

# Sharakah

An Overview of Sharakah's Objectives, Services and Achievements

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شراكة  
Sharakah

[www.sharakah.om](http://www.sharakah.om)

# Sharakah

An Overview of Sharakah's Objectives, Services and Achievements



## Content

- Overview of Oman
- Brief About Sharakah
- Sharakah's Objectives
- Our Services
- Target Market (Eligibility Criteria and Targeted Sectors)
- Achievements to Date
- Ruwad Sharakah
- Contact Information

## Global Accessibility

- Oman's strategic geographic location; Situated outside the Strait of Hormuz, a pivot point for shipments across the Indian Ocean.
- Ports of Sohar, Salalah and Duqm provide fast trade routes to many of the world's leading markets.



## Current Situation

GDP 2015 US\$53.2bn

GDP Growth Forecast 2014-18 \* 2.5%

Population January 2016 4.33m

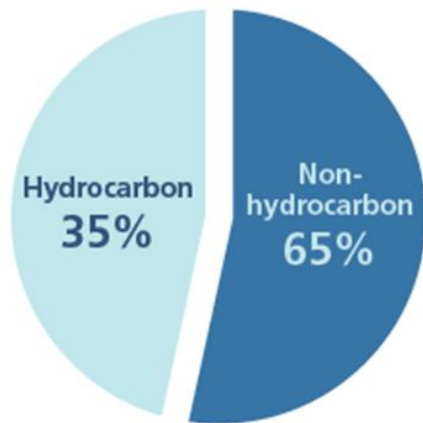
Population Growth Forecast 2014-18\* 5.6%

