
ACHIEVEMENTS
ICV
2



Faiza Al Kalbani

Journalist

"Local Added Value" is a term that has long been used widely among various institutions operating in the oil and gas sector, especially in the Sultanate, defined by some oil-related entities as "the total expenditure that remains within the country, beneficial to the development of companies and human resources, and it contributes to enhancing the Sultanate's economic productivity." The oil and gas sector pioneered the role of local value in the Sultanate. We believe in the importance of the role of local value in promoting sustainable development, its fundamentals and support for small and medium enterprises (SMEs), the challenges and best practices it entails, and ways to enhance awareness of this issue. Recently, more attention has become noticeable, even gradually, in this area, as many governmental and private institutions have established specialized departments, divisions, and work committees within their plans and programs to activate the institution's role in the local added value. To advance the overall development process, there is an urgent need for appropriate laws and a commitment at the leadership level. Today's Omani market situation calls for the adoption of a national strategy and the consolidation of programs and policies to promote local content.

As we all know, "corporate social responsibility" and "partnership and concerted efforts "represent the triangle of development in the business market, and today "local added value" is added to it. This will help to make way for more creative initiatives, which will support local communities and provide opportunities for entrepreneurs to expand their business activities and customer base and raise the service level they provide per quality and efficiency. This would create an urgent need for integration within a coherent framework that creates a stimulating, advanced, interactive economic environment responsive to the system's potential challenges. It provides a working mechanism capable of facing these challenges.

It is worth mentioning that the Omani Investment Authority's journey has also begun to promote local added value under His Majesty Sultan Haitham bin Tariq's sublime orders and Council of Ministers 'directives on the importance of enhancing the local content of Omani industries. Setting a national policy with the aim of reducing imports and increasing exports and allocating an expenditure percentage on projects that contribute to achieving added value to the national economy and providing job opportunities for citizens, in the year 2022 by establishing a general directorate for local added value. In addition to establishing a set of main axes on which the directorate's work is based, which is strategic planning to develop programs and policies that promote local content and contribute to developing (SMEs). As well as empowering national staff, developing local suppliers, maximizing benefits from research development and innovation, and governing of social investment programs. Besides following up on the performance of the companies affiliated with local content.

From this point of view, the talk of local added value immediately calls for praise for what PDO has been implementing -for several years- through adopting the pioneering approach to implementing national goals. This resulted in the launch of a comprehensive strategy for local added value, as an integral element of these goals. It places the dissemination of the oil and gas sector's benefits primarily to various other economic sectors. This is a philosophy that is essentially based on transforming challenges into factors of support and progress. As a result of the rise or fall in prices that the oil sector is experiencing, these national objectives for PDO are to keep in mind to benefit from this sector. To lead other sector growth, regardless of price movements; oil revenues can be maximized in other activities and business areas related to the sector, not exclusively to the crude production process.



khalfan Altouqi

Journalist

The culture of product or Omani content has begun since the 1980s, and has actually developed since 2010. Oman Oil Development Company is the first company that has succeeded and played the reference role or benchmark for following efforts, despite previous municipal efforts since 2010 to 2020, they found many difficulties, while Municipality of the tenders has made quality efforts since 2021, and after a year and a half and in early this year 2023; The Omani Investment Authority adopted several initiatives, as well as an initiative of the Ministry of Commerce, Industry and Investment Promotion, and other initiatives sometimes appear.

Beside the efforts of the Municipality of the Tenders, there are other partners have to support the culture of the product or local content; In this article, we are trying to address them and mention what can be done towards strengthening this culture that can be developed gradually, and the most important of these:

The Secretariat of the Tenders Council:
It leads this national project and can give the national product priority and additional weight in the terms of decline and "brochures" tenders, can be overlooked by stages of implementation, and applying standards for partial local content.

The Ministry of Finance:
By supporting this initiative financially, and government ministries and bodies are continuously directed towards the need to use local product if similar local goods or services are available.

3. Ministry of Commerce and Industry and Investment Promotion:
By monitoring demand and width through land, sea and air borders for some imported goods that cause dumping in the local market, and has caused loss of local companies, and the necessary protectionist Balance between local and international products.

4. Ministry of Economy:
By publishing awareness of all tools between ministries, government agencies and staff with local product culture, and continuity in awareness.

5. Omani Investment Authority:
Through the four programs approved by this year, linking them with the programs implemented by the Municipality of the Tenders Council.

6. Military and security Authorities:
through their work and direct projects, coordinate their initiatives concerned with the promotion of local product with the Secretariat of the Tenders Council.

7. Ministry of Information:
Across modern awareness programs encourages the development of the culture of local content.

8. Royal Oman Police:
As an executive customs destination monitors the entry of products through different border ports.

9. Oman Chamber of Commerce and Industry:
By contributing to spreading the culture of local content in all ways; whether direct awareness and even financing programs by the Municipality of the Tenders Council.

10. SME Development Authority (SME):
through close cooperation among them and the Secretariat and the continuing development of this program.

11. Oman Development Bank:
By giving priority to local companies benefiting from financing the Bank in entering government tenders; to ensure capital rotation within the national economy.

12. Ministry of Social Development:
Their role is to encourage associations and charities recorded because their purchases are focused on local products.

Abstract:
The local content program contains many benefits, but at the same time - many challenges, unless all mentioned above are involved, if this proposed national initiative has been developed, its maturity will only be targeted through Everyone is connected.



Khalid Ahmed Al-Rawahi

Managing Director
Awtad Internatinal Co. LLC
Senior Trainer in ICV

Developing National Talents:

The Crucial Role of Training in Local Content Development

In the pursuit of economic diversification and sustainable development, the Sultanate of Oman recognizes the pivotal role of Local Content, also known as In-Country Value (ICV), in fostering indigenous talent and driving socio-economic growth. At the heart of this endeavor lies a robust training framework, essential for equipping Omani professionals with the knowledge, skills, and competencies necessary to actively contribute to the nation's prosperity.
Designing and delivering effective training programs on Local Content in Oman requires careful consideration of several fundamental considerations. These considerations serve as guiding principles to ensure that training initiatives align with the nation's strategic objectives and effectively empower local talents.

Customization to Local Context:
Effective training programs must be tailored to the specific needs, challenges, and opportunities within Oman's unique socio-economic landscape. This entails conducting thorough assessments to identify sector-specific requirements and understanding cultural nuances to deliver content that resonates with Omani participants.

Multi-Stakeholder Collaboration:
Collaboration between government entities, private sector organizations, academia, and industry experts is essential for enriching training content with diverse perspectives and practical insights. By fostering partnerships, training initiatives can leverage the collective expertise of stakeholders to address evolving industry demands and promote knowledge exchange.

Practical Application and Experiential Learning:
To bridge the gap between theory and practice, training programs should prioritize hands-on learning experiences and real-world case studies. Practical simulations, site visits, and industry internships enable participants to apply theoretical concepts in a tangible context, fostering a deeper understanding of Local Content principles and their implementation.

Continuous Learning and Professional Development:
The dynamic nature of industries necessitates a commitment to lifelong learning and continuous skill enhancement. Training programs should incorporate mechanisms for ongoing professional development, such as refresher programs, advanced modules, and mentorship programs, to empower Omani professionals to adapt to evolving industry trends and technological advancements.

Monitoring and Evaluation:
Thorough monitoring and evaluation systems play a crucial role in gauging the effectiveness and outcomes of training efforts. Through the assessment of vital performance metrics like knowledge enhancement, skill advancement, and supplier progress, coupled with gathering input from participants and industry stakeholders, training facilitators can continually enhance the design and implementation of programs, thereby guaranteeing their relevance and efficacy.

In Oman, several initiatives focusing on Local Content training have supported the creation and implementation of customized training programs catering to diverse sectors such as oil and gas, mining, manufacturing, and tourism. These endeavors highlight Oman's dedication to developing indigenous talent and cultivating an energetic environment conducive to sustainable development.

In conclusion, Oman's steadfast commitment to developing local talent through tailored training initiatives across various sectors reflects its dedication to fostering sustainable growth and prosperity. By investing in the development of its workforce and creating a conducive environment for learning and innovation, Oman is poised to achieve remarkable progress on its journey towards economic diversification and localization. Together, through continuous collaboration and empowerment, a brighter future for generations to come can be built.



Naeema Salim Al Gharibi

Economic and Commercial Affairs Manager (ICV Manager)
Operation and Maintenance Contract of
Nama Water Assets in Al Buraimi

In our current era, within the context of positive transformations anticipated to achieve economic and social balance as a result of the financial and economic reforms adopted by the government, the Sultanate is implementing a set of innovative and ambitious economic initiatives. The local business sector, including creative individuals and small and medium enterprises (SMEs), is looking forward to benefiting from these initiatives and promising opportunities to enhance competitiveness and diversify economic and investment options, which contributes to supporting the economy and stimulating sustainable growth.

This aspect represents a real opportunity, especially within the framework of the In-Country Value (ICV) program, which is among the main national programs aimed at stimulating the flow of funds within the local economy. It is also an important factor in enhancing the diversity of growth sources for the business and investment sector in the local market and making optimal use of available resources in various sectors such as manufacturing, oil and gas, minerals, fisheries, and the infrastructure of transport, communications, and electricity, in addition to other sectors.

To increase local supplies and contracts and promote the consumption of local industries and services, the planned path aims to direct more attention towards enhancing job opportunities. This effort includes accelerating the growth of SMEs among entrepreneurial youth in the field of free business, which supports the success and sustainability of their projects, and invests their productive capabilities in strategic and future sectors for the youth. This path aims to encourage young people to develop their own projects without relying heavily on government jobs and to increase the preference for local labor over expatriate workers. Therefore, we can say that the ICV program is an integral part of enhancing Oman's soft power capabilities and resources. This program contributes to achieving sustainable economic and social independence and supports the vision of a stable and prosperous future for the Sultanate of Oman.

But the question that comes to mind now is, what is meant by the "national" In-Country Value?

The In-Country Value refers to the total spending retained within the country, which supports business growth and local community development through training and qualification, and enhancing productivity in the Omani economy. It aims to support SMEs, create new job opportunities, develop skills, and enhance local suppliers, thereby contributing effectively to achieving sustainable economic development for the local economy.
This discussion leads us to explore the importance of adopting the ICV program in current and future projects and benefiting from successful experiences as a model for application. For example, the program of the Ministry of Oil and Gas, implemented in cooperation with major oil companies in the Sultanate, has achieved positive results thanks to continuous efforts in follow-up, overcoming obstacles, and incorporating best practices and international experiences to enhance ICV. The Ministry of Energy and Minerals has made significant efforts through ICV initiatives, successfully accelerating and intensifying supportfor local businesses and developing the skills and capacities of Omani citizens, leading to an increase in the number of SMEs and an improvement in local commercial activity.

This successful start of the ICV program by the ministry has positioned it as a strategic model that inspires and encourages the application of similar policies in other sectors of the economy. This positive and effective interaction enhances comprehensive development in the country, reflecting the government's commitment to enhancing national sectors and supporting the local economy.
Currently, government-owned companies are playing a leading role in promoting and developing the concept of national ICV, and we should not limit this concept to government companies alone. We should also consider oil and gas companies and other contributing companies, without neglecting their social role.

The General Secretariat of the Tender Board in the Sultanate plays a prominent role in enhancing ICV in government tenders. It monitors performance and collaborates with various concerned entities, including the Oman Investment Authority and the Ministry of Energy and Minerals. The General Secretariat has issued regulations to organize local content, aiming to encourage the use of local products and services in government projects, thereby contributing to enhancing the national economy. These regulations include elements that enhance ICV, such as employing local labor and using local resources, and promoting the development of SMEs, among other aspects that support the local economy.

To advance in this field, a proposal can be made to enhance the value of ICV, suggesting the creation of a national fund dedicated to ICV programs targeting government companies that manage sovereign wealth such as oil and gas. This fund would be managed by the "General Authority for National ICV," which includes "strategic offices for the governorates" to implement the national strategy in each governorate. These offices focus on enhancing spending on products and services directed towards the local population, supporting SMEs in local and regional areas, and promoting diversification of the sustainable Omani economy. Additionally, they aim to ensure food security and build a strong system of national expertise in technology and deep tech fields. The ICV for contributing private companies, along with social responsibility funds, should become a guiding standard towards modern areas of social responsibility.

We are talking here about the enormous amounts that can be gathered through national ICV, whether for state-owned companies or oil and gas companies. These funds will be of great importance in achieving the necessary logistical transformations for the new Omani economy, both in terms of physical and human aspects. For example, the Oman Investment Authority, when launching this program, signed several agreements with local institutions worth more than one billion Omani Rials. Additionally, the ICV strategy for oil and gas has contributed to boosting Oman's economy by two billion dollars over the past two years as clear examples of the benefits that can be achieved from this added value.

Today, as we stand at the threshold of a new phase in our developmental journey, decision-making centers must place great importance on applying the ICV principle in all sectors without exception. The ICV is one of the main factors for achieving Oman Vision 2040 and the Industrial Strategy 2040. Its application in the industrial sector is considered a fundamental part of efforts to develop manufacturing industries and their sub-sectors, aiming to increase opportunities for local manufacturing, enhance the purchasing power of national products and related services, improve the efficiency of the national workforce, exploit Omani expertise, and provide job opportunities for citizens. We eagerly hope that these strategic ICV programs will achieve more success and progress



Essa Al-Masoudi

journalist

I remember a few years ago, during my attendance at a press conference for a well-known Japanese automotive company, one of the officials present spoke to me in detail about the importance of In Country Value for companies and institutions. He spoke proudly and with great pride about the efforts and steps taken by their company to promote this concept among the business sector and at the individual and local community levels. He also mentioned that they collaborate with their company's agents spread across the world to allocate a budget to achieve In Country Value and support community activities and initiatives in their areas of operation. He emphasized that implementing In Country Value programs not only benefits local communities but also brings many advantages to companies. By contributing to strengthening bonds and mutual relationships between the parties involved, companies with activities in the local community receive welcome and moral support to achieve their goals.

Everyone realizes that the presence of such companies in local communities provides many benefits, such as job opportunities, executing projects that serve individuals with limited income, supporting entrepreneurs and workers in startup institutions, and developing their businesses, among other shared gains. Therefore, the concept of In Country Value for these companies aims to achieve numerous objectives that benefit local communities worldwide, even playing a prominent role in the development of these companies themselves

In every country around the world, whether governmental or private, institutions and companies play a significant role in the economies by undertaking various projects and initiatives in different fields and sectors, contributing to the revenue of these countries. The more a country possesses a strong private sector or organized institutions and companies that plan and operate according to advanced systems and strategies considering various institutional concepts and standards, the more we find advanced local communities with various projects backed by leading companies and institutions.

However, the concept of In Country Value in Oman has only recently started to receive the attention it deserves, and from my perspective, it still does not meet expectations. Few institutions are interested in this field and allocate budgets to enhance their role in In Country Value. Many institutions and companies achieve significant financial profits without any social role or participation, even though these profits come from the funds and investments of the community or from the assets of the community itself.

Therefore, some companies face challenges in the regions and states where they operate or have investments, while in contrast, some institutions and companies have achieved remarkable success and popularity by implementing social programs and activities that contribute to enhancing the concept of In Country Value. These companies enhance participation and serve the community in various forms and ways that benefit individuals. For example, implementing projects for entrepreneurs in the same region where the company operates or carrying out commercial, industrial, and developmental projects that provide job opportunities for youth and contribute to strengthening and supporting the country's economy and other gains resulting from the institutions' implementation of plans and strategies that contribute to and support global trends regarding the enhancement of the role of institutions and companies in the field of In Country Value and serving the community through sustainable projects.

With pride, we mention the role played, for example, by Oman Oil Development Company, Occidental Oman, OKYO, the Omani Investment Authority represented by its companies, and several financial institutions in the banking sector, and oil and gas companies. The aspiration for a larger role and participation of various institutions during the coming period is evident

During the recent period, we have somewhat witnessed an interest in enhancing the role and importance of In Country Value in our society, with several conferences, workshops, and specialized seminars organized to discuss and highlight this important aspect in our institutions. These are important steps that require continuity and development so that appreciation awards are allocated to the best institutions practicing and adopting this concept in their work. Also, concerned and specialized institutions can provide incentives and facilities to encourage leading institutions in the field of In Country Value. These steps and others will constitute an important incentive to enhance this issue among our institutions, whether governmental or private. Everyone knows that the government cannot promote the national economy or implement all initiatives and projects alone. Instead, institutions and companies have a role in this regard, being cooperative partners in progress and growth. Hence, institutions operating in various fields and sectors must play a prominent role in launching social initiatives and implementing sustainable projects that serve local communities throughout the Sultanate, working according to new principles and plans that consider this aspect because it is essential for everyone, whether for institutions or for society in general. There is no good for institutions and companies that achieve profits, gains, progress, and growth in their operational activities without having a real role in the development and advancement of society. These companies must realize that their lack of social participation may cause medium and long-term challenges and difficulties affecting their progress and development.



Dr. Hilal Hamod Hilal Al-Sawai

Specialized in local content/In country value

Acting Director General of Local Content, previously assigned to the General Secretariat of the Tender Board

The Sultanate is seeking to implement and develop a strategy for local content in across sectors after the great success achieved by the oil and gas sector over the past 10 years and reaping the benefits in the country. His Majesty Sultan Haitham, may God protect him and his shepherds, stressed the importance of local content in the country, as he follows in the footsteps of the late Sultan Sultan Qaboos bin Said, may God have mercy on him. The Council of Ministers approved the National Policy for Local Content 2024 to 2030, which is considered a road map and compass for providing more job opportunities for citizens. , localizing industries, developing and adopting entrepreneurs, encouraging small and medium enterprises and emerging companies, and reducing foreign purchases; To ensure an increase in surpluses, which aims to create a national system responsible for organizing and monitoring local content in all sectors, a regulation regulating local content was issued by the General Secretariat of the Tender Board.
As is known, local content is to achieve the maximum amount of total spending maintained in the country in order to benefit from it in developing businesses, contributing to the development of human capabilities, and stimulating the Omani economy, by enabling government agencies to implement the best practices related to enhancing local added value.
The four elements of local content are:

1. Investing in fixed assets
2. Services - small and medium enterprises & local compaines
3. National products _ made in Oman product
4. Human capital (employment-Omanisation)and development

Local content faces a number of challenges, the most important of them are: creating economic diversification, developing the business environment, financing the development process in the Sultanate, maximizing the benefit of infrastructure and creating jobs, in addition to global changes.

