

# Technology commercialization demand and collaboration in Oman

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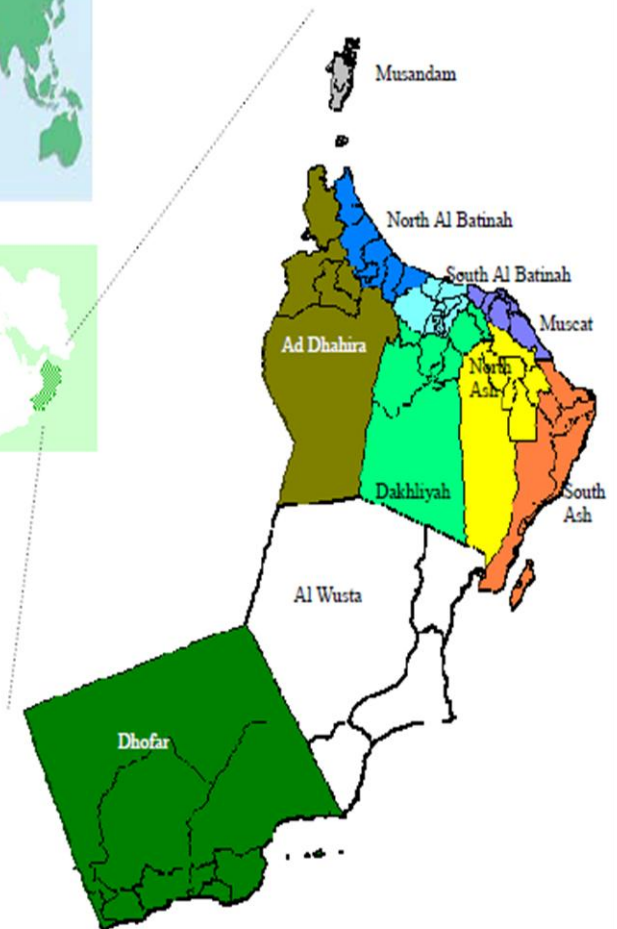
# Outline

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- About Oman
- About PEIE
- What do investors get
- About KOM
- KOM advantages
- About NBC
- Mission, objectives and services
- Supporting SMEs, success stories
- Omani Korean relationship
- Why invest in Oman?
- Innovation in Oman
- Talents potential
- Issues in Oman
- Investment opportunities

# About Oman

- Geographic location
- Population
- Religion
- Activities & plans
- Manufacturing sectors



# About PEIE

- **Autonomous government organization responsible for developing and managing prime industrial parks in strategic locations:**
  - **Rusayl (Muscat)**
  - **KOM ( Muscat)**
  - **Sohar**
  - **Buraimi**
  - **Sur**
  - **Nizwa**
  - **Raysut**
  - **Samail**
  - **Mazyuna FZ**
- **KOM – Knowledge Oasis Muscat is the first technology park in the country**
- **National Business Centre - for small business incubation**
- **Industrial Innovation Center – an interface between the industry and the academia**
- **Shumookh – the private investment arm of PEIE**



# What do investors get?

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- **State of the art infrastructure for a wide range of business and industry needs at very low land lease rate** - USD 0.65 to USD 1.3 per sq. m per year
- **Government incentives:**
  - **Exemption from tax** on profit for a period of five years, renewable for five more years
  - **Exemption from customs duties** on the import of machinery, equipment, spare parts and raw materials used in production
  - **Export credit guarantee** by the Export Credit Guarantee Agency
  - Oman encourages foreign investment
  - No personal income tax
- **Exist in a thriving business community...**
  - Annual Smart Manufacturing Conference
  - Quarterly Oman Manufacturing Group seminars
  - The ***Origin Oman*** Campaign – for promoting Omani products
  - Ideal location to access the MENA market; Free trade agreement with USA
  - Strategic location in the international sea route with two dynamic sea ports (Salalah/Sohar)