Inflation Growth 2009-14\* 3.6%



**GDP per capita 2015**  
**US\$12,794**

## Current Situation



Targeting a  
**16%**  
share growth in  
non-hydrocarbon  
GDP contribution



Current GDP  
Contribution  
by Sector 2015

2020 Target GDP  
Contribution by  
Sector



## Current Situation

### Industrial Zones of Oman

Special Economic Zones

Duqum, KOM

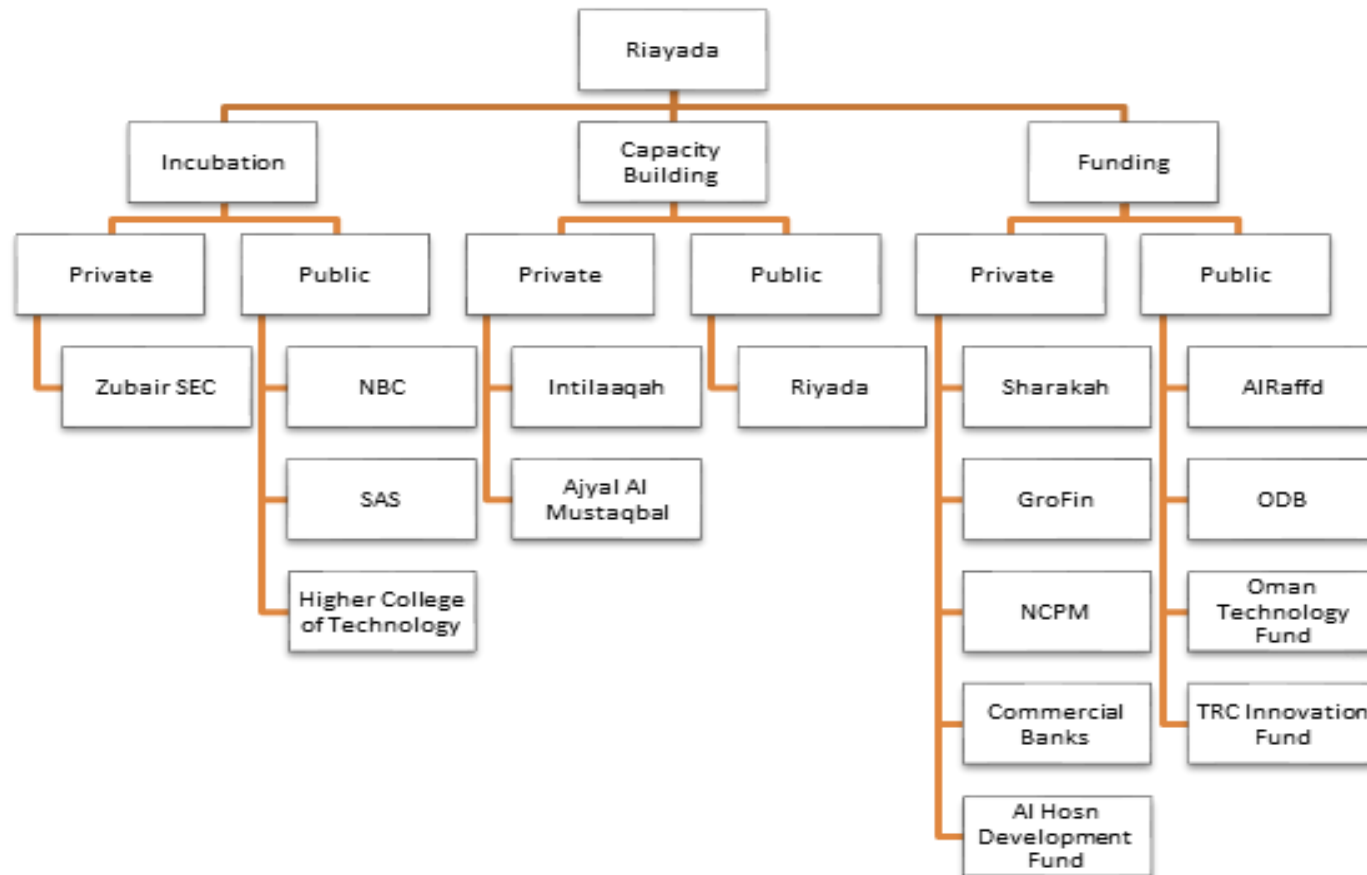
Free Trade Zones

Sohar, Salalah & Al Mazunah

Industrial Estates

8 - Rusayl, Sohar, Raysut, Sur, etc.

## Current Situation



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## About Us

Fund for Development of Youth Projects also known as “**Sharakah**” is a closed joint stock company incorporated by a Royal Decree 76/98 to encourage the development of entrepreneurs and Small and Medium Enterprises in the Sultanate of Oman.





## Our Objectives

- Support Oman's vision to diversify the economy
- Encourage the creation of Small and Medium Enterprises (SME's)
- Develop the entrepreneurial capacity of Omanis
- Assist in creating sustainable SME's
- Create job opportunities for locals



## Our Services

- Spread awareness about entrepreneurship through workshops and symposiums.
- Providing financial support up to OMR 350,000 [USD 900,000]
- Administrative support and Consultancy (Post-financing services)



## Our Services

### Financial Assistance

We provide customized financial solutions to suit the need and we have three different schemes:

- Loans : Assets based funding and working capital
- Equity Finance : Contributing to the working capital as partners with the project owner with exiting scheme agreement.
- Bill Discounting : Short-term loans for existing enterprises.



## Our Services

### Financial Assistance – Loan Scheme

- Term Loan for Assets Based Funding & Working Capital
- Loan Amount between USD 60,000 to 900,000
- Minimum Client's Contribution – For New Projects 33% & For Existing 20%
- Interest rate 5%
- Risk rate up to 2% depends on (project viability, clients capability, security cover ...etc)
- Loan Period Maximum 6 years, including Moratorium.



## Our Services

### Financial Assistance – Equity Scheme

- Equity participation in projects that are in high growth sectors
- Investment amount between USD 60,000 to 900,000
- Shareholding between 25% to 49% dependent on the contribution amount
- Minimum clients contribution 51% & the company should be an LLC
- Clear exit route within 6 years through buy back of shares or sale to third party
- Exemption from income tax for 5 years - renewable



## Our Services

### Financial Assistance – Bill Discounting

- Customized to meet short term fund requirements
- Aims at Improving the cash flow and liquidity of the business
- 90 Day's credit period
- Facility for SME's providing products/services to large public/private sector organizations
- Investment amount between USD 60,000 to 250,000
- The business has to be in existence for at least one year
- An audited balance sheet
- Revolving limit to be renewed annually



## Our Services

### Administrative Services

- Review of Business Plan
- Risk Assessment
- Project Financial Projections
- Access to Markets
- Promoting Services and Products
- Networking
- Monitor Performance
- Review Financial Reports
- Marketing Plan



## Target Market

### Criteria and Eligibility

- Total project cost (New or Existing) should not exceed USD 2 million
- Sharakah's contribution is between USD 60,000 to USD 900,000
- Entrepreneurs with viable business plans
- Businesses that will provide employment opportunities and contribute to community development
- Clients who have adequate skills to manage the business
- Start-up and high growth companies