The national policy for local content aims to provide policies, procedures and guidelines regulating local procurement and tenders in order to increase the total spending kept within the country and try to limit the leakage of funds outside it by adopting these national policies, procedures and guidelines.
The policy aims to represent local spending, especially government spending, which has become one of the most important economic policies in many countries in order to achieve the largest return for the state from the total spending on local factors of production to create economic and social balance in a way that achieves well-being for society.

It is expected that the implementation of local content policies will have many economic returns 8 benefits, including those at the government and economic levels, local companies, small and medium enterprises, and individuals alike, the most important of which are:

- Localization of local industries,
- Growth of home projects,
- Creating new jobs and increasing the rate of employment of national local,
- The positive impact on vocational training and raising the skills of national locals,
- Expanding horizontal links with other sectors,
- Increasing the economic multiplier through spending retained in the banking system
- Increasing local purchases and revitalizing the business environment,
- Positive impact on the trade balance,
- Positive impact on the balance of Payments cycles,
- Growth of small and medium enterprises,
- Expansion of the economy by increasing GDP,
- In addition to attracting local and internasional.

With regard to supporting and encouraging local industry, the Ministry of Trade, Industry and Investment Promotion, in cooperation with Oman tender board to Issue a mandatory made in oman tenders aims to achieve a sustainable economy, local investment opportunities, and the competitiveness of local industries, in addition to increasing national competencies in the field of manufacturing.

A regulation was issued take off agreement police which advance purchase, which would support national products and attract foreign and domestic investment.

The local content certificate is a phrase intended to determine the percentages of total spending in the Sultanate's sectors, by specifying the percentages of participation of local content elements.

The benefit of the local content certificate is to measure the percentage of local content using local resources suppliers local labour in their operation . The contribution to development of national economy through the participation of all economic segments .

Fisheries Development Oman is closely workingwith the Government with regards to the successful implementation of the national strategy for the sector for local content precisely. This has been reflected by allocating several tenders - more than 8 tenders in 2023 - whichwere limited to small and medium enterprises. This is in line with the local content objectives for the whole country and with the guidance of His Majesty towards local content and In-country value.

The Sultanate of Oman has many potential opportunities for growth in terms of fishing tools and equipment.The main areas are fishing nets that are intensely consumed in the domestic market at the individual and industrial levels. In addition, spare parts manufacturing by using three dimensional printing machines are great potential for SMEs in Oman.

We are continuously observing and evaluating the achievements of Key Performance Indicators set for the local content in the sector, through reports and plans, and mainly focusing on entrepreneurs, small and medium enterprises.



تنمية أسماك عُمان
Fisheries Development Oman

Fisheries Development Oman (“FDO”) Group has amassed recognition as the group specialized in developing aquaculture and sustainable fishing in the Sultanate of Oman, given its role as the pioneer investor in the fishing sector. In an endeavor to achieve its objective, FDO oversees the management of seven companies: International Seafood Company - SIMAK, Oceanic Shrimp Aquaculture Company, Natural Shrimp Company, Oriental Shrimp Aquaculture Company, Blue Waters Company, Oman Pelagic Company, and Marsa Al Duqm Investments.

FDO Group is committed to the rejuvenation of the aquaculture industry in the Sultanate of Oman, it developed large scale projects pertaining to commercial fishing and aquaculture. FDO has successfully cultivated European seabream with a production capacity of up to 5,000 tons annually through the implementation of floating cages and containment system. Furthermore, it further developed shrimp aquaculture projects production capacity, up to ten thousand tons, in Al Sharqiyah South governorate. FDO has also fostered the development of the commercial fishing fleet by implementing effective management and operations of multiple vessels for small and large pelagic.

Opportunities

The Group announced through Al-Duqm Investment Company (Marsa Al Duqm) for opportunities for local and medium-sized enterprises and investment in many opportunities in the port of fish resources. Opportunities for small facilities have varied to workshops and even integrated fuel service. The total investment of declared opportunities for approximately $ 16 million.



In Country Value achievements

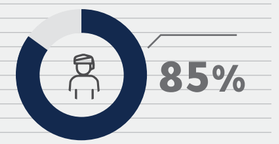
Fixed Assets Investments

37,277,823

We are keen to establish companies to be a national asset, and manages many industries The services required by the most prominent investments:

Human Resources Recruitment

The Group is committed to support the local manpower by offering opportunities at different levels including the leadership. The group achieved %85 Omanization.



Technology Localization

The Group has rolled out through Blue Waters Company a pilot project for new technology provided by iLab Marine to install cage sensors which will provide live readings and data instantly.

Data will help in creating , analyzing and reporting fish activities. It also helps to monitor cages from different aspects such as temperature, movement and best timing for nutrition to improve nutrition results.

Training and Qualification

the Group has provided multiple internship and development programs to refine employees skills and develop the graduates in order to raise their efficiency and their potential. The Group has allocated approximately internship in the last two years.

60 فرصة

Local Goods and Services Procurement

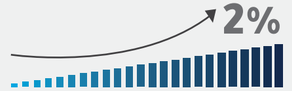
16,333,194

We have achieved significant numbers in the purchase of local goods and services, which confirms our support for localization of local products by giving it priority in purchases

Support and Development of SMEs

focusing on increasing spending in small businesses And medium. The goal is to raise current spending by at least 2% year by year. There are some projects run by SMEs:

- Start the establishment of polystyrene boxes in cabinets.
- Advertise an opportunity to build a tuna cans factory.
- Start the establishment of the fish feed factory. All opportunities above are subject to acquisition agreements.





Mai Ali Al Qalhati

Senior ICV Specialist

Our support for In-Country Value has had a significant impact on the Sultanate of Oman by enabling opportunities for Omani partners to contribute to the supply of goods and services for our operations.
The investment of Oman LNG innational talents and Small and Medium Enterprises (SMEs) serve as a certificate for its duty to build a sustainable and diverse economy.
In 2022, Omani companies made up 93% of total contractors. In addition, the company spent 88% of its supply chain budget on locally registered companies, the equivelant of 232 million US dollars. We also allocated 11% of our supply chain budget, equivalent to US $ 28 million, for small and medium enterprises. This investment in SMEs is to create job opportunities and utilise local resources to our supply chain while promoting business development.
In 2022, Oman LNG hosted the Global Practitioners Connect Event in Muscat, where regional and international experts met on best practices and methods to generate the best in-country value practices. The event discussed relevant topics such as elasticity supply chain, and the development of SMEs and proactive measures to meet the requirements of skills and services for emerging technologies.
We continue to lead the efforts of Corporate Social Responsibility, associated with sustainability by allocating a total of 1.5% of the net annual income of the Oman LNG after taxes (NIAT) for sustainable development programs.
In 2022, we devoted US $ 2.5 million for national projects and US $ 0.582 million for human resource development projects, US $ 2.63 million for community fund projects and US $ 1.14 million for welfare and donations. Our efforts in the area of corporate social responsibility covered many important development areas, including health care, education, agriculture, tourism, social integration and more.



العُمانيّة لِلغاز الطبيعي المسال

Oman LNG

Oman LNG is a renowned joint venture founded in 1994 following a Royal Decree issued by the late His Majesty Sultan Qaboos bin Said. With a world-class Plant Complex in Sur, the company holds an enhanced nameplate capacity of 11.4 Million Metric Tonnes Per Annum, where it liquifies, produces and delivers Oman's Liquified Natural Gas (LNG) and Natural Gas Liquids (NGLs) to customers around the globe.

The company's activities have contributed to economic diversification, where it also spearheads Corporate Social Responsibility touching the lives of millions across the nation.

Through these activities, the company contributes to the government's efforts to diversify the economy. The Oman LNG Plant Site is located on the coastal city of Sur, while the Head Office is located in Muscat.

In-Country Value Achievements



Training and Qualification

4 million US$
spent on Omani Cadres Training Programme in collaboration with the Ministry of Labour

Human Resource Employment

73%
Omanisation Workforce on Site-Based Contracts

55%
Omanisation Rate Of All Supervisory Jobs

75
Job Opportunities Created for Omanis

668
Oman LNG Staff

96%
Omanisation Rate

Local Supplying for Contractors

Conducat training programs for more than **500** SMEs with Oman chamber of commerce and SME Development Authority collaboration.

87% of Total Supply Chain Spent Nationally Registered Companies.

Products and Local Services

The average of local value added has been raised to **37%** between 2021 and 2023.

5 initiatives declared for developing local suppliers between 2018 and 2023.

The work has been counted within 2023 for local suppliers:

- **Solar energy.**
- **Electric Cables.**
- **Custom Clearance & Transportation.**
- **Construction works.**
- **ICT Works.**
- **Civil , scaffolding& painting**
- **Maintenance activities.**
- **Gaskets.**

Development and Support the Small and medium Enterprises SMEs

- Direct below **10K** OMR Purchases orders to SMEs
- Allocate **10%** of the total ICV to Small and Medium Enterprises.
- **16%** SME spend of the Total Supply Chain.

Development of Local Technic`s

Oman LNG has supported the projects of research and development by more than

1.4 million US$.



Eng. Said Al Mandhari

CEO

Our commitment to sustainable development in Oman and economic diversification strengthens our journey toward enhancing In-Country Value (ICV). The strategy we follow reflects our national duty, where responsibility lies in empowering Omani talents and national industries. Our investment in small and medium enterprises (SMEs) stems from our belief in their role in advancing the Omani economy. SMEs are present in all sectors, and thus everyone is required to support them to form an Omani fabric based on innovation, cooperation, or partnership.
We are determined to continue supporting the In-Country Value, a matter which ITHCA has prioritized since its establishment as the In-Country Value is one of Group's core pillars. In 2022, ITHCA invested 8 million Omani Rials to support SMEs, representing 24% of the total expenditure of 35 million Omani Rials.

This direct investment was enhanced by the indirect contributions where 10 million Omani Rials out of the total work value of 16 million Omani Rials was granted to SMEs, 65% as contribution. In the following year, 2023, ITHCA continued its contributions, with direct contributions amounting to 25% of the total 18 million Omani Rials for SMEs out of the total work value of 29 million Omani Rials.

The achievements of ITHCA in the In-Country Value demonstrate its strategic vision and commitment to economic development in Oman by promoting the growth of SMEs, supporting Omanization, leveraging local resources, and investing in human capital development. ITHCA has contributed not only to the information and communication technology sector but also played a crucial role in building a sustainable and diversified Omani economy.



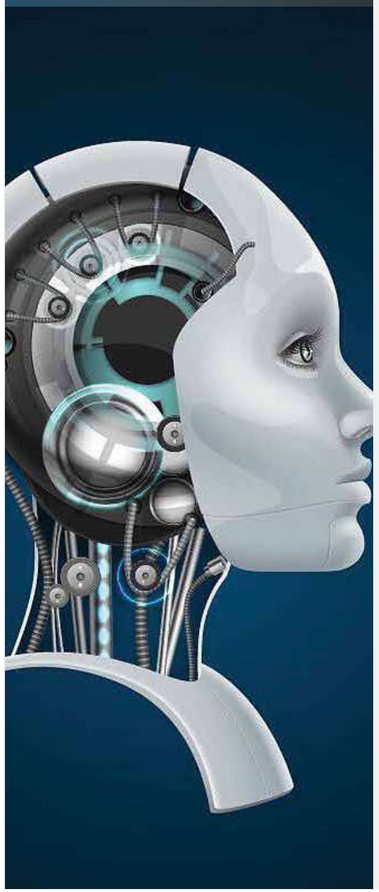
ITHCA Group is a beacon of innovation and development in the information and communications technology sector, playing a prominent role in advancing economic diversification and national sustainability goals through a series of well-considered local value-added initiatives.

Founded in 2019, ITHCA Group aims to play a key role in ensuring and focusing investments that will support fourth industrial revolution technologies and the necessary infrastructure to achieve this goal. It encompasses several companies, such as Oman Tower Company, Space Communications Technologies, Oman Technology Fund, Osos, Rihal, Onsor, Digital Tranformation Managemnt Company, Mubashir, InnoTech, Oman Horizon, FronTech, GSMEand Oman Broadband. In 2020, it also entered into an investment partnership with Oracle Corporation to build an integrated system for cloud services.

Opportunities

The strategic approach to project independence group has enabled tremendous opportunities for small and medium enterprises to ensure its effective participation in large projects. In 2022, contracts worth 28 million OMR and 45 million OMR were allocated to SMEs in the communication framework agreements and developed a previous growth and development.

In Country Value achievements



Support and Development of SMEs

2022

SME Contribution ☑ Direct ☑ Indirect

Total Spent

☑ 15,565,247 OMR ☑ 34,690,952 OMR

Total awarded to SME

☑ 10,222,104 OMR ☑ 8,170,299 OMR

Total awarded to SME

☑ 65.7% ☑ 24%

2023

SME Contribution ☑ Direct ☑ Indirect

Total Spent Lorem ipsum

☑ 38,210,112 OMR ☑ 40,296.292 OMR

Total awarded to SME

☑ 17,605,257 OMR ☑ 12,246,496 OMR

Total awarded to SME

☑ 46% ☑ 30.4%

Human Resources Recruitment

Major positions such as project engineers and quality engineers Health, Safety, Projects and Project Management Persons are up to 100%, which represents a significant contribution to the development of Omani labor force in the ICT sector.

100%

Local Goods and Services Procurement

In its quest for the added domestic value, The Group has confirmed strongly the use of local materials in support of local companies and reducing dependence on imports. The group has supported locally The produced of fiber capital cables, manholes and covers, laptops locally produced, which offers a 20% preference for locally manufacturers, which enhances the growth of local industries and also instills confidence in the quality and reliability



Training and Qualification

Many local initiatives were undertaken by ITHCA Group , Such as a 2022 optical fiber splicing program and Taheel program for the 2023, were it was crucial for capacity-building and the promotion of the competitive SME and Omani institutions.

These programs focused on upskilling the Oman workforce in fiber optic splicing and helping SMEs to obtain ISO certificates, raising the standards of operational excellence for localcompanies.

Through initiatives such as the Leaders Development Program "Massar" and "Tamkeen" training program, These programs are designed to provide young people and Omani professionals with skills and knowledge necessary for success in the developed digital landscape



Fahad Abdullah Al Tamimi

Procurement and Tendering Manager

At Nitaj, we are profoundly committed to enhancing local value. We support small and medium enterprises (SMEs) through various initiatives and empower local farmers and livestock breeders with sustainable agricultural practices. By adopting contract farming in our dairy, date, and wheat sectors, we boost agriculture, enhance food security, and open new markets for local products.

Here is an overview of our pioneering efforts in adding local value and supporting the national economy:

Al Morooj Dairy is a flagship project founded on the principles of contract farming. The company purchases milk from Dhofar's livestock breeders, thereby supporting local agriculture, providing essential training, and improving the quality and identity of local products.
Oman Flour Mills has excelled in contract farming, overcoming supply chain challenges by designating extensive areas for wheat production in some governorates across Oman. The company supplies farmers with harvesting equipment, purchases their crops, and effectively markets local products.

Nakheel Oman Development Company makes significant contributions by purchasing dates from farmers, managing "busoor" purchasing program, and encouraging agricultural investment. Nakheel Oman aims to enhance manufacturing and marketing capabilities and establish collection centers throughout Oman

نتاج nitaj

Nitaj is the government arm for promoting food security in the country, which takes the greatest care and responsibility for maintaining and sustaining food. The story of how Nitaj began its journey goes back to 2011 when HM Sultan Qaboos bin Said took personal attention to this matter and gave the go-ahead to establish a food investment holding company. As of today, Nitaj established more than ten projects in various food groups distributed around Oman, with an investment capital reaching more than 457M OMR by 2023.

Our primary objective is to meet Oman's food needs by producing premium-quality food and ensuring its sustainability for future generations. We are committed to preserving food resources both locally and globally while actively contributing to Oman Vision 2040.

Nitaj's contributions to local content include:

- Utilizing local raw materials in manufacturing.
- Implementing contract farming.
- Creating employment opportunities for Omanis.
- Supporting small and medium enterprises (SMEs).
- Investing in research and development.

Our notable achievements include:

- Developing three local vendors through our Vendor Development Program.
- Awarding three contracts to local companies through our Ring-fence Program.
- Investing over half a million Omani Riyals in collaborations with research centers and academic institutions.
- Supporting 902 livestock breeders in Dhofar and over 64 wheat farmers.

In-Country Value achievements



Human Resources Recruitment

- 163 new recruitments 2023
- Omanisation reached 75% in 2023

163 new recruitments **2023**

75% Omanisation **2023**

Training and Qualification

70 Training Courses

Local goods and Services Procurement-2023

13 Million OMR

Support and Developmentof SMEs 2023

8 Million OMR

The expenditure on SMEs has doubled in 2023 , surpassing last year's expenditure by more than 100%

We supported ICV in the ring fencing and SME development program (both initatied by OIA) by developing 3 local SME who're Riyadah card holders in 2023.

430+

The number of goods/services benefited from small and medium enterprises affiliated with Riyada reached: 430 goods/services.



Kumayl Ahmed Al Lawati

VP-Business development

I'm thrilled to highlight the significant opportunities within Oman's waste recycling sector. Waste has great potential to contribute to ICV in Oman by opening the doors to new investment opportunities both directly and indirectly in the waste recycling industries and associated opportunities.

be'ah continues to liaise with authorities and relevant stakeholders to accelerate and upgrade the legislation that supports the recycling industry. Currently, the work that the company does aims to facilitate to encourage and direct generated waste to local recycling centers, and support global efforts to reduce, reuse and recycle all waste, and promote a circular economy. Simultaneously, value is added by creating direct and indirect job opportunities.



