cloud partners to develop and deliver space-based cloud (satellite sourced data) service ecosystem that is intersecting with the edge computing and data analytics. The ecosystem will contribute to develop downstream space applications and services in Oman.



## Competitive advantage

- ▶ Government support to assist and develop companies in the space sector
- ▶ One of the strategic projects within the national space program
- ▶ A strategic location near the equator

## Stakeholders

- Government Entities and Private Sector
- Data Centers
- Data Science and IT Companies
- Academic and Research Institutions



## Requirements

- Commercial registration
- Business proposal
- Sector License



## Executive position

Preliminary  
Feasibility  
Study



## Ground Station (GS) Hub

### Opportunity Name

Ground Station (GS) Hub

### Location

Muscat



### Sector

Space  
Sector



### Investment highlight



Total estimated  
investment:  
USD 10M



Estimated First  
Year Revenue:  
USD 1.3 M



7 - 10 Workforce  
Estimated



5 Years Payback  
period

### Investment Offer

This project is mainly based on the advantage of the strategic location of Oman with respect to the equator for hosting GS for satellite operators or for companies that intends to provide GS as a service (GSaaS) for satellite operators. In addition to the strategic location, Oman has a set of 21 submarine cables that could easily link in real-time the data downloaded from satellites to end users, or to develop data analytics services in the country and offer the final products, including solutions or applications, for the end users



### Competitive advantage

- ▶ Government support to assist and develop companies in the space sector
- ▶ One of the strategic projects within the national space program
- ▶ A strategic location near the equator

### Stakeholders

- Government Entities and Private Sector
- Data Centers
- Data Science and IT Companies
- Academic and Research Institutions



### Requirements

- Commercial registration
- Business proposal
- Sector License



### Executive position

Preliminary  
Feasibility  
Study



## Direct Receiving Station

### Opportunity Name

Direct Receiving Station

### Location

Muscat



### Sector

Space  
Sector



### Investment highlight



Total estimated  
investment:  
USD 10M



Estimated First  
Year Revenue:  
USD 2.6M



8 - 10 Workforce  
Estimated



3 Years Payback  
period

### Investment Offer

This project aims to attract foreign satellite operators to establish their DRS in Oman while allowing Oman or any countries that are connected via the 21 submarine cables in Oman to directly transmit their data through the DRS. The foreign partners will benefit from volume of data needs by Oman and other countries. It is an opportunity for the investor as a long-term contracts with Government and private sectors worldwide. Moreover, users will benefit from real-time data for development of applications and solution



### Competitive advantage

- ▶ Government support to assist and develop companies in the space sector
- ▶ One of the strategic projects within the national space program
- ▶ A strategic location near the equator

### Stakeholders

- Government Entities and Private Sector
- Data Centers
- Data Science and IT Companies
- Academic and Research Institutions



### Requirements

- Commercial registration
- Business proposal
- Sector License



### Executive position

Preliminary  
Feasibility  
Study



# Manufacturing & Assembly of Space Products and Technologies

## Opportunity Name

Manufacturing & Assembly of Space Products and Technologies

## Location

Muscat



## Sector

Space Sector



## Investment highlight



Total estimated investment:  
**USD 26 M**



Estimated First Year Revenue:  
**USD 2.6 M**



**120 Workforce Estimated**



**7 Years Payback period**

## Investment Offer

This project is aiming to attract investments for the purpose of technology transfer and localizing the production of goods used in the space industry. This will be achieved by establishing manufacturing facilities to produce or assemble various space-related products for up or down stream segments of the space. These products encompass a wide range, such as the components for satellites, ground stations, the production and assembly of antenna receivers for satellite data reception and transmission, and the manufacture or assembly of solar cells suitable for applications beyond the space sector, or any other manufacturing in space products and technologies.



## Competitive advantage

- ▶ Positions Oman as a hub for space product manufacturing
- ▶ Offers a unique proposition for investors
- ▶ Ensures access to regional and international markets
- ▶ Provides a favorable business environment

## Stakeholders

- Government Entities and Private Sector
- Academic Institutions and R&D Centers
- Startups and SMEs
- IT Data Science Companies



## Requirements

- Commercial registration
- Business proposal
- Sector License



## Executive position

Preliminary Feasibility Study



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