## Target Market

### Sectors

Generally we welcome most sectors, but we are targeting businesses in the following sectors:

- Hospitality Industry (Restaurants and Café's)
- Leisure and Entertainment
- Manufacturing
- Information Technology
- Education and Training



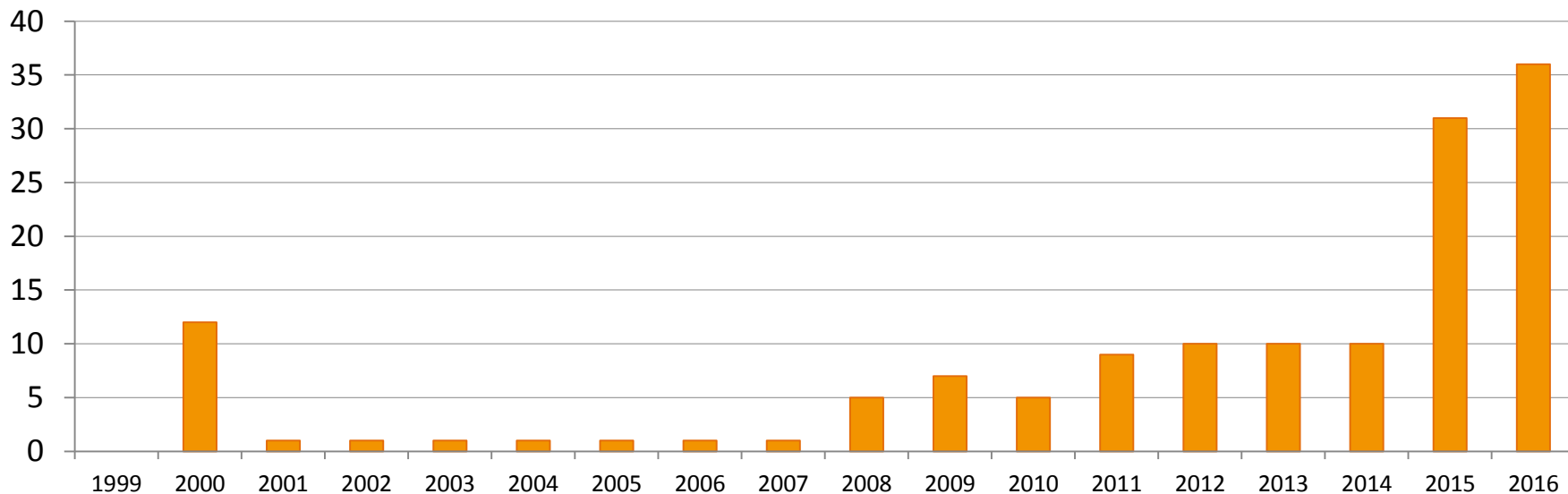


## Achievements

Total number of SMEs supported

# 127 Projects

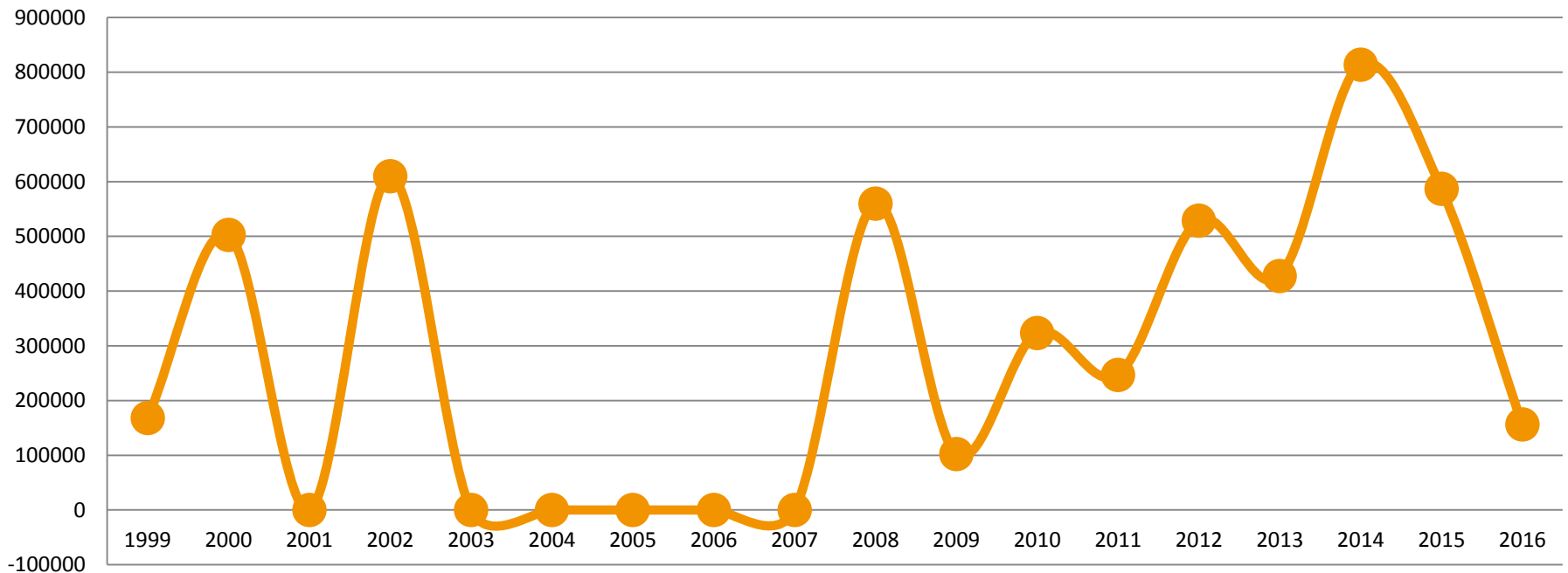
Average investment OMR 62,578 per project.