At the heart of be'ah's mission lies a vision to not only preserve Oman's beautiful Environment but also to foster sustainable development and support the national economy through innovative waste management practices and circular economy principles. Furthermore, as part of our commitment to the In-Country Value (ICV), be'ah is dedicated to fostering local talent and businesses through strategic partnerships and collaborative efforts. We aim to build a vibrant ecosystem where innovation thrives, and opportunities prosper.

Opportunities

- **Advancing HSE with AI**

Project supports with this opportunity, as enhanced visibility can substantially reduce incidents and • Enhance Visibility of Waste management operation.

- **EIO** is a business accelerator programme designed to develop the skills sets and growth trajectories of Omani SMEs that aspire to green their businesses, fight climate change, and maximize financial, environmental, and social returns.

- The **be'ah Tech** program seeks to enhance the efficiency of young people and develop their skills in finding sustainable solutions to develop the resource management sector. The program aims to promote innovation and apply Fourth Industrial Revolution technologies to develop solutions that support sustainability.

Projects

- **Enhance recycling industry**

Promoting investment opportunities within recycling industry to enhance the recycling industry. 18 investment opportunities were presented in cooperation with the Ministry of Commerce and the SMEs Development Authority in the recycling sectors (including collection and establishment of recycling facilities for different types of waste).

In Country Value achievements



Fixed Assets Investments

- **11** Engineering Landfills:
- **18** Transfer stations
- **1242** Total equipment
- **191,710** Total Bins

Human Resources Recruitment

99%
Omanisation at be'ah
2022- 2023

- **331**
including employees on temporary contracts)

- **New employees**

2022 > **42** employee

2023 > **21** employee

Local Goods and Services Procurement

55% Is the amount of goods and services that have been procure locally.

- **692,239.82** OMR
Total SME spending

Most Purchases:
- Printing.
- Equipment supply.
- Safety elements

Support and Development of SMEs

30.5%

Of all the goods and services that have been hired or procure by local SME in all be'ah projects

- **50** purchase orders
- **34** SMEs

(During 2023)

Technology Localization

(be'ah) has signed an agreement with Rehal for the development of an AI-based platform that automates bin monitoring and inspection activities.



Saleh Rabi`a Al Salmani

Senior Manager - Group Procurement and Financial Services

During 2023, Nama Group increased the percentage of work allocated to SMEs, resulting in an increase in the value of assigned projects from OMR 20 million in 2022 to OMR 35 million in 2023. To further maximize the purchase of local products, the Group has inked a number of framework agreements with local manufacturers and suppliers and increased the percentage of reliance on local resources and products in implementing projects related to the electricity sector. This step contributes to creating new opportunities for SMEs and increasing the Omanisation rate, thus stimulating the national economy.

Coordination efforts are underway with Oman Investment Authority and SME Development Authority to develop and qualify SMEs. These initiatives aim to prepare SMEs to undertake specialized and technical work related to Nama Group's companies and the electricity, water, and wastewater services.

In 2024, a series of workshops will be conducted across various governorates to introduce the business opportunities available to SMEs. Additionally, a feasibility study will be undertaken to address the following:

- Technical Rehabilitation: Enhancing the technical capabilities of several SMEs and increasing the percentage of allocated work.
- Industrial Opportunities: Localizing industries and technologies within the Group.
- Synergy between the Group subsidiaries: to achieve economic goals through collective purchasing.
- Collaborative Efforts: Fostering synergy between Nama Group companies, Companies under OIA, and Petroleum Development Oman (PDO) to achieve economic objectives through collective purchasing and localization of industries and technology.

نماء nama

Nama Group (NG) was established as a result of the restructuring of the electricity and water sectors in 2004 and commenced its commercial operations on 1 May 2005. NG's operations are spread across procurement, generation, transmission, distribution and supply of electricity and water services in the Sultanate of Oman.

Under the Royal Decree No. 61/2020, the ownership of the Group companies was transferred from the Ministry of Finance to Oman Investment Authority (OIA), as well as water and wastewater services companies were transferred to be within the Group. Nama Group consists of the following companies:

- Nama Holding
- Nama Power & Water Procurement
- Nama Water Services
- Oman Electricity Transmission Company
- Nama Electricity Distribution
- Nama Supply
- Nama Electricity Generation
- Nama Dhofar Services
- In addition to limited liability companies; including: (Nama Shared Services, Numo Institute for Competence Development, and Al-Ghubrah Power & Desalination (Company

Projects

In collaboration with Oman Investment Authority, Nama Group has been dedicated to advancing the national initiative to localize the smart electricity meter. The project tender for the construction, ownership, and transfer contract was issued, aiming to install an estimated 1.2 million smart meters. This initiative is designed to improve customers' experience and empower them to manage their electricity consumption more efficiently, ultimately enabling government and regulatory authorities to approve and implement appropriate tariffs for customers.

Opportunities

In 2022, as part of the initiatives of the Ministry of Commerce, Industry and Investment Promotion to create investment opportunities, and in cooperation with the Oman Vision 2040 Implementation Follow-up Unit and Oman Investment Authority, a number of investment opportunities were launched in the industrial sector related to Nama Group's operations:

- Smart Meter (AMR) Electricity
- 5 MVAR Capacitor Banks in primary substation
- 11KV Ring Main Unit: Oil Type
  Oil Type
  SF6 Type
- 33 & 11 KV Air Breaker Switch

The Group has also signed a Memorandum of Understanding with the Industrial Innovation Academy. Under this agreement, the Academy will develop and finance a pre-feasibility study for the aforementioned industrial opportunities. This initiative aims to localize product industries and enhance the ICV.



The achievements of local value added

Investments in Fixed Assets

515 million OMR (in 2022 and 2023)

Human Resources Recruitment

A number of technical posts in contracted companies has been localized :

- **(370)** Omani employees
- **(7%)** Increase ratio

55 million OMR

Support and Development of Small and Medium Enterprises (SMEs)

A portion of specialized and technical work has been allocated to SMEs, resulting in a substantial increase in the value of assigned projects from 4%, amounting to OMR 20 million in 2022 to 8%, with an amount of OMR 35 million in 2023 of the total purchase value of the Group.

Several training and development programs have been developed and conducted to enhance the talents of young Omanis to help them run successful businesses. Nama Group always intends to adopt and implement sustainable programs that support SMEs and build Omani human resources to be capable to enhance the local community and the national economy. Several local SMEs were incubated to execute the Group's main corporate social responsibility projects, including:

Dakkah Engineering Services: was responsible for implementing the plantation phase of the National Electricity Conservation Campaign (Neama Daima).

Ajyal Al Himma 'Himati': implemented 'Baiti Aamin' campaign for home safety for the Group's customers.

The Space makers: Established and supported by Nama Group, the company implemented Nama Ambassadors initiative that focuses on training college and school students in innovation within the environmental sector, emphasizing the conservation and utilization of renewable energy in the electricity and water sectors.

Training and Qualification

Naqla Program

Naqla is one of Nama Group's sustainability projects, targeting unemployed graduates to qualify them to get the electrician license based on Oman Electrical Standard (OES). This program contributes to create job opportunities in the market by establishing projects related to the electricity connection services.

The Naqla program is run by Numo Institute for Competency Development (NICD), responsible for selecting the candidates and developing the training plans. In 2023, the total number of applicants who were eligible to enter the electrician exam was 81 applicants. A total of 51 applicants passed the practical exam. By the end of 2023, the total number of trainees reached 401 electricians, the total number of electrical license holders was 313 electricians, and the success rate in obtaining the electrical license was 84%.

800 Technical Positions in the Electrical Sector

Nama Group has embarked on a strategy to train as many as 800 Omanis for technical jobs in the Electricity Sector alongside the Authority for Public Services Regulation, the sector regulator. This Omanisation strategy focuses on indirect Omanisation through subcontractors and service providers to gradually increase positions available to Omanis. In cooperation with the Ministry of Labor, Nama Group will select the candidates and train them through specialized programs that include practical and theoretical training at an estimated cost of OMR 2.4 million. The program contributes to increase the current Omanisation rate from 47% to nearly 90% upon its conclusion. This target is in line with the Authority's strategy to increase Omanisation in the Electricity Sector as part of its strategy to achieve the objectives of Oman Vision 2040.

1Billion OMR

Goods Purchases and local Services

Nama Group has implemented a strategy to increase the procurement of locally manufactured products and allocate construction work and services to specialized local companies. This initiative aims to support the ICV policy by enhancing the total expenditure retained within the Sultanate, thus fostering business development and stimulating the national economy.

To achieve these goals, the Group has signed 12 framework contracts with local manufacturers and suppliers- with a total of OMR 1 billion- to supply cables, breakers, low-voltage transformers, and electrical connectors. By the end of 2023, spending on these contracts reached approximately OMR 387 million. This expenditure included around OMR 60 million for material purchases and about OMR 327 million for the execution of projects and services



Ayman Al Mairki

ICV Manager

We at Omran Group take pride in our contributions to enhancing social and economic development in the Sultanate of Oman, driven by our firm philosophy of responsibility as a leading entity in sustainable project and cultural tourism destinations.

Aligned with Oman Vision 2040, which aims for a renewed renaissance fostering participation and empowerment, we adhere to the directives of the Omani Investment Authority to synergize and align efforts. Through our diligent efforts, we have successfully enhanced local value across various sectors.

Investment in local development is a cornerstone of our strategy, where we strive to maximize local spending and support small and medium enterprises. Our collaboration with these enterprises goes beyond mere compliance with mandatory requirements; it forms a fundamental basis for delivering exceptional and unique tourism experiences that distinguish Oman from other destinations.

Through this collaboration, we aim to integrate authentic Omani cultural and heritage elements into our visitors' experiences. Our goal is to provide them with opportunities for direct interaction with the local community, creating memorable experiences that enrich and deepen their tourism experiences.

We work diligently with various partners and stakeholders to unify and coordinate efforts, ensuring the application of general standards for local value added in contracting and procurement processes. Additionally, we require companies awarded contracts to submit regular reports detailing the business allocated to small and medium enterprises.

We believe that our collaboration with local institutions significantly contributes to achieving our strategic objectives. We are committed to enhancing and continuously developing this cooperation to ensure a promising future for the tourism sector in the Sultanate of Oman.



Oman Tourism Development Company (OMRAN Group) is committed to creating sustainable and authentic tourism projects and destinations. These initiatives are key in driving economic growth and supporting the diversification of Oman's economy. The Group's multifaceted and collaborative approach enables it to work independently or as a .catalyst, combining governmental strength with private sector innovation

OMRAN Group's partnerships span various stakeholders, including government bodies, private entities, local communities, SMEs, and more. This collaborative approach ensures its initiatives positively impact the environment, social fabric, and local economy while preserving Oman's rich cultural heritage and environmental values.Inspired by Oman's stunning beauty, peaceful harmony, and gracious hospitality, OMRAN Group endeavors to share these .treasures globally, thus enriching the country's vibrant tapestry of experiences and opportunities

The most prominent tourism projects and companies owned by the OMRAN Group
.Tourism projects: Musandam sliding Wire/line
Companies: Oman Exhibition and Convention Centre, Oman Tourism College, National Travel Operator (Visit Oman), Oman Sail, Waterfront Marinas, and Services

Project (Mawahib)

As part of Vendor Development Program (VDP) that OMRAN Group launched, we feature two main SMEs we successfully worked with in 2023:

- Al Madiana Al Fadhila LLC (SME Riyada): Operating OMRAN Group's owned and operated hotels' Spa, infusing an Omani touch under the distinguished name of 'Galo'. OMR 75,000 Thousand .
- Revina decoration SPC (SME Riyada): Renovation of Musandam Restaurant at intercontinental Muscat 5 star hotel OMR 500,000 Thousand .

Opportunities

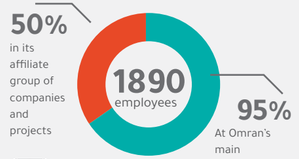
Currently we have a digital platform called 'Intajee' , that brings together an ecosystem of suppliers who provide 'Omani-made' products and services to the Group, including its subsidiaries, hotels, and industry partners. The e-marketplace will open up vast opportunities for SME suppliers and maximise the use of madein-Oman products and local services by OMRAN Group entities.

In Country Value achievements



Human Resources Recruitment

Omran Group continues to omanize jobs, especially leadership positions. The Omanization rate reached 95% at Omran's main headquarters, 50% in its affiliate group of companies and projects where the number of employees reached .1890



Training and Qualification

- Expenditure on training exceeds OMR 600 thousand in many programs specialized in hospitality, catering and logistics services.

600 OMR Thousand

- Omran's main projects related to human capital are the Oman Tourism College (OTC), employment programs such as the "Najm" Recruitment Program, the "Madyaf"Program, "Masarat" Programs, and leadership training programs in tourism and hospitality.

Support and Development of SMEs

More than 2,000 contracts awarded by OMRAN Group worth OMR 15 million for SMEs.

In the field of technology and technology support, a business worth 200 OMR thousand has been assigned to SMEs specializing in this sector.

2000 contracts

OMR **15** Thousand

Local Goods and Services Procurement

In OMRAN Group's policy to support locally manufactured products and goods, expenditure in .2023 amounted to OMR 8.5 million

8.5 OMR million

The most prominent Omani products and services that are purchased (as sectors)

- Consulting services
- Building materials
- Food and beverages
- Facilities management and maintenance.

As for its purchases of locally made products It only amounted to only OMR 14.5 million

14.5 OMR million

Local Supply of Subcontracted Services

Omran's support to local suppliers in 2023 was .approximately OMR 9 million

9 OMR million



Khalfan Khamis Al Khusaibi

In Country Value Lead

ASYAD Group, Oman's global integrated logistics provider and Forbes Middle East's fourth largest logistics company in the MENA region, has been instrumental in contributing to Oman's economic growth through robust In-Country Value (ICV) initiatives.

Asyad's commitment to supporting local providers, SMEs and talent development underscores its dedication to bolstering Oman's logistics sector and fostering sustainable economic development.

In 2022, Asyad allocated OMR 12.7 million to SMEs and a substantial OMR 31.3 million to local providers. By 2023, these allocations saw remarkable growth, with SME support increasing by over 30% to OMR 17 million, and local provider funding rising by an impressive 60% to reach OMR 51 million

2023 also saw an expansion of Asyad's Vendor Development Program, with Asyad signing four agreements with SMEs totaling OMR 410 Thousand .

Meanwhile, the Group forged ahead in local provider engagement, identifying multiple projects to enhance its ICV efforts including three international projects allocated to local providers, amounting to OMR 14.4 million, and five projects from local companies to SMEs, valued at OMR 330 Thousand .

With 8,562 employees, a vital component of Asyad's ICV strategy was achieving an impressive Omanization rate of 85%, creating over 400 new jobs and applying 390 training programs targeting 5,300 employees, reflecting the group's dedication to enabling local employment and talent development.

By aligning its ICV initiatives with national development goals, and building strong local partnerships, Asyad Group is poised to continue its impactful contributions to the growth and diversification of Oman's economy, positioning Oman as a leading global logistics hub.



Asyad Group: Pioneering Services of Integrated Transportation and Logistics Solutions

Established in 2016, Asyad Group is a leading provider of a comprehensive range of integrated logistics services. The group owns an extensive portfolio of services that include:

- Integrated logistics solutions for supply chain management
- E-commerce and express delivery services
- Shipping services
- Drydock services
- Management and operation of ports, free zones, and economic zones
- Buses and ferries public transport services

In-Country Value achievements



Supporting Local Companies, Small and Medium Enterprises

2022



- **12.7 Million OMR** Spending on small and medium enterprises
- **31.3 Million OMR** Spending on local companies

2023



- **17 Million OMR** Spending on small and medium enterprises
- **51 Million OMR** Spending on local companies

60% of Procurement spend on ICV.

As part of the Supplier Development Programs, four agreements were signed with small and medium enterprises with a contract cost of up to 410 thousand Omani riyals.

- Designing a system to monitor ASYAD ships for maritime transport.
- Supplying a special type of welding electrodes for the dry dock.
- Providing maintenance services for mobile devices in ports.
- Providing inspection and maintenance services for life jackets.

Localizing various national services and products to boost the local economy and support national industries.

- 3 international projects for national companies worth 14.4 million Omani riyals.
- 5 projects from local companies to small and medium enterprises worth 330 thousand Omani riyals.

Omani Upon Contract 2023

8,562 National cadres | **85%** Omanisation | **+400** Job opportunities

Training and Development:

- Completion of 390 training programs for ASYAD employees.
- Targeted +5,300 employees.

Graduate Development Program:

- Qualification of 40 graduates for a two-year training period with employment.
- Provision of 386 training opportunities for students in 2023.

Opportunities for Programs

Tomoh

Asyad Express

- **The basic objectives** Development of e-commerce to rehabilitate small and medium enterprises to participate in the development of the logistics sector to e Oman regional logistical center.
- **Results**
  - Incubate 8 emerging companies and a small and medium enterprise.
  - Find 20 jobs.
  - Provide training courses and advisory meetings in marketing,
  - Promotion and legal relations and investment.
  - Facilitate access to work permits from government agencies.
  - Appointment of a law firm for the initial assessment of incident projects and ambitious programs supported by the Group.
  - Provide special discounts in the field of delivery and storage.

ASYAD Dry Dock

- **The basic objectives** Improving incubator Company, technical, commercial and management
- **Results**
  - The incubation of 3 emerging companies and small and medium enterprises.
  - Provide 10 projects directly.
  - Contractual functions and purchase orders for incident companies worth 501,006 during the inception.

ASYAD Accelerator

ASYAD and Omantel have joined hands in a six-month Accelerator Program dedicated to nurturing and empowering logistic start-ups in the Sultanate of Oman.

Goods and Services for 2023

	Goods	Services
Small and medium enterprises with a leadership card	6,35 billion OMR	10,6 billion OMR
Local	9,84 billion OMR	41,32 billion OMR



Ishaq Said Alkharousi

Business Development Manager
General Secretariat of the Tender Board

الأمانة العامة
لمجلس المناقصات
General Secretariat of the Tender Board

The Sultanate is steadily steadfast towards the development and improvement of its economy and its society and promoting a diverse and economic environment, and they are major pillars of the vision of Oman 2040 and launched operational programs. We will enable us to achieve these aspirations to expand local content, develop and diversify the national product regionally, and make Oman's Sultanate of Industry, Technology, Logistics, Energy Products and Services.