A few words about  
**Knowledge Oasis Muscat (KOM)**



# The KOM Advantage

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- 100% foreign ownership
- High speed Internet access
- No personal income tax and no foreign exchange controls
- State of the art office space
- Conference rooms
- Networking meetings
- Facility building
- Business incubation.
- Above all, a premium address

# About NBC

- Who are we?
- Our program?
- Vision, mission and objectives.
- Future plans





# Vision of NBC

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**"The premier platform for developing & supporting Omani entrepreneurs"**



# Mission

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- To facilitate and support the growth of investable ideas into successful businesses
- To build entrepreneurial skills through dedicated and focused training , coaching and mentoring
- To provide business support facilities from office space, administrative support and consultancy services that are crucial in ensuring the success and survival of new ventures.

# Main Objectives

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- To counsel and guide entrepreneurs by providing them with support in preparing detailed business plans.
- To provide focused training, coaching and mentoring aimed at building entrepreneurial skills for incubated companies and potential entrepreneurs
- To create an environment that where entrepreneurs can network , form partnerships, and have access to business mentors.
- To work proactively with major corporate companies and Government entities in identifying current and future opportunities for incubated companies

# Services

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## Pre-incubation

- ❑ Awareness
- ❑ Idea Development
- ❑ Business model validation
- ❑ Business planning support

## Incubation

- ❑ Refine BP
- ❑ Operations support – back office
- ❑ Primary market development

## Acceleration

- ❖ Market growth development
- ❖ Customized development support

# Facilities at NBC

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# Book and Coffee





# Supporting SMEs - success stories

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# Graduates of NBC



شادية الاسماعيلى

## صاله ديمة

صاله ديمة هي دار لتصميم وتصنيع مجوهرات عمانية تتميز بالحداثة والرقمي والمحدودية. بدأت الرحلة في منتصف عام ٢٠٠٨م بعد تسجيل ديمة عمان كأول ماركة عمانية للمجوهرات الرقمية.

خالد الرواحي



## شركة أوتاد الدولية

شركة ناشئة تقوم بتقديم خدمات إدارة المشاريع وخدمات الاستشارات الإدارية للمشاريع الصناعية. تم تأسيس شركة أوتاد نظراً للطلب المتزايد من قبل الشركات لتحسين إجرائتها وتباعد استراتيجيات جديدة لتحسين إدارة كفاءة الأداء.



خالد العبري

## شركة مسقط للإعلان الرقمي

شركة مخصصة في تاجير وتوريد جميع أنواع معدات الدعاية والإعلان الرقمية وملحقاتها. توفر أنظمة الشاشات الرقمية، شاشات التمس، العرض الضوئي، صناديق العرض الضوئية، وأجهزة الحاسوب الإحترافية واللوحية ذات المواصفات العالية، والأنظمة الصوت.

جاسم المعمرى



## شركة لاب للتجهيزات العلمية والمختبرية

شركة لاب للتجهيزات العلمية والمختبرية أول شركة عمانية متخصصة في توريد أغراض البحث العلمي والكشف الجنائي وتجهيز المختبرات البحثية، تأسست أواخر عام ٢٠٠٩.

# Different activities & stories

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# Omani Korean relationship

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Strong historical relations existed between Korea and Oman and took the shape of MoUs in several aspects

1. MoU on Air Transportation in 1983
2. MoU on cultural cooperation in 1994
3. MoU on incentives and mutual investment protection in 2003
4. MoU on energy, and education
5. MoU on supporting SMEs in 2010
6. MoU to establish the Omani Korean council for businessmen.