## Achievements

Total amount invested in SMEs

# OMR 5,400,000

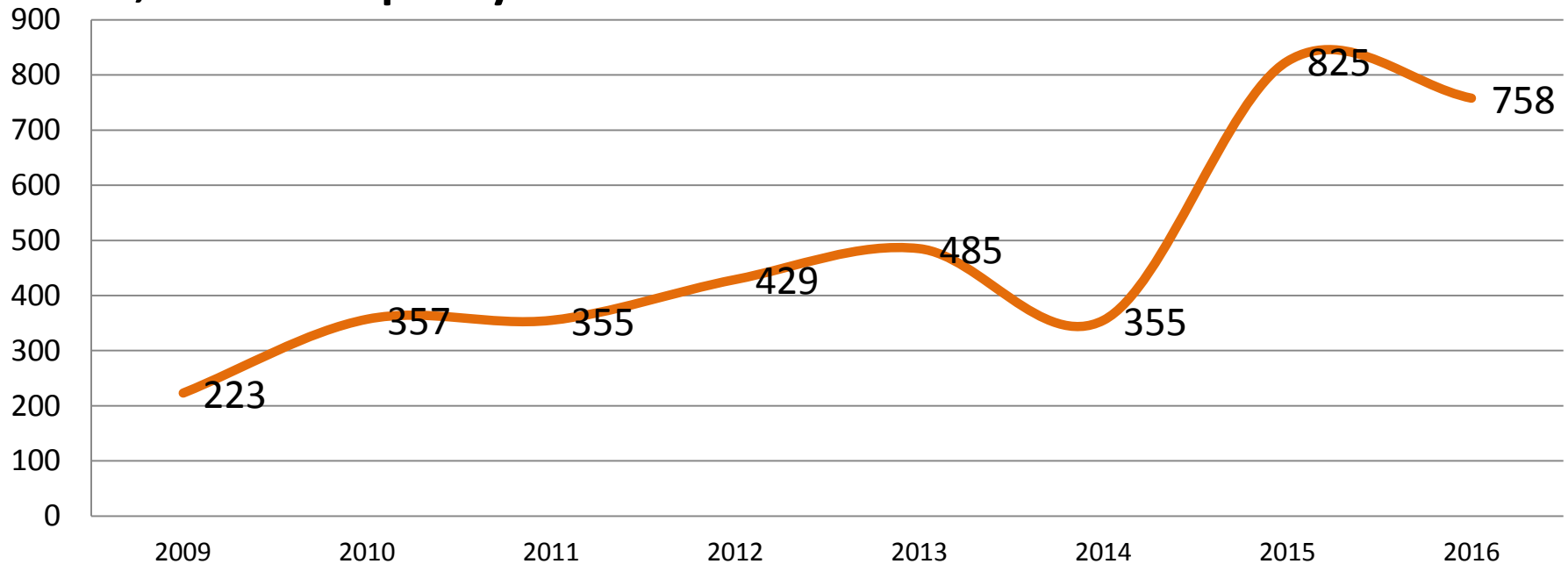




## Achievements

Total number of inquiries received over the past 7 years

### 3,787 Inquiry



# Sharakah

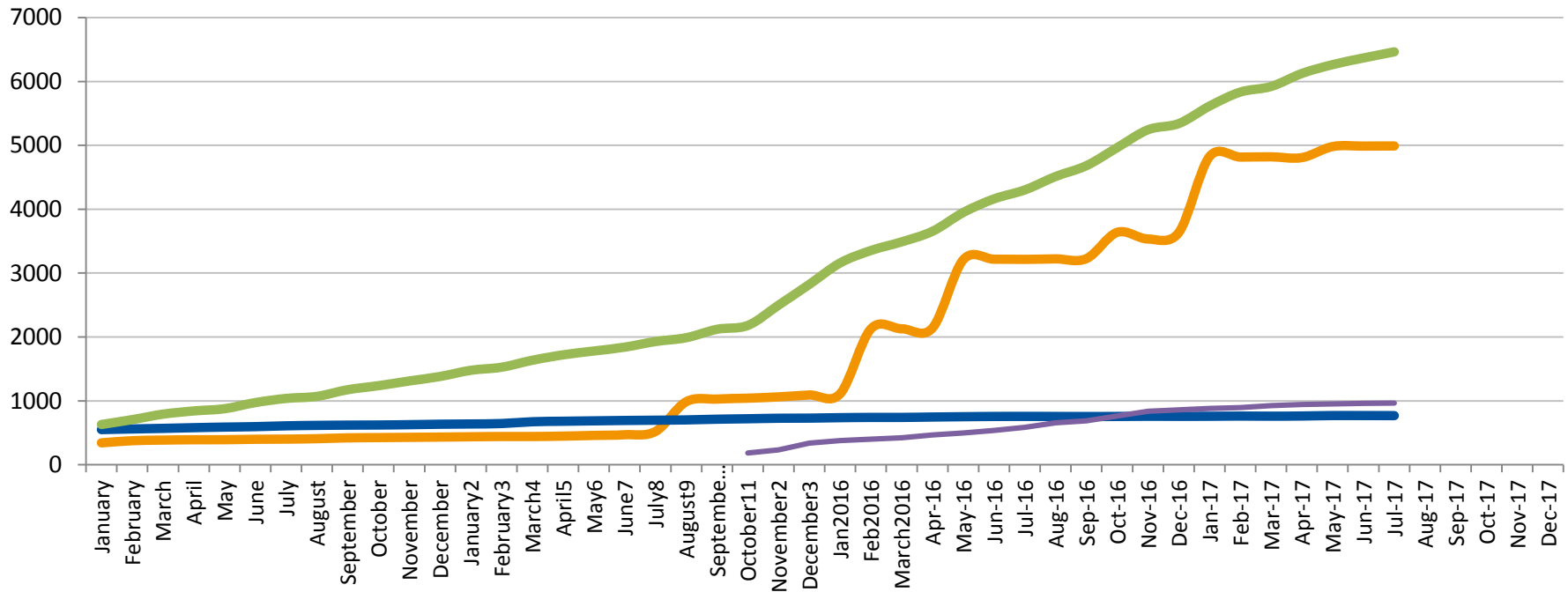
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## Achievements

### Sharakah's Presence in Social Media

4990 Likes on Facebook  
6462 Followers on Twitter  
771 Members on LinkedIn  
965 Followers on Instagram



## Awards

- Special SME Product - The Mediterranean Awards for Global Excellence in Islamic finance, Malta, 2011
- Best Enterprise at the European Business Assembly, Oxford, UK, 2015
- The Bizz 2016 Business Excellence Award, Monte Carlo, Monaco, 2016
- Golden Medal for Excellence in Social Responsibility, Dubai, 2017



Europe Business Assembly  
*'Established in the year 2000 in Oxford England'*



## Ruwad Sharakah – Al Toobi New enterprises (Italian Barista)

### Brief

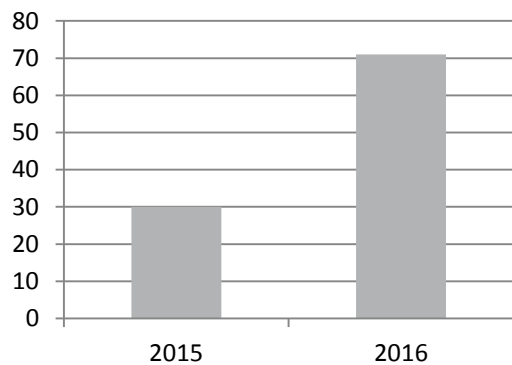
Italian Barista serves delicious gourmet meals along with variety of beverages and smoothies. The project started in 2013 and with the number of footfall increasing it expanded in 2015.