Pay attention to local content is a distinctive feature of countries that give top priority to its national products in the projects and programs of development in their home countries. The Sultanate has given clear attention to encouraging local content to be a sustainable national economic strategy, Oman is working on advanced countries.

The wise leadership of Majesty Sultan Haitham bin Tariq - may preserve and prioritize it in accordance with development aimed at reaching sustainable development, which is concerned with human progress and improving the quality of his life, by keeping pace with the best working mechanisms in all sectors, all efforts are made to develop industrial and trade sectors, and strengthen the Sultanate's position in line with the development process. Of this Hakim approach, the Royal Decree No. 32/2022, the judge was restructured by the Secretariat of the Tenders Council, and through which the Directorate General of the local content was established to enable government agencies to apply best practices for the promotion of local content To achieve the highest local value of government expenditure on projects and procurement to take advantage of business development and contribute to human capacity development, and stimulate the national economy.

The Secretariat of the Tenders Council expresses its pride and pride in achieving national economy projects and achievements and implementation of comprehensive development plans in various governorates of the Sultanate.

The strategic objectives of the Directorate are contributing to finding job opportunities for citizens and promoting the benefit of small and medium enterprises from government expenditure, and contributing to the development of local suppliers, enhancing local products and industries, as well as contribution to attraction Promoting external investment and harmonization between the government and other sectors in achieving greater opportunities in new and enabling existing industries; In order to maximize the benefit from the national purchasing power of domestic spending, especially government spending to build a strong and sustainable economy.

Supporting national product and resettlement of industries is the one of top priorities in the coming stages, and work is underway with the competent authorities to find locally and monitor locally and has been initiated in the localization of several industries through government contractors. In addition to launch the mandatory list of domestic products in cooperation with the Ministry of Commerce and Industry and the Promotion of Investment. The Secretariat's vision and mission will continue to go ahead in its initiatives and legislation aimed at consolidating the concept of local content in the sector Government and upgrading government procurement and community development in the private sector through strategic partnerships and raising individuals to have local content is a preferred option in economic categories, the private sector and individuals.

Initiatives

- more than 10 Omani factories included in the field visits
- Signing cooperation agreement of Invest in Oman.
- Launching the "Moeenak" program, it's a guiding program that links experts directly with business owners to provide advice and guidance to them in the business sector.
- Contribute in applying a local content roadmap in Green Hydrogen.
- Signing the agreement of Dhofar Bank for free finance.
- Establishment Agreement of small and medium enterprises to provide periodical maintenance for the government vehicle fleet.
- Launch of the freelance package.

Achievements

- more than 40 Omani tender Study Analysis.
- 1287 job Opportunities for Omanis.
- 200 - 2,800 Small & Medium Enterprise registered in Electronic Tenders System.
- 28 Governmental Trained Tool for calculating the Local Contents.
- Opening of Mandatory List for Supporting the Local Services and Products.
- Regulating List for Local Contents.

جهـــاز الاستثمـــار العُمانـــي

Oman Investment Authority

OIA Launches its Social Investment Policy and a New ICV Platform (Qimam)

Oman Investment Authority and its companies enhance the role of SMEs with more than OMR 200 million in 2023

Oman Investment Authority (OIA) announced the launch of its Social Investment Policy for OIA Companies as well as the launch of 'Qimam' platform for inquiries related to In-country Value (ICV). It also announced the second version of the mandatory list for OIA Companies. In addition, OIA Companies signed OMR 6 million worth of cooperation agreements and programs. This all builds on the success achieved by OIA in the ICV sector in line with Oman Vision 2040 targets which aim to create a substantial shift towards a knowledge-based economy, establish a stimulating environment for entrepreneurs and innovation-based companies, and foster and attract advanced technologies.

States that OIA has taken a great interest in in-country value ever since the establishment of its ICV Directorate two years ago. In 2023, OIA focused its attention on establishing ICV governance, launching programs to support ICV, enhancing the role of SMEs, and monitoring the adherence of OIA companies to these programs. In 2024, OIA will continue its efforts, starting with the launch of its Social Investment Policy, the introduction of 'Qimam' platform, and the second version of the mandatory list. These efforts culminate to produce enhanced local content, empowered SMEs, and an enabled private sector. We aim through this to grow the national economy and develop a sustainable competitive market for goods and services; this is not just achieved through awarding contracts but also through enhancing and developing the role of local companies and SMEs.

Over OMR 200 million spent on SMEs

2023 numbers highlight the success of OIA and its companies in their efforts to increase local content throughout the year. Total spent on SMEs amounted to OMR 202 million, compared to OMR 187 million in 2022, showcasing a %4.5 increase. Similarly, contracts and purchasing orders received by SME cardholders rose to OMR 106.7 million, compared to OMR 67 million in 2022. OIA companies also spent OMR 42.1 million on local products and services listed on the mandatory list. The second version of the list just launched by OIA adds more than 100 products and services that must be bought locally to the original list, which initially included 103 products and services. Other ICV initiatives also witnessed good results. The vendor development program was able to accredit 24 SMEs in different sectors, including manufacturing and modern technologies. Meanwhile, the ringfencing program was able to ringfence 31 local companies in a variety of sectors. As for the research development and innovation guidelines, the outputs of the business planning technologies were implemented and 9 reports were prepared to include more than 270 challenges faced by companies which have the potential to be transformed into opportunities and economic enablers for SMEs.

A social investment policy to meet societal needs

The social investment policy aims to ensure alignment between social investment projects, the national priorities of Oman Vision 2040, and the local community's needs. The policy sets the direction for OIA Companies on social welfare projects, governance, roles and responsibilities of relevant stakeholders, and budget allocation in line with the company's priorities and in relation to its financial status. The policy also aims to strike a balance between social investment projects and the contributions made between the sectors and the beneficiaries. It encourages synergies, collaboration, and joint efforts. Moreover, the policy highlighted sustainable and geographically diverse projects as well as balanced spending on them. Additionally, it sets clear mechanisms for budgeting and project selection. The policy, once implemented, will prompt companies to focus on sustainable projects that serve the core needs of society through a proper geographic distribution in cooperation with governors and stakeholders to ensure the benefit of the largest segment of society.

Qimam Platform

OIA launched 'Qimam' platform https://qimam.oia.gov.om/ to monitor all ICV-related inquiries, including Research, Development, and Innovation (RDI) projects, the mandatory list. The platform aims to facilitate communication with OIA and its companies for any inquiries they might have with regard to ICV. It also captures recommendations or any challenges SMEs are facing with OIA Companies. Additionally, it allows researchers and innovators to communicate with OIA Companies regarding RDI initiatives. Furthermore, it facilitates contact with local companies to revise the list of services and products that can be added or amended in the mandatory list.

OMR 6 million worth of agreements and programs

A number of OIA companies signed agreements which amount to over OMR 6 million to enhance social investment and support SMEs. Two accelerator programs were announced, which are the OQ Business Accelerator Program and the Asyad Business Accelerator in Logistics in cooperation with Omantel. Both programs align with OIA's efforts to support startups and enhance the role of SMEs. OQ also signed a cooperation agreement with the Ministry of Health to establish an emergency and trauma facility in Duqm as part of its social responsibility. On the other side, Asyad signed three working contracts with three SME cardholders in different areas. Finally, Oman Airports signed six agreements in supply and airport-related ground services.



Sultan Said Al khadhouri

Head of In-Country Value Office
Ministry of Commerce, Industry and Investment Promotion

Sultanate of Oman سلطنـــة عُمـــان
وزارة التجارة والصناعة وترويج الاستثمار
Ministry of Commerce, Industry & Investment Promotion

We believe that the policies and programs of the In-Country Value (ICV) and Sultan bin Saeed Al Khadhouri policies will work. The head of the ICV Office is active in enabling the national industry, especially with concerted efforts from both the public and private sector

The head of the In-Country Value Office (ICV) said that the Ministry of Commerce, Industry and Investment Promotion (MOCIIP) adopted policies and programs of promoting local content to increase the contribution of national labor in the industrial sector. They aim to establish connections between commercial entities and factories, empowering SMEs by enhancing local goods production and providing locally delivered services. Additionally, it aims to increase Oman's manufacturing capacity and achieve integration among industries, as well as develop skills and capabilities of the national workforce through training and qualification, and requirements for obtaining certain services provided by the ministry according to specific conditions to achieve certain percentage of local content.

Furthermore, he stated that MOCIIP, in collaboration with partners, seeks to identify suitable opportunities to implement ICV programs. Additionally, it aims to develop national exports, enhance and attract direct local and foreign investments, localize supply chains, and improve the business environment. Considering the ICV and Local Content promotion programs primary methods employed in the development of the national economy to maximize the benefit from capital flow within the sector.

On the other hand, the ICV Office at MOCIIP consistently collaborates with partners to launch programs and initiatives aimed at developing suppliers in the industrial sector. Additionally, they work on the establishment of necessary policies to empower local products in the local market. Supporting local products, emphasizing national industries, and opening new export markets are further gains for the national economy specifically the private sector. Initiatives have been allocated to enhance the presence of local products both locally and internationally. The Ministry is also working to unify the marketing identity of local products and create a unified national framework to encourage Omani industrial establishments and target new markets, thereby enhancing local content. The new identity will contribute to raise awareness among local and foreign consumers about Omani products, boosting the added-value of national products, and organizing exhibitions in various governorates of the Sultanate of Oman

The government has implemented numerous value-added initiatives for the local community and the companies. These initiatives aim to foster the development of SMEs by enhancing local goods production and providing locally delivered services, thereby increasing Oman's manufacturing capacity, achieving integration among industries, creating employment opportunities for Omanis, and enhancing the skills and capabilities of the national workforce through training and qualification. Moreover, efforts are made to identify suitable opportunities for implementing in-country value, in addition to developing national exports, promoting local products, attracting direct and indirect local and foreign investments, localizing supply chains, and improving the business environment

Finally, we emphasize that the industrial sector plays a crucial role as a driving force for comprehensive development in the Sultanate of Oman, around which other economic sectors revolve and integrate. According to the latest data from the National Center for Statistics and Information, the output of the manufacturing sector reached OMR 2.454 billion by the end of September 2023 at fixed prices. While non-oil exports reached OMR 6.767 billion by November 2023. Additionally, the Industrial Competitiveness Performance Report issued by the United Nations Industrial Development Organization (UNIDO) indicates that Oman has jumped 16 places in its global ranking over just 7 years, now standing at 56 out of 153 countries. This reflects the accelerated industrial competitiveness in recent years, expected to further increase with the Industrial Strategy aimed at developing and stimulating the industrial sector and enhancing its contribution to the GDP, enhancing its global position as a manufacturing hub and paving the way for broader horizons. This will be complemented by the completion of the financing system for the industrial sector, the preparation and equipping of ready-made model factories in industrial zones, and the attraction of priority industries.



Mazin Humaid Al Siyabi

Assistant Director General of Industry

Sultanate of Oman سلطنـــة عُمـــان
وزارة التجارة والصناعة وترويج الاستثمار
Ministry of Commerce, Industry & Investment Promotion

The Ministry of Commerce, Industry, and Investment Promotion adopts a comprehensive plan based on five achievement objectives, which play a vital role in enhancing In Country Value and promoting local content.

Firstly, by facilitating procedures and improving services, the ministry creates a business environment that stimulates entrepreneurship and fosters innovation, thereby contributing to achieving In Country Value by increasing production and improving services.

Secondly, collaborating with the private sector and establishing effective partnerships enhances the efficient implementation of investment projects, contributing to the development of local industries and improving product quality, thereby enhancing local value-added

Thirdly, identifying new opportunities and projects and providing a platform for investment opportunities encourages investment flows towards projects with In Country Value, promoting economic diversity and contributing to economic performance improvement.

Fourthly, supporting national industries and enhancing the presence of Omani products reflects the ministry's commitment to promoting local content, a fundamental step in achieving In Country Value by enhancing local production and promoting local products.

Finally, attracting quality investments and promoting exports contribute to enhancing In Country Value by expanding market scopes and enhancing trade exchange, thereby promoting the national economy, and achieving sustainable development**.**

The Ministry of Commerce, Industry, and Investment Promotion, represented by the General Directorate of Industry, has recently implemented several strategic initiatives aimed at enhancing In Country Value and promoting local content. Among these initiatives**:**

1.Launching the National Product Identity: The ministry launched the new National Product Identity on February 9, 2023, aiming to enhance the In Country Value of national products and raise awareness among local and foreign consumers about the quality of Omani products.

2.National Product Identity Platform: An online platform aimed at promoting the national identity of Omani products, raising awareness among local and foreign consumers about national products, and enhancing the In Country Value of Omani products.

3."Made in Oman" Campaign: A national campaign launched by the ministry on November 29, 2023, aimed at promoting the business environment and supporting Omani manufacturers and service providers, including small and medium enterprises, as well as supporting the Omani industry by introducing and promoting Omani products, encouraging local and resident consumers to purchase Omani products, and enhancing pride in national industries.

4.Mandatory List with the General Secretariat of the Tender Board: A list that gives priority in government tenders to purchasing products and services from national factories or local suppliers. The first version of this list was launched in August 2023, in coordination between the General Secretariat of the Tender Board and the Ministry of Commerce, Industry, and Investment Promotion..

Office of In Country Value and Local Content Programs:

1.Enhancement Local Content in Industrial Sector Program: Aims to increase reliance on local inputs in production processes through the application of industrial networking models, which aim to localize the intermediate product industry and increase integration between industries. This program is expected to contribute to achieving higher in In Country Value and, thus, promoting economic development by supporting local industries.

2.Supplier Development Program to Meet Demand: A program to support and enhance small and medium-sized enterprises in the context of enhancing industrial infrastructure, aiming to review relevant policies to identify and support local suppliers capable of meeting the increasing demand for intermediate products. Developing these suppliers is an essential part of the strategy to stimulate industrial sector growth, as they contribute to enhancing local technology and raising products quality.

3.Empowerment of National Products in the Retail Sector Program: Focuses on empowering national products in the local market. This includes giving priority to national products in government tenders, as well as launching the National Product Identity regulation as a tool to enhance their presence. This program is expected to stimulate local consumption, support national companies, enhance economic stability and deeper the roots of the economy in the market local.



Her Excellency / Halima bint Rashid Al Zar'i

Head of SMEs Development Authority

In order to maximize local added value and support the sustainable growth of SMEs, the SMEs Development Authority continues its efforts to create a competitive environment that supports the prosperity and growth of SMEs, localize technology and innovation, and provide business opportunities for national cadres.

This empowerment comes through a package of programs and initiatives in the field of local added value implemented by the Authority in cooperation with strategic partners in the entrepreneurship system in the Sultanate of Oman, the most prominent of which is increasing the percentage of SMEs obtaining direct and indirect tender opportunities by directing the spending of government institutions and the private sector to the local market, developing suppliers from SMEs to be ready to meet the requirements of the local market and provide their products and services with high quality, and accrediting these institutions to be highly reliable as licensed institutions authorized to operate in each sector.

All these efforts will positively reflect on the contribution of SMEs to GDP, empower them with tools and mechanisms in different economic sectors, ensure their growth and expansion regionally and globally, enhance their access to business opportunities, transfer knowledge and enhance their professional standards in order to build an advanced model of SMEs.

هيئة تنمية المؤسسات الصغيرة والمتوسطة

SMEs Development Authority

The SME Development Authority (SME), established under the Royal Decree No. 2020/107, the task of promoting the SME sector and the craft industries and strengthening its role in the development of national economy In Sultanate of Oman.

Services provided by the Commission:

- Enterprises Leadership Card Services
- Orders and Suggestions Services
- Entrepreneurial Services
- Training services
- General and special Consulting Services
- Guidance Services
- Marketing and promotion products Services
- Craftsmen Support Services
- Financial Resources
- Franchise Commercial
- Ready Labor Program

Opportunities

The SME Development Authority has many initiatives in cooperation with various government and private entities that have created Many opportunities for small and medium enterprises, with the number of opportunities 737 for 2023 m was advertised where opportunities were in multiple zones

In Country Value achievements



Human Resources Recruitment

- Initiative Work on top - The total number of beneficiaries for 2022 and 2023 is 5330 positions in small and medium Enterprises, There are also other programs by the Authority, such as a digitalizing and Importing Programs, for the 103 trainees for 2023

5330 positions

Support and Development of SMEs

- The number of incubators that belong to the enterprise is 6. And 1 specialized in transformation industry, in addition of 7 incubators has a partnership with both governmental companies and licensed incubators.
- (103) Enterprises admitted in all incubators of the Commission until the end of 2023.
- The total income of established institutions at the Commission incubators (1,205,578.3 ROM).
- The number of institutions benefiting from the applications for funding was 218 institutions for 2023 in funding for 22,113,860 ROM. the Commission launched 7 different financing programs to support small and medium **enterprises:**
  - Local Value Added program
  - Industrial Financings Program and Services Projects
  - Working Capital Financing and Fixed Assets Program
  - Incoming Institutions Finance, and Business Funds Program
  - Financing Products Craft and Home Products and Products The work of street vendors and mobile commercial activities Program
  - financing contracts
  - financing contracts and business opportunities for the Omani Investment Corporation

Support Omani crafts

more than 2064 craftsmen from financial support (1,972,401) ROM for 2023

1,972,401 ROM

Training and Qualification

The Enterprise work on several training and rehabilitation programs for the labor leaders:

- **2488** work ponders benefited from a workplace preparatory program for 2023 2022.
- **749** consulted 2023.
- Total of **2159** beneficiaries of specialized and public training programs for 2023
- workshops were made to develop suppliers in cooperation with several bodies, where they worked in electronic marketing workshops in collaboration with DHL benefited from 36 labor pioneers, as well as a workshop To develop suppliers in the manufacturing sector in cooperation with OQ, more than 100 work leaders, and several workshops were worked in cooperation with Omantel in the governorates of the Sultanate and aimed at rehabilitation of small and medium enterprises in business opportunities and increased their efficiency Tenders and competition for contracts and tenders available where 103 workpants benefited from these workshops.