# Why invest in Oman?

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- Oman is a smart, dynamic and welcoming nation that provides a true community and a quality of life.
- Occupies a vitally important strategic location (south east corner of Arabian Peninsula , coastline extends from strait Hormuz in the North to the borders with the Republic of Yemen in the South).
- *From **144** countries worldwide, the World Economic Forum's Global Competitive Index ranks Oman **33rd** in the world in 2013-2014*
- More than US\$**76**bn GDP, larger than countries like Belarus, Bulgaria, Jordan, Slovenia, Croatia, Bahrain and Estonia.
- Oman's cost of living is lower than many of its regional competitors



# Innovation in Oman

- Industrial Innovation Centre

Support industrial projects with R&D needs, up to 75% funding

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

- Ibtikar Development Oman

Venture capital firm – 50 million OMR. Funds SMEs with innovative ideas. Allowed to partner with foreign investors

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

- Innovation Park Muscat

Free zone attracts R&D activities that specializes in

1. Energy
2. Food & Biotechnology
3. Environment & Water
4. Health

[www.trc.gov.om](http://www.trc.gov.om)





# Talents potential



## د. ياسين اللواتي

حصل على المركز الأول في اختبار الجمعية  
الكندية للجراحة العامة في كندا للعام  
الثاني على التوالي.

#عمان - تستاهل - أكثر



## عمانية تحصد أفضل مشروع تخرج في قسم الهندسة بجامعة فلوريدا للتكنولوجيا

حقق مشروع تخرج الطالبة وعد  
العاصمية، طالبة البكالوريوس  
بتخصص الهندسة الكيميائية  
بجامعة فلوريدا للتكنولوجيا  
الذي حمل عنوان (إنتاج الإيثانول  
باستخدام الغاز الصخري عبر  
مؤكسد اقتران من الميثان)  
المركز الأول في مسابقة اختبار  
أفضل مشروع تخرج في قسم  
الهندسة بجامعة فلوريدا  
للتكنولوجيا.

#إنجازات\_عمانية



## د. عادل البوسعيدي

حصل على جائزة أفضل أطروحة دكتوراه في  
العلوم الإدارية بالوطن العربي، من بين 16  
أطروحة دكتوراه قدمت من 11 دولة عربية.

#عمان - تستاهل - أكثر



## د. ماجد الرقيشي

حصل على جائزة أفضل دراسة بحثية  
مقدمة وملقاة في المؤتمر الدولي الرابع  
لعلوم وتكنولوجيا النانو الذي أقيم في  
العاصمة الماليزية كوالالمبور

#عمان - تستاهل - أكثر



## د. عذراء المعولية

اختيرت ضمن أفضل أربع باحثات  
علميات على مستوى الشرق الأوسط  
لجائزة (يونسكو للعلوم 2015)

#عمان - تستاهل - أكثر



## #إنجازات\_عمانية

هلال الجبلداني حصل على الميدالية الذهبية (Co2 capture)  
في مسابقة أيتكس العالمية بين أكثر من ألف إختراع

# Issues in Oman

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## 1. Oil prices crisis

- 1.1 Due to drop in oil prices the country needs to diversify, industrialize and privatize the economy

## 2. Renewable energy

- 2.1 Oman has one of the highest solar densities in the world. Solar energy has even the potential to provide sufficient electricity to meet all of Oman's national electricity demand. So far, solar energy is only used on private roofs to heat up water and in the oil production industry

# Cont. Issues in Oman

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## 3. Environmental problems;

- 3.1 High levels of soil and water salinity in the costal plains
- 3.2 Scarcity of water due to prolonged drought in certain areas
- 3.3 Industrial effluents seeping into the water tables and aquifers
- 3.4 Desertification due to high winds driving desert sand into arable lands

## 4. Intermediate manufacturing

- 4.1 High demand and low local supplies (few manufacturers)

# Investment opportunities

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- Knowledge Oasis Muscat KOM ( IT & ICT projects)  
E-mail: [Muadh.Omeiri@kom.om](mailto:Muadh.Omeiri@kom.om)
- Public Establishment for Industrial Estates PEIE  
(industrial projects)  
E-mail: [Mulkie@kom.om](mailto:Mulkie@kom.om)
- The Research Council TRC (Innovation Park Muscat) – (R&D and Innovation projects)  
E-mail: [Maha.AlBalushi@ipm.om](mailto:Maha.AlBalushi@ipm.om)
- Duqm Special Economic Zone Authority SEZAD  
(industrial projects & IT -ICT)  
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# Thank you

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