### Business owner

This restaurant is owned and managed by Mr. Ismail Al Toobi.

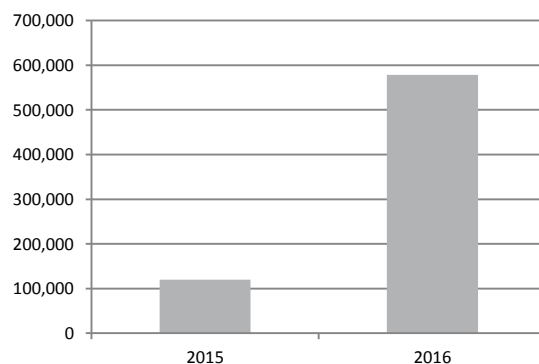
### Employment

Startup business that have created 71 job opportunities .



### Revenue

revenues increased to exceed OMR 578,000 Rials in 2016.



### Social Media Accounts

Twitter: @cafe\_italian

Instagram: @Italianbaristacafe

## Ruwad Sharakah - Salim Al Mawali Cement Products

### Brief

Al Mawali Cement Products is a bricks factory that produces 13000 bricks per day. The factory is located in Willayat Al Suwaiq.

### Details

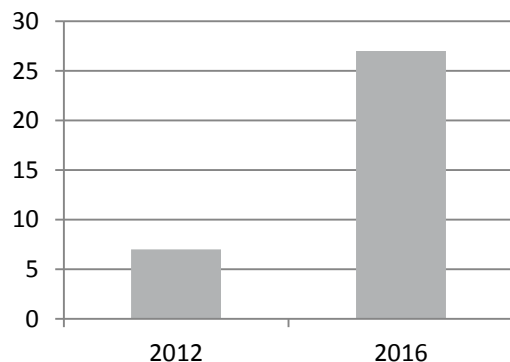
**Investment Amount:** 1<sup>st</sup> loan= Rials 185,000  
2<sup>nd</sup> loan= Rials 55,000

**Scheme:** Loan

**Services Provided:** Review and update of business plan

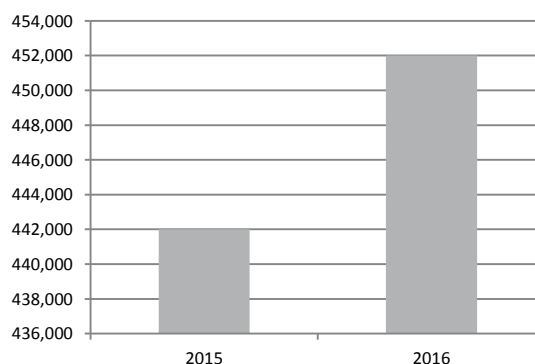
### Employment

the numbers of employees grew to reach 27 employees since its establishment.

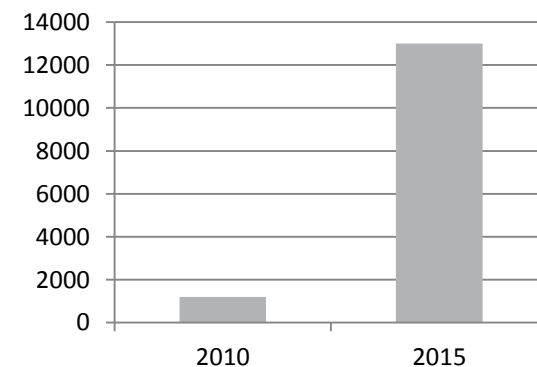


### Revenue

revenues Increased to reach over OMR 452,000 in 2016.



### Production size







## Areas of Cooperation

- Building a cooperative network between Oman and Korea, as a regional hub of GCC, with the mission to promote global technology transfer and commercialization;
- Conducting technology demand surveys through Sharakah and ITTP;
- Promoting cooperation in identifying Oman and Korea research agencies, industries and firms with promising technologies to promote value creation in both Oman and Korea economies;
- Developing technology commercialization business models and supporting business activities for participating companies and agencies to implement and expand partnership opportunities in both Oman and Korea;
- Conducting conferences, forums, workshops, training program, and several other activities organized by the parties;
- Other activities as further agreed to by the parties.

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## Feedback?

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