Local Goods and Services Procurement

Beneficiary Small and Medium Enterprises from the purchase of goods and services is about 301 Enterprises for 2023 with a total of 142,120 OMR (one hundred forty two thousand and one hundred twenty OMR)

142,120 OMR

Technology Localization

30 emerging company based on innovation and technology took advantage of the Investment facilitation program.



Ahmed Al-Ajmi

General Director

Our approach to local value added since the establishment of the company is clear, Where we are concerned that the local value-added standards will be satisfactory ratios during our long-term contracts, with our purchases from our goods and services to give the greater national product, and we have developed employment plans for nationalists with our contractors and sub contracts, we also addressed many businesses for SMEs, and training and rehabilitation programs at Al Sawary International Investment Company are widespread especially in specialized programs needed by the company in the excellence areas.

Attention at local value added, from our faith is that their application will enhance the growth of national economy and will create functional opportunities for national cadres and will raise the manufacture of local products, and will contribute to the development of suppliers and strengthen the work of small and medium enterprises, All these expressions emanate from the pillars and Vision of Oman 2040

In AlSawary, we continue to take care of the motivated business environment, and in the development of working methods and safety for employees and raises the efficiency of the work and the results of the customers are expected from the company, The shareholders and their aspirations, that the next phase of our business confirms the company's progress and prosperity, and we will work with the team and partners to conduct achievements that promote the company's strength and place.



Al Sawari
INTERNATIONAL INVESTMENT COMPANY S.A.O.C
شركة الصواري الدولية للاستثمار ش.م.ع.م

Al Sawary International Investment Company SAOC, one of the major local community company founded by supreme and supervised by the CIC Energy Development through long-term contracts, it was created in the closed structure contribution of shareholders from two states (Mahout & aLDuqm) in the central province of 366 contributors, and operates masts in logistics and engineering services in the oil excellence area in the Sultanate since 2018.

Services:

- Construction, maintenance and paving of roads
- Logistics
- Agencies, commercial representation
- Exploration services Supply
- Supply services Oil and gas fields Activities
- Marine Activities, Agencies and fish industries



In-Country Value achievements

Assets Investment 2022-2023:

About 500 A US dollar invested in buying heavy equipment and vehicles.

500,000 US dollar

Local Goods and Services:

Our spending on local goods and services amounted to 346,000 US dollars during 2022-2023.

346,000 US dollars

Small and Medium Enterprises SMEs:

The company has an approach to the support of SMEs. We recorded over the past two years of 46 small and medium-new enterprises (50 internal training programs)

- **46** SMEs
- **50** internal training programs

Employment and Training 2022-2023:

About 240 employees are directed by direct companies, indirectly through contractors, and the company also spent about 220,000 US dollars on training and rehabilitation programs in various disciplines.

240 employees directed by direct companies

220,000 US dollars training and rehabilitation programs

Supporting Local Suppliers

The contracts that assigned to local suppliers, has reached the amount of 22.6 million US$. This represents 90 local institutions.

22,600,000
million US$

90
The Small and Medium Enterprises



Hamid Mohmood Al Darei

Deputy Managing Director

It is with great pride that I address you today. Our commitment to fostering local growth is unwavering. We prioritize purchasing local goods, fostering the hiring of Omani talent, and contributing to the growth of our community. In our journey, In-Country Value is not just a checkbox; it's a fundamental principle guiding our choices. Over the years, we've dedicated ourselves to the Omanization objectives, supporting local infrastructure, providing free services to the locals, contributing to education, and enhancing community well-being. Our focus on In-Country Value is not just a strategy; it's embedded in our corporate DNA. Together, let us continue to build a legacy of sustainability, empowerment, and prosperity for our community and our company.



أنوار فهود للمشاريع ش م م

ANWAR FAHUD PROJECTS LLC

We have been in the business for 26 years since 1997, specializing;

Specialized in

- Road and Infrastructure (Oil & Gas and non-oil & Gas sectors).
- Maintenance of asphalt and graded roads.
- Location Construction and Mass Earthworks.
- Road Resheeting and Grading work.
- Concrete structures, foundations, Floodways, and protection works.

Opportunities

Introduce financial incentives and subsidies for companies that actively contribute to Omanization goals in the civil contracting sector.

Streamline bureaucratic processes to make it easier for businesses to comply with Omanization requirements

Project:

Develop targeted Omanization plans to increase the percentage of Omani employees in different job categories.

Establish mentorship programs to facilitate the transfer of skills and knowledge from experienced expatriate employees to Omani staff.

Engage with local suppliers and service providers, contributing to the growth of the local business ecosystem.

Regularly report on Omanization progress and ICV initiatives to the client and relevant authorities as required.

In-Country Value achievements



Fixed Asset Investments

Over the last two years, we have dedicated our full efforts and invested USD 2,400,269 in fixed assets to enhance and strengthen our capabilities for both existing and upcoming projects.

We acquired new earthmoving and heavy machinery, expanded our asphalt crews, and enhanced our camp and workshop facilities to meet the industries standards.

2,400,269 US dollar

HR Recruitment

Throughout the years, our consistent primary objective has been to uphold Omanization standards. This time, in particular, despite our ongoing commitment to maintaining a 42% above Omanization rate, we have proactively gone a step further. We have increased the inclusion of professional and supervisory staff to generate additional opportunities for local individuals in every category.

Included an Omani civil engineer.Expanded the HSE team with Four new Omani members.Appointed a new journey manager.

42% omanisation

Training and Qualification

One of our foremost priorities is to conduct training sessions for our teams, with a particular focus on Omani individuals, ensuring the fulfillment of our professional commitments. We allocate a substantial amount to invest in enhancing the qualifications of our team. Regular monthly and weekly training and guidance sessions are conducted to elevate the standards of our professional services. Additionally, we organize periodic third-party training and awareness sessions

We actively engage individuals at various levels, ranging from newcomers to seasoned professionals within the local community.

Purchasing Local Goods and Services

Our commitment to comprehending the intricacies of ICV (In-Country Value) and demonstrating our dedication to our nation is beyond description. Over the past two years, we have provided a business opportunity totaling USD 5.2 Million in local goods and services.

- Hire of heavy-duty equipment.
- Subcontract of concrete, floodways, and protection works.
- Various types of construction materials.
- Large number of materials from crushers.
- Road furnitures.
- Hire of MEP subcontractors.

5.2 Million Dollar

Supporting and Developing SMEs

We participated in facilitating a business opportunity for an SME, amounting to approximately USD 10.4 million in the last 2 years, and provided comprehensive support to enhance their resources. We collaborated with them step by step in the process. Our preference is consistently directed towards engaging with SMEs and Local Community Contractors (LCCs) for various projects.

10.4 Million Dollar

Local Supply of Subcontracted Services

As a Local Community Contractor, we recognize the significance of localization. Instead of limiting ourselves to the 20% requirement for local or SME businesses, we consistently extend beyond, offering increased opportunities and added value to the local community.

Technology Localization

Our ties with our soil are immortal. Our Managing Director deeply comprehends the needs of our local community. We allocate an annual amount of USD 117,000/- to support various initiatives within our local community, whether it be for traditional occasions or social projects. We consistently take the lead in these endeavors. - Providing free services for the development of local infrastructure.- Offering free support and services during any challenging situation.- Funding to local schools and language centers.- Help students to get scholarships.- Engaging in charities and welfare services.- Free contributions to camel racing and local festivals.- Creating job opportunities for local residents.

117,000 USD



Chris Fidler

CEO

TRUCKOMAN, established in 1978, is the leading oilfield logistics company in Oman and specializes in three core activities, Oil and Gas Industry Logistics, Supply Chain Management and Managed Logistics.

TRUCKOMAN has bases and workshops throughout the Sultanate to meet the needs of the Oil & Gas sector: Muscat, Jiffnein, Nizwa, Adam, Fahud, Safa, Khazzan, Haima, Duqm, Nimr and Marmul.

TRUCKOMAN is the first Omani owned company to issue free shares to its staff, and as a result we have over 300 Omani employee shareholders.

Holds prestigious certifications :
ISO 9001:2015
ISO 45001:2018
ISO 14001:2015



مجموعة تـــرك عُـمـــان
TRUCKOMAN GROUP

As a leading provider of logistics services in the Sultanate of Oman, TRUCKOMAN has successfully developed a large Omani workforce with the valued and continuous support of PDO, BP and other customers. As a result, We have experienced and qualified Omanis in senior management and technical positions across the Group. Our vision is to continue to develop local talents to ensure we have we have one of the largest and most effective Omani workforce of any logistics company in the Sultanate.

TRUCKOMAN has always procured majority of its products and services within Oman. Products manufactured elsewhere, such as trucks and spare parts, are purchased through the local Omani agents. Local products and services such as food, fuel, insurance, and bank services are directly purchased in Oman. Our supply chain is set up with the aim of achieving a high level of in-country value to support national economy. The TRUCKOMAN Board is ambitious to achieve increased recruitment of nationals and to take services from local small and medium enterprises and Riyada card holders in line with government policies.

Group Activities:

- Movement of land rigs & camps
- Freight haulage
- Project cargo
- Over dimensional cargo
- Supply yard management
- Warehouse management
- Management services in support of the Oil & Gas sector
- Heavy equipment and vehicle rental
- Road safety management
- Military logistics services

Project

- Providing rig move services to PDO main contractors that include a high percentage of Nationals.
- Providing innovative centralized cargo services for PDO using only national drivers and Riyada Card Holders .
- Partnership with Super LCC to provide logistics services throughout Al Wusta region.
- Provision of supply chain and road safety services to BP .

Opportunities

Increased use of Omani staff within Logistics sector and especially that relating to Oil & Gas. This is dependent on the support and encouragement of the concession operators. Recent tenders now include a requirement for Omanization from both primary and secondary contractors .



In Country Value achievements

Fixed Assets Investments

4 Million Omani Rials
have been invested as fixed assets in the last three years

12 Million Omani Rials
in the next 3 years

100 tractor units and trailers to meet new OPAL standards during the first half of 2024.

Local Goods and Services Procurement

annually | **15** million Omani Rials

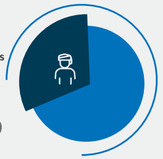
In the last three years | **30** million Omani Rials

Local products and services such as vehicles, spare parts, food, fuel, insurance, and banking services are purchased

Establishment of major PDO consolidation centre at Jiffnein by using local building contractors during the first half of 2024.

Human Resources Recruitment

- **1600** Number of Group employees
- **46%** Omanization



200 Omanis' workforce which transferred from other contractors with PDO during the first half of 2024.

Support and Development of SMEs

3.8 Million Omani Rials
during the past 3 years to support SMEs.

Contracting with:

- SMEs
- Local community companies
- Large community companies

400 **Riyada Management and development of Card Holder transport operators for PDO from Feb 2024.**



Ahmed Abdullah Al Durei

Chairman

Al HADITHA ENERGY (S.A.O.C) has remained committed to fostering In-Country value within Oman's business landscape. As a prominent Super Local Contractor Company, our mission has revolved around enhancing Omanisation efforts by elevating the local workforce's participation to nearly 60%. We are dedicated to empowering individuals through training and qualification, equipping them to excel in our vibrant local job market.

In line with our commitment towards Oman Vision 2040 , we actively bolster the economy by substantially increasing our procurement from locally registered Omani enterprises, including small to medium-sized businesses and those operating within concession areas. At Al Haditha, priority is given to sourcing goods and services from SMEs/LCCs, emphasizing the procurement of domestically produced goods and services.

Moreover, we extend our support to local vendors, aiding them in refining and enhancing the quality of their offerings. Our ethos remains deeply rooted in advancing local businesses while driving sustainable growth.



الحديثة للطاقة ش م ع م
AL HADITHA ENERGY S.A.O.C

Al HADITHA ENERGY (S.A.O.C) , an LCC company, specializes in Mechanical, Civil, and Electrical & Instrumentation Engineering Since 2011. Operating at high Quality and HSE standards, we strategically deploy resources across Oman's concession areas, enabling swift manpower mobilization and service provision.

Key Activities:

1.Engineering, Procurement, & Construction (EPC):

- Designing & constructing pipeline distribution systems.
- Fabricating and welding piping for oil & gas facilities.
- Integrity flow-lines replacement and commissioning.

2.Civil, Mechanical, Electrical, & Instrumentation:

- Flow Line construction.
- Rig Location Preparation.
- OHL Activities.

Project (Mawahib)

The company has launched a comprehensive training initiative known as "Mawahib" targeting recent graduates. This program aims to equip them with the necessary skills to excel in pivotal roles such as Permit Holder, Supervisory Engineering positions, Quantity Surveyor, QC Inspectors (Civil & PE lining), and Material Assistant.

Spanning a duration of 3-6 months, "Mawahib" is meticulously curated to offer extensive insights into Permit Holder .Al Haditha participated and presented this project "Mawahib" as best practice in OPAL Awards 2023 and won the award among many presented projects.

Opportunities

At present, Al Haditha is exploring avenues for the advancement of SME/LCC vendors to provide diverse Civil and Mechanical materials. Recognizing the existing limitations in this domain, Al Haditha perceives this as a promising opportunity, benefiting both the local economy and the oil and gas sector

In Country Value achievements



Fixed Assets Investments

the company allocated $9.5 million to acquire fixed assets, encompassing transportation vehicles, construction machineries, and various equipment

$9.5 million

Human Resources Recruitment

Since its establishment in 2011, over 2400 employees been recruited, with 61% Omanisation

2400 employees

61% Omanisation

Training and Qualification

Provided on job training, Internal Training and Competency Training for more than 1000 people for the last 2 years.

more than **1000** people

Local Goods and Services Procurement

During 2022, the company sourced approximately $20 million worth of goods only from local suppliers, out of which 18 %comprised items manufactured in Oman, including Diesel, Cement, and Civil materials.

$20 million

18% Civil materials

Local Supply of Subcontracted Services

Al Haditha has supported SME and LCC services suppliers with an amount of $ 26 Million during 2022 with various services such as: Repair and Maintenance, Hire of Vehicles, Civil Services and Accommodation Services

$26 million

Technology Localization

Most of the technology software and computers are procured locally from SME vendors. Almost $ 50 thousands was ring-fenced to SME to upgrade ERP system in 2022.

$50 thousands

SMEs

Support and Development of SMEs

The company has 80 SME/LCC vendors who are active in providing various goods and services and receive almost 20% of the total spent.

80 SME/LCC



Eng. Said Rashid Al Asmi

CEO

SAS is proud to sustain Omanisation percentage above 43% of its staff. believes strongly in development of young Omani, hence contributes to provide opportunities for young Omani training, currently SAS has over 50 Omani undergoing training in different fields.

Recently SAS along with Ministry of Labour and OPAL embarking on employing 24 Nationals On-Job Training for a program of 18 months, which will lead to successful trainees to be qualified as HSE advisors and will be taken as TFE to SAS. SAS continues to support students, who come with requests from their academic institutes / universities for internship, hence these students meet their requirements for graduation.

SAS strongly believes in ICV.

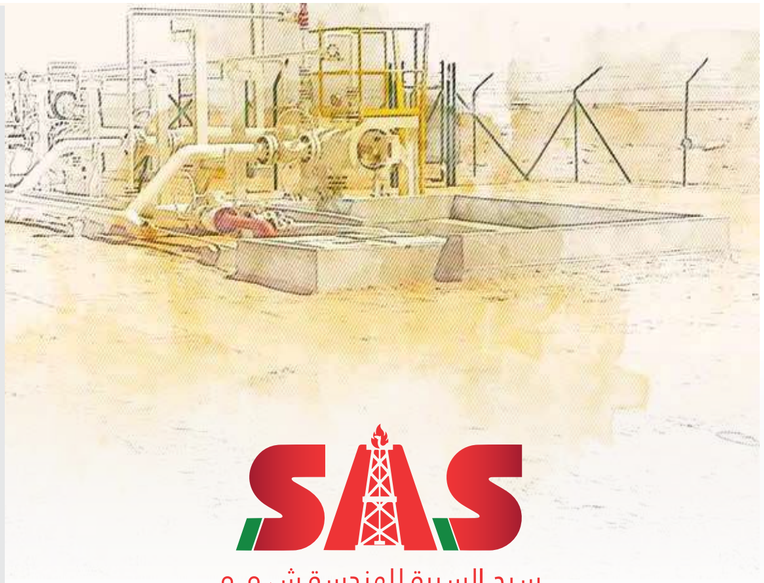
SAS heavily focuses on supporting the local manufacturers and products. Hence over 90% of products utilized by SAS in its business are locally produced.

SAS being a community contractor and yet operates with international standards.

SAS ensures the development of SME/LCC, over 20% of SAS revenue value is allocated for these SME/LCC firms.

SAS will continue in driving and supporting ICV in all areas including ;

- Services
- Products
- Omanisation
- LCCs
- SMEs



سيح السرية للهندسة ش.م.م

SEEH AL SARYA

ENGINEERING L.L.C

- Seeh Al Sarya Company works in the field of implementing engineering, procurement, construction and maintenance works related to oil and gas, which includes civil, mechanical, electrical, control and pipeline works.
- The company implemented and completed all projects on schedule in accordance with the best quality and safety standards in force at PDO , Occidental Oman ,Daleel Petroleum and Others Clients.
- About SAS engineering: Seeh Al Sarya Engineering Company LLC is among the companies that have obtained the Management System Certifications and awards, including:
  - ISO 2015:9001 certification
  - ISO 2015:14001 certification
  - ISO 2020:29001 certification.
  - ISO 45001 :2018 certification
  - ASME U-Stamp.
  - NBBI R-Stamp.
  - Oman Petroleum Services Association (OPAL) Award for Best Practices (HSE-IVMS).
  - Oman Petroleum Services Association (OPAL) Award for Best In-Country Value (CV) Practices

In Country Value achievements



Fixed Assets Investments

2020	452,982.508 OMR
2021	121,662.787 OMR
2022	388,807.180 OMR
2023	177,894.690 OMR

- Furniture & Fixtures, Computers, and IT Assets
- Industrial Equipment & Machineries
- Light Vehicles, Heavy Vehicles and Equipment
- Camp Facilities

Human Resources Recruitment

43%

1200

Recruitment Average From (2019-2023)

Local supply of Subcontracted Services

12.05

Million Omani Riyals

Training and Qualification

400 Job seekers Training for employment Technical qualifications

50 Engineers Training for employment

24 HSE Advisor Training for employment

4 OPAL Training

4429 HSE Training

6 - 10 Internships

Local Goods and Services Procurement

Services by Omani Companies	Omani Products
12.05 million OMR	4.48 million OMR

- Furniture & Fixtures, Computers, and IT Assets
- Industrial Equipment & Machineries
- Light Vehicles, Heavy Vehicles and Equipment
- Camp Facilities

Support and Development of SMEs

SAS supports SMEs regarding the services related to equipment rental, civil works, piping connections and other services, with an amount of more than

5 million Omani Riyals during 2022-2023



Moosa Al Subhi

CEO

We focus to contribute significantly to the Sultanate's economic growth by emphasizing the importance of local value addition. This involves adhering to key standards and principles, particularly focusing on the employment of Omanis (Omanisation) who are well-trained and qualified, as they are integral to the success of these companies. Additionally, supporting locally manufactured goods is a permanent commitment for these companies. Recognizing the significance of increasing procurement from local sources is crucial for boosting the local commercial sectors.

Project

Our significant accomplishment is the investment in human capital, demonstrated through ongoing employee training and development. This initiative has resulted in the emergence of skilled leaders across various domains, ensuring the efficient management of the company's operations.

Opportunities

Identifying potential opportunities that can be developed or initiated within the Sultanate, which would benefit the Energy Industry.



SOSCO

شركة الصحاري للخدمات النفطية ش م ع م

Al Sahari Oil Services Co. SAOC

AL SAHARI OIL SERVICES, known as SOSCO, is one of the leading Oil and Gas Services Company in the Sultanate of Oman Specialized in Well Intervention Services.

Established in 2011 as part of the Super Local Community Companies (SLCCs) initiative, our mission is aligned with the government's commitment to foster growth in Oil and Gas concession areas. With a strong emphasis on social responsibility, SOSCO proudly maintains a workforce comprised of 93% local Omani talent, contributing to the advancement of our nation.

With a commitment to excellence, safety and innovation, we provide cutting-edge solutions for the energy industry, ensuring efficient and reliable operations for our customers

Middle East Bridge :

MEB is a local Omani company, one of the subsidiaries of the Saharai Oil Services Company, specializing in providing oil and gas services, which was established in 2010 and has been contributing to finding solutions for oil services since 2013.

Key activities and services:

- Slickline operations.
- Pumping operations.
- Reading and analyzing well production.
- Maintenance of well heads.
- Evaluating the safety of well pipes to ensure the safety of individuals and the environment.
- Drilling equipment for oil and gas wells.
- Operations to extract stuck pipes in oil and gas wells and address their problems.
- Addressing problems of oil and gas wells through production pipelines.
- Cutting and maintaining oil well heads that are out of service.

In-Country Value achievements



Fixed Assets Investments

9,000,000 Million Omani Rial

- Slickline Units
- Heavy Equipment's
- Offices
- Workshops

Human Resources Recruitment

Omanization Level Exceeds

92%
Omanization

All the main Positions are Omanized.
Training, Development & Requirements Plan for Fresh SQU Graduates.

Support and Development of SMEs

The annual spending of local companies and small and medium enterprises is estimated at more than **25%** of the total spending of the two companies. The two companies also have a major role in supporting small and medium enterprises through technical and administrative support to provide the opportunity for companies to obtain sales promotion and obtain long-term contracts.

25% the total spending of the two companies

Local Supply of Subcontracted Services

Over **92%** of the company's total purchases are made up of goods and services sourced locally, the same goes with the subcontracted services. working in line with Governments initiate by supporting the local services providers by allocating more than **20%** of the scope to the local services provider.

Training and Qualification

- We Invests on Training and Development more than **1.5 MILLION** Omani Rial Every year for the following Training and Development for candidates for the concession areas which by providing job trainings.
- Training and Development of more than **10** fresh graduates and job seekers and accommodating them in the open positions within OUR Companies.
- Continues Training Programmer for the employees (Internal Training & External Trainings) Based on the requirements.

1.5 MILLION Omani Rial
for Training and Development

Technology Localization

Al SAHARI OILSERVICES collaborates with various international firms specializing in modern technology across several sectors, particularly focusing on technologies associated with oil exploration and production services, as well as well safety.

- Sosco partners with global tech firms.
- specializing in modern technology.
- especially in oil exploration.
- production services.
- well safety.

Local Goods and Services Procurement

At SOSCO **92%** of the company's total purchases are made up of goods and services sourced locally, amounting to **20%** of its annual expenditure.

92%
The company's total purchases

20%
Annual expenditure.



Ibrahim Saif Al Bakri

CEO

At Alshawamikh, we recognize the importance of In-Country Value (ICV) in supporting sustainable growth and development. Our commitment to enhancing local goods and services is not just part of our ethics but the foundation of our identity. Our commitment to embodying this vision shines through our consecutive receipt of the OPAL award thrice, recognizing our exemplary practices in Omanisation, health, safety, and the environment (HSE). Additionally, we proudly accepted the Raoul Restucci Award for In-Country Value (RICVA Awards), bestowed by PDO Company, in acknowledgment of our outstanding employment practices aligned with national objectives. These accolades underscore our unwavering dedication to setting the standard for national enterprises.

In our pursuit of Oman's vision of inclusivity and prosperity, we invested more than 15 million Omani Rials in 2022 and 2023 to support Small and Medium Enterprises (SMEs). Our total expenditure on local goods and services exceeded 17 million OMR, with an additional 600,000 OMR in training and qualification initiatives, showing our determination to nurture local companies and promote sustainable practices.

Our human resources strategy reflects this commitment as well, with an Omanisation rate of 77% among our 1116 employees. We believe that empowering Omanis not only helps develop their individual capabilities but also enhances the progress of the country. As responsible partners in achieving local added value, Alshawamikh continues its firm commitment to Omanisation policies, steadily striving to make a continuous positive impact in achieving national goals.

الشوامخ للخدمات النفطية ش.م.ع.م
AlShawamikh Oil Services SAOC

Alshawamikh Oil Services Company is one of the major local corporations, with 100% Omani ownership and approximately 1600 shareholders from the Wilayats of Adam and Bahla. It was established in 2011 by royal orders to create investment opportunities for citizens residing in concession areas. The company's objectives align with enhancing local value-added services to serve the national goals it was founded for. Today, Alshawamikh Company is among the prominent entities, earning high trust from key operators in the oil and gas sector in the Sultanate. The company strives to continue its growth trajectory, enhancing its reputation locally and regionally, driven by an ambitious vision that focuses on innovation in service delivery, achieving global standards in performance, and maximizing customer value.

Services:

- Drilling & Workover Services
- Support & Logistics
- Drill Water Services
- Well Services
- Pipeline
- Water Treatment
- Sustainable Energy

Project

Shamikh Program - Shamikh Program: This program is part of our national developmental initiatives aimed at supporting young engineers and future leaders of Oman. The Shamikh Program is designed to train and develop graduates by providing innovative and practical technical and non-technical applications that are highly relevant in the oil sector, aiming to produce experienced leaders who support Shamikh's mission and vision. Interviews were conducted with 200 Omani candidates, from which six candidates were selected to join the program. Additionally, the program recently received the OPAL Award in the Omanisation category.

Opportunities

A series of training agreements linked to employment and funded by the Ministry of Labor were signed. These cover various areas including Pipeline, HSE practices, as well as qualification programs for Electricians and Mechanics. These agreements were executed in collaboration with the Petroleum Development Oman Company (PDO) and OPAL.

In-Country Value achievements

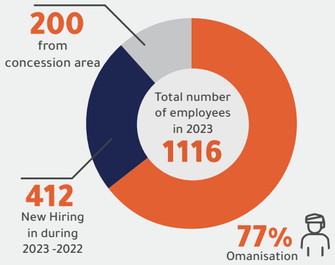


Fixed Assets Investments

More than **42** million OMR spent on fixed assets and investments

- HYDRAULIC TORQUE WRENCH
- IT Equipment
- Slickline
- Pulling hoists

Human Resources Recruitment



We have made an improvement in the number of employees hired within the two concession areas Bahla and Adam. In addition, we see an upward trend in recruitment from concession areas which has increased significantly in 2023 as well.

Training and Qualification

More than **600,000** OMR spent on training and qualification

- HSE & technical Training
- English training
- Core and Behavioral Skills Training
- Leadership Training
- (ISO 9001, 14001 & 45001).

Local Goods and Services Procurement

2022 - 2023: More than **17** million OMR spent on local goods and services

- Transportation
- Fuel
- Lubricants
- Other Consumables

Support and Development of SMEs

2022 - 2023: More than **15** million OMR spent on support and development of SMEs

- Electrical and Equipment
- HSE Equipment
- Chemicals and Energy

Technology Localization

As part of our ongoing journey towards digitization and modernization, Alshawamikh launched the Muzawwed web app. This innovative platform is designed to enhance our supplier management capabilities and strengthen our relationships with Small and Medium Enterprises (SMEs) and Local Community Contractors (LCCs).



Dr. Ahmed Suleym Al Junaibi

CEO

With the national vision of local content (2030), which came under Semitic guidelines from His Majesty Sultan Haitham Bin Tariq , may God protect him and apply to the local value added in the energy and metal sector, the Galibi gallery continues to achieve distinctive achievements and focuses on maximizing interest and achieving high ratios in various local content commodities, and its proud Suppression in leadership positions in the company which reaches 98% are national cadres with extensive experience and high qualifications, and we are systematically keen to develop staff in various work sites and show them skills that raise their abilities and qualify them to upgrade career and work with the purchasing section to develop lists of local products and goods to be our first choice in purchases requested by work sites in oil excellence areas, and we also addressed the limited small and medium-sized companies that can provide its services to the company Different specialties and sites, Thank to God, we were able to provide work for a number of these institutions with sustainable work contracts.

Be careful for the implementation of local value-added programs and standards in government companies and institutions is maximizing the economic and investment movement within the national economy and is beneficial to all society and its institutions, especially those small and medium enterprises that will grow and expand if it has been supported and given priority in tenders and sustainable contracts. We also assure with our partners in the sector the importance of giving the reliable local product priority in purchasing instead of importing from abroad, even if its prices are higher by some percentage so that the national product remains on the list of priorities is the survival of factories, the increase of caders employment, the increase of the country's domestic product, and the increase of using National materials, in addition to the reputation it creates for the Omani industry worldwide.



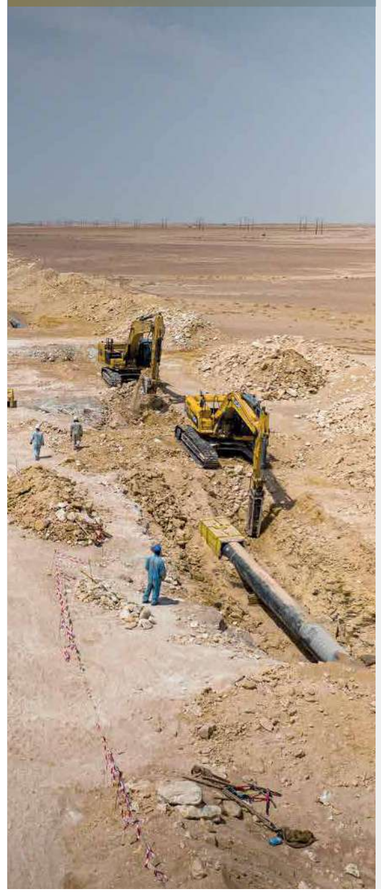
الغالبي العالمية للهندسة والمقاولات ش.م.م
AL-GHALBI INTERNATIONAL ENGINEERING & CONTRACTING L.L.C

Since its establishment in 1998, Al-Ghalbi International Engineering and Contracting Company is pursuing extensive plans to maximize the local value added by focusing on the employment and rehabilitation of national cadres, until the end of 2023 works about 599 a total employee is 48%, and the company is also keen to assign many businesses to SMEs and emphasizes its annual purchases of local goods and services, during 20222023-, it was able to achieve positive indicators Local value-added standards.

The most Prominent Services Specializing in the Company:

- Establishment of integrated electric, engineering and mechanical stations for oil and gas flow lines.
- Maintenance and ensure the safety of the pipeline including corrosion.
- Create a high-density HDPE liner.
- Provide a qualified specialized staff for supporting services in oil and gas fields.
- Technical monitoring to eat oil and gas pipelines.
- Repair the pipe line valve with a number of materials and techniques.

In Country Value Achievements



Fixed Assets Investments

more than 15million US dollars spent on fixed assets and investment.

15 million US

- purchase equipment and machinery
- Create fuel stations.
- Building and manufacturing workshops
- Preparing stores.
- Expand Motel (workers' housing) in oil franchise areas.

Human Resources Recruitment



48% Omanisation

883 The total number of employees with subcontractors

- The company is constantly keen on giving birth in the company's leadership positions of national cadres

Technology Localization

Work on Localization of Piped Pipe Technology with high density Polyethylene HDPE. This technique is working on sustainability for a large time and making them highly efficiently.

Training and Qualification

- more than 100,000 US dollars spent on training and always rehabilitation

100 US dollars

- We have multiple and varied programs in various areas related to health, safety, environment and technical training programs and preventive leadership, in addition to Self-Development4 and Leadership for the Working Group.

Local Goods and Services Procurement

more than 30 million US dollar spent on local goods and services.

30 million US dollar

Local Supply of Subcontracted Services

Local supply of subcontractors and local agents registered with the company approximately 63 suppliers The value of contracts assigned to about 4.5 million US dollars

4.5 million US dollars

Support and Development of SMEs

support and developing SMEs have been spent more than 7 million US dollars to support and develop small and medium enterprises.

7 million US dollars



Basil Salim Macki

Board Member

STS is one of the largest private sector employers of Omani Nationals in the Oil & Gas sector. Over the past 10 years, STS has developed local capability to execute major Turnaround and Shutdowns Maintenance in the Energy Sector. This capability was further expanded to other GCC nations.

STS is a key player in Oman, having served Oil & Gas operators through long-term portfolio management contracts. Our Manufacturing facilities offer all specialized products in Oil & Gas Sector.

STS is credited with creating the largest process vessel ever fabricated for Petroleum Development Oman (PDO) in its 80-year history - a 46 - meter long, 4-meter diameter vessel weighing 240 tons, constructed by a team of 22 skilled Omani professionals. STS has also delivered a 49 - meter-long vessel for the Salalah LPG Project in Oman.

STS's training institute, TTI, offers various career development courses for Omani Nationals across disciplines such as Management, Engineering, Technical & Tradesman skills, and Health, Safety & Environment (HSE).

STS continuously strives to engage and award a substantial share of work to LCCs and SMEs. The company works closely with these local partners to enhance their capabilities in areas like project delivery, HSE, and Quality.

STS's ICV strategy focuses on developing cooperative relationships with stakeholders and industry participants to promote and support ICV in Oman. The company works closely with SMEs, the Ministry of Energy and Minerals (MOEM), the ICV steering committee, the MoCIIP, OPAL, and various other governmental entities.

Recognising the importance of developing local talent, STS continues to recruit experienced Omani Nationals from the local market and provides training and career development opportunities for Nationals recruited from colleges and schools. The company also works to strengthen the vendor sector by widening the areas of services offered by existing local service providers and monitoring their performance to provide the necessary support for upscaling their capabilities. STS also plans to extend its in-house systems and proven processes to local vendors.



STS Group, headquartered in Muscat, Oman, is a pioneering multi disciplinary contracting group, specializing in construction, manufacturing and maintenance services with a strong operational presence in the Middle East. With operations that span over four decades, STS has significantly expanded its core business and value-added services in the Energy and Industrial sectors in the MENA region.

STS stands strong with over 10,000 employees in the workforce. The company operates across the GCC region and handles a diverse portfolio of projects in several areas.

Services:

- Field Development.
- Gas Treatment & Compression.
- On-plot and Off-plot Facilities.
- Construction Maintenance & Turnarounds of Refineries & Petrochemicals.
- Specialized Services like Aluminium Smelters, Pipe Cladding & Refrigeration, specialized heavy & Exotic Material Fabrications.
- Tank Farms.
- Static & Rotary Maintenance.
- STS also focuses on engineering, procurement, and construction, as well as maintenance services.

Opportunities

- Design & Engineering service.
- Manufacturing of all process equipment in Oman.

In Country Value achievements







Fixed Assets Investments

Over
US $180 million

Human Resources Recruitment

2,698 Nationals

39% Omani



Local Goods and Services Procurement

US$ 600 Million
Local Procurement

Local Supply of Subcontracted Services

Over 40% Construction work volume has been sub-contracted to LCC, SME and Local subcontractors by STS.

40% SMEs

Support and Development of SMEs

Over
50 SMEs and LCCs

STS has partnered with over 50 SMEs and LCCs for various requirements.

Training and Qualification

Training is undertaken through Technical Training Institute (TTI), a 100 % subsidiary of STS, that provides trade level comprehensive expertise training in Scaffolding, Lifting & Hoisting, HSE and other Trades related to .Construction & Maintenance

.The TTI team is currently 80% Omanised

Technology Localization

STS has two state-of-art technology Manufacturing Facilities in Sohar and Nizwa that specialise in manufacturing specialized Oil & Gas Process Equipment that include Heavy thick cladded vessels, Special Alloys, Fabrication of Exotic material, Heat Exchangers & .Process Skids

During the past 5 years, the company has exported various process equipment to various parts of the world. The company also provides HDPE Lining and Rotolining services across the .MENA region

STS Group acquired Refrigeration Engineering International Pty Ltd. (REI), a leading Process Design and Engineering Company specialised in process cooling, gas compression, natural gas processing, and tank cooling solutions for Oil, Gas and Downstream industries. Since 1987 REI has built a strong reputation in the Oil and Gas industry and is a global entity. This strategic acquisition will further grow STS's existing businesses by providing access to additional capabilities to serve our markets .more effectively

Made in Oman Goods

Equipment exported to

+16 Countries:

Equipment's manufactured in Oman exported to Over 16 countries.



Mohammed Ahmed Al Harthy

General Manager Petrogas Rima

Petrogas Rima LLC initiatives toward ICV started since its establishment in 2008, focusing mainly on three elements;Local manpower development, Sourcing of local Services, and Sourcing of local goods. All these ICV initiatives led to the following achievements:

In 2022 Omanisation percentage achieved was 99% and in 2023 Omanisation percentage achieved was %100.

In 2022 and 2023 99% ($209m) of overall goods & services were sourced through local companies, and 20% ($41m) of overall goods & services were sourced through LCCS/SMEs.

In 2022 Achieved 75%($ 50.3m) above of ICV overall target, and in 2023 Achieved 41% ($ 27.2m) above of ICV overall target.

We proceed methodically to develop our performance in local added value standard emerging from national responsibility. This requires us to promote national leading positions in the company, and set up a plan to support SMEs and local suppliers.

It contributes SMEs to raising the national economy's efficiency which achieves development in various fields. Our ultimate goal is that our goals to be in line with Oman Vision 2040. One of its pillars is developing the small and medium enterprises system and supporting the national product.



النفط والغاز
PETROGAS
E&P

Petrogas Rima specializes in full range of upstream petroleum activities from exploration to development and production.

Petrogas Rima LLC is the operator for the RSSF service contract with Petroleum Development Oman (PDO). It has a 75% contract investment, and the remaining share is held by (OQ). These onshore fields are located in the southeastern part of Oman.

Petrogas RIMA's performance exceeds customer expectations. Because of the company's strong will to achieve success, the company relies on an enthusiastic national team working to overcome technical obstacles and unlock new capabilities in these challenging fields.

In Country Value achievements



Human Resources Recruitment

- The Omanization Percentage in Petrogas Rima is 100% including leadership positions.
- Petrogas Rima has spent over $850,000 on training of Omanis in the past two years with total of 9176 hours.

100%
Omanization

$850
Thousand
training

Support and Development of SMEs

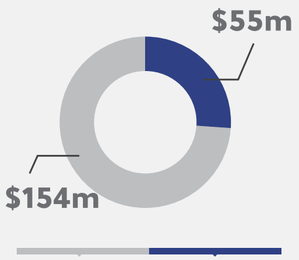
- To support LCCs and SMEs around 33% of contracts were awarded to LCCs/SMEs companies in the past two years.

33%
contracts awarded to LCCs/SMEs companies

- Over $41m was spent on LCCs/SMEs companies in the past two years.

$41 m

Local Goods and Services Procurement



- In Petrogas Rima over 99% of the goods and services were sourced through local registered companies

99%
goods and services

- 14% of PGRs existing contracts were awarded in 2022 & 2023 to local companies

14%
company's contracts

Opportunities

- Petrogas Rima plans to increase the local procurement of goods and services through SME and LCC companies to give opportunities to new local companies in different scope of services.
- Over $290m worth of contracts/projects are expected to be executed by end of 2026.



Eng.Al Waleed Khalid Almaawali

Supply Chain Senior Manager

Daleel Petroleum maintains a clear vision with long-term objectives focused on delivering support and development in the local community. This has always been and will remain one of the company key pillars. Daleel shall continue to conduct studies and develop plans that identify areas for support to ensure effective implementation that addresses community needs, and promotes wellbeing and prosperity in the society to contribute to Oman 2040.

In light of the national directives, Daleel Petroleum has demonstrated unwavering commitment to the Omani government's In-Country Value (ICV) initiatives. In its 2020-2025 development roadmap, the company prioritizes support for SMEs and local community businesses, offering tailored programs, special contractual terms, and reduced payment cycles.

Daleel Vendor Development Program (VDP) aids suppliers in enhancing capabilities, gearing them for significant participation in major tenders. Despite challenges, initiatives championed by the company have contributed to success, evident in third-party ICV audits ensuring contractual obligations are met.

Looking ahead to 2024, Daleel Petroleum focuses on ensuring ICV compliance with 54 ongoing contracts, combining contractor-side verification. Additionally, Daleel supports the Ministry of Higher Education Research and Innovation, Student Company's Initiative, pledging full assistance to guide these startups successfully. Reflecting on our five-year Local Business Development Roadmap achievements guide Daleel ICV formation forward.



دليـــل للنفـــط ش.م.م.

DALEEL PETROLEUM L.L.C.

Daleel Petroleum LLC is a prominent oil-producing organization in the Sultanate of Oman, distinguished by its position as a joint venture registered in Oman. This collaboration involves Mezoon Petrogas SAOC, a subsidiary of MB holding, and Mezoon Petrogas (BVI), a subsidiary of the China National Petroleum Corporation. The establishment of Daleel Petroleum took place in the latter part of 2002.

Daleel Petroleum is involved in exploration, appraisal and prolduction of hydrocarbon reserves located in Block 5. Onshore Oman approximately 450 km North West of Muscat. The activities in Block 5 are governed by a Petroleum Agreement (PA) with the Government of the Sultanate of Oman.



In-Country Value achievements

Opportunity and Project

- Specialized Training Programs: Establish tailored training initiatives focusing on technical skills, safety protocols, and industry-specific knowledge for SMEs in the energy sector. This aligns with Daleel's commitment to mentorship and enhances the capabilities of local businesses.
- Enhanced Engagement with ICV Steering Committee: Strengthen collaboration with relevant authorities, particularly within the ICV Steering Committee Initiatives such as the Joint Supplier Registration System (JSRS). Active participation ensures alignment with government policies and enhances the effectiveness of ICV initiatives.

2023 Achievements

Project name: HEAVY FLUSH BY UNIT SERVICES - VDP

%100	31
Omanization	Omanis

- 100% of Omanization resulting in 31 Omanis whereby it is the number of the total crew from roustabout to position up rig manager.
- **TASARA APPLICATION**
  It is an application from Daleel Petroleum for four (4) years but went through changes in the provision of services and supporting SMEs to build competition in the market
- **KEY PROJECTS**
  Hoist
  Drilling Fluid
  Cementing
  Provision of sand sucker trucks and associated services

Daleel Petroleum Fact File 2022- 2023

97%
of Omanization level

15%
of contracts awarded to small and medium (enterprises (SMEs

99%
of the total spend in the country via supply chain through local agents

13 millions dollars
used for Training Fund Levy



Hamed Al Yahmadi

Sr.Manager ICV

As a world-class service provider, Halliburton implements His Majesty's vision for In-Country Value (ICV) in Oman through the implementation of the ICV pillars and support to develop Small and Medium Enterprises (SME) in addition to Local Community Contractors (LCC). We aim to facilitate opportunities for Small and Medium Enterprises (SMEs) and Local Community Contractors (LCC) to engage with international supply chains.

In the past three years, Halliburton actively worked to transfer and adapt international standards and technologies to meet local needs, in support of the establishment and growth of local vendors in key areas. For example:

- Provided comprehensive support to establish the first local Liquid Mud Plant.
- Developed two local well-placement vendors.
- Developed local blending and services vendor on production chemical solution.

As part of its collaboration and support for local companies, Halliburton subcontracts and awarded a prominent local drilling rig company for one of its project management . Consequently, this company has become the largest local subcontractor with a spending value of hundreds of millions.



HALLIBURTON

Founded in 1919, Halliburton is one of the world's leading providers of products and services to the energy industry. Halliburton creates innovative technologies, products, and services that help raise the efficiency of our customers and advance a sustainable energy future. Our team of more than 40,000 employees of over 130 nationalities in more than 70 countries, works collaboratively to engineer solutions that optimize the value of hydrocarbon resources. More than 870 Omanis work at Halliburton Oman, resulting in an Omanisation rate of 82% of the total workforce.

Our services:
Hydrocarbon location, geological data management, drilling and formation evaluation, well construction and completion, and production optimization throughout the life of the asset.

Institution Support

Halliburton has made a grant to an Omani university of around 310$m over the last three years. The grant provides access to industry software in geoscience, drilling, and reservoir management so that students can gain practical experience to prepare for careers in the oil and gas industry. By incorporating these technologies into their curriculum, students will gain access to programs that help engineers locate, extract, and produce oil and gas. These software programs are used by companies in Oman and across the world and will give students first-hand knowledge of their uses..

In Country Value achievements



Fixed Assets Investments

In recent years, Halliburton's investmentsin fixed assets within Oman underscores our commitment to Oman's energy sector and local community development. These strategic investments in facilities and infrastructure are designed to enhance operational capabilities and support local workforce training and development.
These investments include:

- The Halliburton base in Adam
- The Liquid Mud Plant in Fahud
- The well placement repair facility in Fahud
- Drill bits repair facility in Adam
- Halliburton equipment fixed assets.

Local Goods and Services Procurement

Halliburton's strategy in purchasing local goods and services in Oman is a testament to our commitment to the local economy and alignment with Oman's In-Country Value objectives. By directing a significant portion of our expenditures toward local entities, we support Oman's diversification efforts. Here are the key highlights of our impact through our local Oman procurement strategy

- **Direct economic contribution**
  Our local total spending is close to 200$M in the local market, Halliburton supports local economic growth and job creation.

200 US$
Milliom

Support and Development of Local SMEs

- **Support and development of local SMES**
  Approximately 64 percent of Halliburton's subcontracting expenditures are allocated to LCCs, SMEs, and NR to enhance entrepreneurship and the competitiveness of local businesses on a global scale.

Human Resources Recruitment

Halliburton Oman actively participates in the Train and Hire programs for local recent graduates.

- Trained around

140

fresh Omani graduates from different colleges and universities in various product service lines and support function departments.

- **56%**
  of the interns from the last three years have been offered employment, underscoring our integration of local talent into our workforce

- Interns had more than 142,560 training hours for the past 3 years in various locations, offices, labs, warehouses, plants, repair and assembly facilities, and field areas locally and internationally.

142,560
training hours

- More than 870 Omanies are working at Halliburton Oman creating around 82 percent Omanisation of the total workforce.

870 → **82%**
Omanisation

- Halliburton has designed various career development programs to ensure local career progression and succession planning which are monitored by senior management.



Yousuf Mohamed Al Ojaili

bp Oman President

As we move forward with developing our Block 61 projects, bp continues its commitment towards in-country value spend, besides maximizing procurement and local goods and services as well as local talents' development.

The past two years witnessed some outstanding examples related to ICV spend on our expenditure in Oman and total spend in Omani-registered companies, helping them create additional value to Oman's economy. We also seek to empower Omani talents by signing two Ruwad training agreements so far with our contracting partners in Oman.

By aligning with our sustainability aims, we want to help improve our workforce diversity and workplace inclusion as well as develop a more sustainable supply chain.

This comes in line with our effort to support Oman in achieving its 2040's vision, we aim to sustain and support its future by partnering on valuable initiatives and support the energy transition.

bp has held a presence in Oman since 2007 and is the operator of block 61 with a 40% interest, OQ 30%, PTTEP 20% and Petronas 10%.

Combined, Khazzan and Ghazeer, produce 1.5 billion cubic feet of gas per day with the capacity to deliver 35% of Oman's total gas demand.

Aligned with Oman's Vision 2040, bp aims to be net zero across its entire operations by 2050 or sooner by reducing emissions and supporting the energy transition.

We also work with our partners to create a positive impact by committing to the in-country value (ICV) spend and social investment programme initiatives.

Projects

We want to align our activities to enable us to develop and promote our national capabilities to be competitive for the global market.

In November 2023, bp and Worley announced the launch of bp's centralized global procurement hub in Oman to support bp's global procurement operations for the eastern hemisphere. This will make Oman a strategic supply chain management development hub in the region and should also develop Omanis in the industry. This project is expected to bring valuable development opportunities for Omanis, besides unlocking new in-country value sources for the local economy.

In-Country Value achievements



Fixed Assets Investment

By working with our partners, suppliers, and customers, we want to create an impact as we commit to our ICV spend on fixed assets.

UTT office in Oman: we worked with UTT, an international supplier, to enhance the local supply opportunities. As part of the ICV plan on the awarded contract on June 2022, UTT worked on establishing an office and a warehouse in Oman, hiring local staff and increasing spend with local suppliers. This allowed easy access, raised the spend on local supply, and increased Omanization rate at UTT to 50%, aiming to reach 80% throughout the contract duration.

HR Recruitment

Our talented people play a key role in achieving our milestones.
By the end of 2023, we achieved 92% overall Omanization and 80% at the leadership team. We also hired over 90 employees through our graduate programme.

92% Omanization rate

80% of our leadership team are Omanis

We also work on raising the Omanization level within our contractors' workforce, as they reached 68% in 2023.

68% Omani contractors

Training and Qualification

We want to build a skilled and capable national workforce in line with the objectives of Oman Vision 2040.

- **Ruwad:** in the past two years, we signed two agreements for the national training programme 'Ruwad' with our contractors. The one-year programme aims to prepare graduates with the skills and competencies needed in the local employment market. The programme offered 30 internship opportunities in the first batch in partnership with Halliburton, and 46 in the second in partnership with SLB, Worley and Nafath Renewable Energy. Over 80% of the first batch candidates have received employment opportunities.
- **Sharah:** it is a training programme which targets 40 jobseekers with hearing impairments. Launched in February 2023, the programme aims to develop and enhance their skills in Arabic, English and computer skills to help them advance in the labour market and compete for job opportunities. Five participants received employment opportunities so far, and 3 trainers got part-time jobs.

Local Goods and Service Procurement

- **TruckOman:** within five years, we have supported in accelerating TruckOman's learning curve and transition into a full-service logistical company through our partnership in warehousing and inventory management services. During that time, TruckOman's Omanization rate increased from 45% to 85%. We aim to top this and reach 90% in the upcoming years.
- **MRO strategy and eCatalogue:** we introduced the maintenance, repair and operation (MRO) strategy as part of our aim to bring the scope of these three elements under one vendor. Therefore, we worked with UTT to increase the local supply opportunities. As part of this, bp and UTT have developed and deployed an online catalogue solution (MRO eCatalogue) which included the expansion of the number of local sub-suppliers available to bp, saving time instead of having non-local suppliers.



Zahir Ali Al Hashar

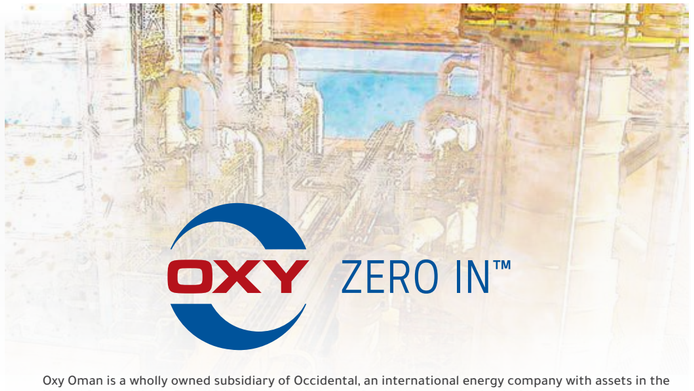
Planning and ICV Manager

Oxy Oman is proud of its more than 40 years of operating in the Sultanate, developing its natural resources for economic prosperity while forging strong partnerships with the Omani Government, as well as local communities and partners. Aligned with our In-Country Value (ICV) strategy, we are dedicated to fostering the local production of Omani goods and services, boosting Omanization, and championing local businesses.

By the end of 2023, our commitment to ICV reached 36% of our total supply chain expenditure, and Oxy Oman's spending on Small & Medium Enterprises has increased significantly, rising to 22% of total supply chain expenditure, positioning us as a leader in Oman's ICV landscape. We also successfully extended our support to 44 contractual ICV-related awards consisting of: 20 ICV initiatives, 16 Vendor Development Program initiatives, and 8 Manufacturing Opportunities.

Since 2005, Oxy Oman has created more than 3,600 job opportunities for Omanis, and most of them filled by fresh graduates. Through our well-defined and structured Talent Management Strategy, Oxy Oman increased its Omanization in all talent pools. This strategy, which focuses on the hiring of fresh graduates, is associated with professional development programs, as well as comprehensive assessment and monitoring processes. At the end of 2023, Oxy Oman is at 95% overall Omanization; 95% at the Leadership level; 91% with Engineers & Geoscientist; and 98% Omanization with Operators & Technicians., Oxy Oman has also contributed to generating approximately 20,939 direct and indirect jobs in collaboration with our contractors.

In our commitment to advancing entrepreneurship and the upskilling of fresh graduates entering Oman's job market, exclusively sponsored the Oxy Oman Program for Entrepreneurial Development, "Dot NXT," which is now on its fourth edition and enrolled over 3,600 Omani students and job seekers in entrepreneurial and technical skills programs.



Oxy Oman is a wholly owned subsidiary of Occidental, an international energy company with assets in the United States, Middle East, Africa and Latin America. Oxy has been operating in Oman for 40 years, where we have steadily increased production and reserves. Today, we are the largest independent oil producer operating in the country, with more than 6 million gross acres (more than 24,000 gross square kilometers). Oxy's major operations are located in northern Oman, primarily in Safah and Wadi Latham Fields in Block 9, Khamilah Field in Block 27, and in Block 62, where we operate the Muradi Huraymah gas plant, and in south-central Oman in Block 53 at Mukhaizna Field

Highlights Of ICV Projects

In the last 5 years Oxy Oman successfully supported and awarded 26 contractual ICV-related across various categories to support locally manufactured materials and maximize expenditure on goods and services made in Oman. This involved ring-fencing scope for local companies, vendor development program and manufacturing opportunities:

10 Vendor Development Program Initiatives

- Provision of Workover Equipment Management Services.
- Fiscal Metering Upgrade Project.
- LAMFLOW Technology.
- Provision of Solar Hybrid Power System for Wells.
- Provision of Cable Ladders and Accessories.
- Expediting Management System.
- LAMIS Metering Uncertainty Calculation Software.
- Provision of Rental Diesel Generator Services.
- Provision of Shaker Screen Fluid Vacuum System.
- Provision of Refurbishment of Screws & Liners.

4 Manufacturing Opportunities

- Supply of Dolomite Lime.
- Supply of Flexible Flow Line Pipes RTP and Fittings.
- Supply of Coiled Rods and Related Services.
- Supply of Gas Lift Valves and Related Service.

Other ICV Initiatives

- Fuel Distribution (Rental Diesel Generator Services).
- Provision of Oilfield Maintenance and Operations Services.
- Provision of High Temperature Injection Profile Logging Services.
- Provision of Premium Connections Machine Shop Services.
- Supply of Fasteners.
- Supply of Hydrochloric Acid.
- Maintenance Services of Power Generators, PSV & All Actuated Valves.
- Provision of Surface Fluid Sampling & PVT Analysis Services.
- Provision of Mukhaizna Air Charter Services.
- High Density Polyethylene (HDPE) Lining for flowlines.
- Provision of Gyroscopic Service.
- Supply of Caustic Soda.

In Country Value Achievements



Human Resources Recruitment

Oxy Oman has Over **3,300** employees, achieving **95%** Omanization.

Over 3,300
Employees

95%
Omanization

Oxy Oman contributed to more than **20,930** directand indirect jobs in collaboration with their contractors.

20,930
Direct and Indirect Jobs

Training And Qualification

Awtad:

The program engaged **30** job seekers and over **100** students from across the country in designing and creating 3D printed products and objects. It aims to provide practical knowledge to job seekers, enabling them to use 3D printing technology to develop solutions for real-life challenges. Additionally, the program fosters creativity and encourages entrepreneurship among participants.

Over 30
Job seekers

100
Students

Dot NXT:

In our commitment to advancing entrepreneurship and the upskilling of fresh graduates entering Oman's job market, exclusively sponsored the Oxy Oman Program for Entrepreneurial Development, "Dot NXT," which is now on its fourth edition and enrolled over **3,600** Omani students and job seekers in entrepreneurial and technical skills programs.

Over 3,600
Students

Support And Development Of SMEs

In support of the ICV initiative, Oxy Oman has established **"Tasharuk"**, a development program for Omani Small and Medium Enterprises (SMEs). The Tasharuk program supports capacity building of Omani SMEs, demonstrating high potential for maximizing ICV and Omani job creation.

Tasharuk's Key Accomplishments:

100%
Omani Ownership of All SMEs

36%
Increased SMEs Workforce

13
Participating SMEs Acquired Certifications

41
Personnel Enrolled in Technical Training

74
Personnel Enrolled in Soft Skill Training

Over 400
Omani Headcount as Part of All SMEs

Local Goods And Services Procurement

98% Represents the total spent on services sourced locally out of the company's total services expenditure.

31% Represents the total spent on "Made in Oman" goods out of the company's total expenditure on goods.



Local Supply Of Subcontracted Services

Oxy Oman has more than **650** subcontractors between local manufacturers and local service providers.

650
Subcontractors



Saoud Ali Al Jabri

ICV Development Manager

In PDO, we continue pioneering ICV. In 2023, we have achieved significant milestones, with a notable accomplishment being the surpassing of the 40% retained value for the first time in PDO. Additionally, we identified more than 100 opportunities for goods, services, and workforce, outlining clear plans for realization up to the year of 2030.

We believe that the collaborative efforts with industry counterparts can further advance ICV. This is evident in various programs where PDO played a leading role, collaborating with Ministry of Energy and Minerals (MEM) and other operators such as the ICV Certificate program and demand aggregation initiative.

A source of pride for us is the launch of ICV Master of Business Administration program in collaboration with Sultan Qaboos University (SQU). This program is first of its kind in the region and will undoubtedly propel ICV in Oman to new horizons through human capital development.

Job creation within our supply chain remains a key focus. In 2023 alone, we created and sustained more than 1830 jobs.

Looking ahead, this year we have refreshed our ICV Strategy 2030, defining strategic objectives that include:

- A clear roadmap with well-defined opportunities to increase value retained percentage year on year.
- Enhancement of the ICV ecosystem
- Support the development of ICV in Oman
- Innovation and start-up development.



شركة تنمية نفط عمان

Petroleum Development Oman

Petroleum Development Oman (PDO) is the leading exploration and production company in the Sultanate of Oman. We deliver the majority of the country's crude oil production and natural gas supply, but above all we focus on delivering excellence, growth and sustainable value creation within and well beyond our industry.

Project

A project or initiative in which the company invested that has yielded sustainable value.

- ICV MBA
- ICV Supplier Certificate
- Cross-sector study
- Emdad program
- ICV Economic Model
- Kafa'ah program
- Rakhaa platform
- Supporting preservation of geo-heritage sites
- ICV Ecosystem
- ICV Refreshed Strategy

Opportunities

Opportunities for localization and establishment in oman benefiting the oil and gas sector.

- Local manufacturing of rigs
- Additive manufacturing
- Chemicals
- Software applications
- Manufacturing PMM motors for ESP applications
- Manufacturing Autonomous Inflow Control Devices

Fixed Assets Investments

In 2022 and 2023, PDO delivered 11 opportunities, investing locally around USD 18mln in 2022 and USD 40mln in 2023.

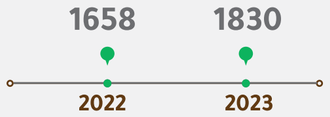
This brings the total opportunities realized to 78 so far, with a total investment of USD 615mln.

Realized Opportunities

- Local manufacturing of rigs
- Project Blend
- Pert Liner
- Local Manufacturing of Telecom Towers
- Nitrogen/Oxygen & Argon Production Facility
- Increase SME spend in fracturing services
- ISC Services
- Allocate digitalization scopes to SMEs (4 scopes)
- Local solar string DC cables for MAF solar car park
- Mounting structure for solar installations
- Reverse Engineering (AM)

Human Resources Recruitment

In 2022, PDO facilitated the creation of 1658 job opportunities through various programs like direct hiring, training for employment (TFE) and the-on-job training (OJT), internships, Eidaad program, and Community Scholarship Program (CSP) and in 2023, PDO provided more than 1830 opportunities.

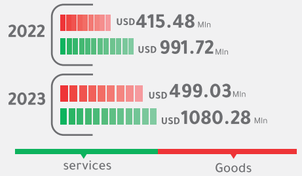


Training and Upskilling

During 2022, PDO conducted 8 training programs, benefiting 246 Omani trainees.In 2023, there were a total of 9 training programs with 164 participants, holding qualifications ranging from General Diploma to Bachelor's degree. Since 2021, the total number of TFE and OJT participants is 495 Omani trainees.



Local Goods and Services Procurement



Local Supply of Subcontracted Services

2022 USD 625Mln with 189 SMEs. The SME spend accounted for 11% from the total supply chain spend.

2023 USD 383Mln with 211 SMEs. The SME spend accounted for 14% from the total supply chain spend.

Local Community Contractors (LCC):

2022 USD 249Mln with 288 LCC Companies.

2023 USD 189Mln with 272 LCC Companies.

Support and Development of SMEs

Ring-fence:

2022 | 4 scopes

- PDO Solar Scheme
- CWE Interim Upgrade Project
- Integrated Operation Center
- Park and Ride Hub at Adam (DBO)

2023 | 3 scopes

- Installing the PV system for PDO airports (Green Universe company)
- Al Markaz Well Engineering Knowledge Hub (assigned to qtech)
- Digitalization Program Management (Digital Ark (assigned to qtech)

Vendor Development Program:

2022 | 2 scopes

- Robotic Solar Cleaning (Intelligence Development (RAID))
- Electrical Motor Repair (Turbo MachineryMaintenance Services (TMMS))

2023 | 1 scope

- Environmental Compliance Due Diligence for Qarn Alam and Marmul

Technology Localization

- PDO managed to localize 6 technologies within 2023.
- Developing the Kafa'a program, which encompasses the following ten disciplines: Mechanical, QAQC, Design, Electrical, Civil, C&A, Inspection, Process, HVAC, DA System, and Pipeline.



Eng. Mabrook Al Siyabi

Head of ICV - OQ

While we continue our mission towards local value addition, OQ continues to build and maintain a highly efficient and competitive supply chain, ensuring continuity and sustainability. Due to the size and scope of our operations, we have the ability to support local companies in Oman to grow and develop. Additionally, procurement procedures and practices at OQ are promoting opportunities for local and medium-sized enterprises (SMEs) to contribute to the growth of the local economy. This includes all our purchases where we operate side by side with SMEs to bridge the gap between their capacity to conduct business and our requirements.

In 2023, domestic expenditure on goods and services reached USD 1059.667 million, out of a total purchasing spending of USD 1371.117 billion from OQ's core assets, including OQ Exploration and Production, OQ Refineries and Petroleum Industries, OQ Liquified Petroleum Gas, and OQ Methanol (excluding expenditure on major growth projects). The total value retained equal to USD 437.393 million accounted for approximately 31.9% of OQ's expenditure.

In addition total SMEs spend was USD 245.35 million in supply of goods and services, accounting for 18% of OQ's expenditure.



OQ is a global integrated energy group, with roots in Oman. It has a strong presence in 17 countries. The company's operations cover the entire value chain, from exploration and production of oil and gas, refineries and petrochemicals to marketing and distribution of end-user products reaching more than 80 countries worldwide. Through OQ Alternative Energy, the group is investing in renewables and green hydrogen in Oman for sustainable future.

Fixed Assets Investment

- OQ became SAP's first private cloud customer in Oman.
- OQ and SAP also collaborated with Ministry of Transport, Communications and Information Technology (MTCIT) on training programs to support the specialized skill development needed for Oman's digital economy.
- OQ signed a deal with Napco National, an investment ranging starting with phase one USD 15 million, to manufacture packaging bags for petrochemical products, plastic compounds, and packaging.
- OQ signed a deal with Madayn Plastic Company SPC, for total investment of USD 8 million to produce shrink-wrap tapes, packaging bags, and frozen food bags.

OQ ICV Performance 2022-2023

Year	2022	2023	Total
($OQ Total spend (M	1385.55	1371.117	2756.667
Local spend in Goods and ($Service (M	1016.86	1059.667	2076.527
Local Spend %	73%	77%	75%
ICV Retained Value (M$)	453.52	437.393	890.913
ICV Retained Value (ICV Index)	32.7%	31.9%	32.32%

Omanisation

2023 — Omanisation rate 83% — Total Headcounts 4405

42% Omanisation -contractors Community — Nos of Omani Headcount 2748

20% Major OQ Projects — Nos of Omani Headcount 5416

Training and Development

- **Training and development**

  OQ has invested in developing 800 leaders through the "Masar" programme

  Internship Opportunities

2023 ➢ 968

2022 ➢ 1070

Eidaad Internship Program: 23 Person

- **Major OQ projects through contractors**

Training for Employment ➢ 541
Training for Development ➢ 221
Scholarships (Local) ➢ 112
Scholarships ➢ 10

Localization

- Initiatives to localize local industries, such as supply of FFS Bags Film and other packaging materials for OQ polymer plants in which the local added value contribution amounts to about USD 46 million annually.
- Manufacturing of Plastic Pallets worth of USD 74.88 million value for 8 Years.

Achievement in Major Projects (EPCs for: SLPG, SAP, OQ8, OTTCO, BISAT and Marafiq) for last 5 years till end of 2023.

- **574 M$**
  Made- in- Oman Goods
- **317 M$**
  Non- Made - in - Oman Goods Sourced from Nationally Registered Suppliers
- **2217 M$**
  Services Sourced from Nationally Registered Suppliers
- **742 M$**
  Goods and Services from SMEs
- **4347 M$**
  Total Local Goods & Services

Develop and Support SMEs

Year	2022	2023	Total
($SME spend (M	260.03	245.35	505.38
(SME% (Out of total OQ spend	18.8%	18%	18.3%

- 2534 SMEs Registered in TAWREED (E-Tendering Platform) 52% are Riyada Holders

Eight (8) Ring-fence scopes for Riyada directly or through sub-contracting

1. SR Gantry and modification works
2. Provision of engineering, fabrication, supply, installation, and commissioning of accommodation modular units in Bisat for Block 60
3. Provision of Well Testing Services for Block 60 and 48
4. Call Off Contract for scaffolding, insulation and industrial painting
5. Provision of pest control services for Block 60, MGP and MOGC.
6. Fabrication, maintenance and logistics for indoor/outdoor video screens
7. Civil works in EPCC Contract for black powder filter works
8. Provision of logistics, customs, and warehouse activities.

Three (3) newly developed opportunity scopes for Riyada

1. Recycling of plastic scrap.
2. Manufacturing of biodiesel with Wakud.
3. Leak detection and repair services.

Spend in Made of Oman Goods

- 31% Total Made of Oman g-oods from total goods
- 12% Total Made of Oman spend from total spend in goods and services
- Four (4) Ring-fence scope(s) for **MIO**
  1. **Fiber Optic**
  2. **Jumbo Bags**
  3. **Provision of Chemical Blending**
  4. **Engineering, Procurement and Construction (EPC) of Bisat Electrical Network Development Project (BEND).**



Mohamed Al Amri

Director of the Energy &
Minerals Localization Department

وزارة الطاقة والمعادن
Ministry of Energy and Minerals

Department of Energy and Minerals Industry - Local Value Added

Ministry of Energy and Minerals continues its efforts to promote local content consensus with national policy adopted from the Cabinet in March 2024 and continues for its efforts to be launched through The local value added strategy launched in 2013 for the oil and gas sector through cooperation and coordination with oil and gas operators as well as with service and industrial companies whether local or international companies, a number of achievements and gains have been achieved at various levels And levels, which have been positive in the development of domestic market and national cadres.

- During the past year and within the diversification and expansion of local products and services through the localization of industries, the following are the highlights: Ratification and approval of one factory for the manufacture of chemicals within the Sultanate according to the required standards and specifications. This event is an important stage that will contribute directly to reinforce local value as well as reducing operational expenses. Work in been continued to assess other chemical factories with a view to expand manufacturing opportunities in this vital area.

- The first manufactured drilling platform is supplemented in the Sultanate with an electronic operating property, where it was manufactured using the latest technology to ensure safe, efficient and sustainable drilling. National cadres have reached 92% of those who contributed to the manufacture of wells drilling platform. 4 drilling pads, which are expected to achieve $ 40 million are planned as a local value in the project. Development of local capacity in additional manufacturing (3D printing) with a view to manufacturing spare parts locally, where the project contains approximately 150,000 unique spare parts to determine its feasibility and economic lactation. The project is seeking to assess the possibility of reducing carbon emissions by moving from the traditional manufacturing process to the overtime process.

- Manufacturing Towers Communications.

- Installation of solar photovoltaic.

In line with government orientations in support and strengthen the role of small and medium enterprises to contribute to economic and social development, the total expenditure on SMEs in the oil and gas sector was about 16% of the total value of purchases and tenders. High operating rates for operators have also been achieved in the oil and gas sector, up 90% in operator companies. Strategy is being prepared to inhabit the mining sector.

In the context of the continued efforts to boost business opportunities for national companies with a view to increasing its share and participation in the oil and gas sector activities, 11 employment opportunities were allocated to national companies, and one of the following:

-Manufacturing and providing hazardous waste drums.
-Provide gyroscope services for drilling operations.
-Provide fabrication services.
-The services of renting diesel generators.

Work is being continued on a number of initiatives and projects, which are the certificate of local content, mandatory list for local companies, launch new identity for the local content program, the strategy review and update them in line with the changes made by the Ministry's overall energy and minerals as well as the oil and gas sector.



Abdulrahman Humaid Al Yahyaei

Eexcutive Officer Oman Energy Association
(OPAL)

الجمعية العمانية للطاقة
Oman Energy Association

Since the launch of the first edition of the In-Country Value (ICV) Book, the increase in global commitment to ICV principles remains a top priority. Many countries have redoubled their efforts to boost local content and preserve developmental funds within their economies. This surge is propelled by acknowledging ICV initiatives' socio-economic advantages, including job creation, skill enhancement, and economic diversification.

In addition to the oil and gas sector, which historically served as the focal point for ICV endeavors in the Sultanate of Oman, attention to ICV principles has expanded to other industries such as mining, manufacturing, and renewable energy. Government and key industry stakeholders are proactively championing domestic industries and cultivating local capabilities. Drawing from shared experiences, we leverage existing knowledge, exchange best practices, and tap into international expertise to refine ICV strategies. This collaborative approach has spurred progress and fostered ongoing enhancements in ICV implementation.

Amidst these developments, the Ministry of Energy and Minerals, OPAL, and Oil and Gas Operators have actively contributed to critical projects that further energize ICV initiatives. These include the implementation of the ICV Certification Scheme, the ICV Supplier Certification Program, and the Made in Oman mandatory list. Additionally, we have supported the promotion of locally manufactured goods, facilitated the development of National Occupational Standards (NOS) through the Energy & Minerals Sector Skills Unit (EMSSU), supported the Demand Aggregation & Ring Fencing initiatives, and played a pivotal role in supporting the establishment of the Mining ICV Committee and Strategy Identification. These endeavors aim to cultivate an environment conducive to ICV, nurturing local economic development and maximizing socio-economic benefits on a global scale.

In addition to our efforts, identifying 130 jobs within the contracting community for Omanization is a significant achievement. This initiative reflects our commitment to developing human capabilities and fostering local talent, thereby contributing to Oman's sustainable economic growth and prosperity.

The commitment to ICV principles remains, with countries increasingly embedding ICV considerations into their policy frameworks and business practices. By nurturing local content development and optimizing the economic potential of resource utilization, ICV initiatives will continue to catalyze sustainable and inclusive growth in Oman's Energy and Minerals sector.

Supervision

وزارة الطاقة والمعادن
Ministry of Energy and Minerals

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Oman Investment Authority

الجمعية العمانية للطاقة
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Oman Investment Authority

هيئة تنمية المؤسسات الصغيرة والمتوسطة
SMEs Development Authority

الجمعية العمانية للطاقة
Oman Energy Association

مدائن madayn

Contents

Energy and Minerals Partners

PDO 10
Occidental 12
BB Oman 14
Halliburton 16
Daleel Petroleum 18
Petrogaz 20
STS 22
Al Ghalbi International 24
Alshawamikh Oil Services 26
SOSCO 28
Seeh Al Sarya Engineering (SAS) 30
Al Haditha Energy 32
Truckoman Group 34
Anwar Fahud Projects 36
Al Sawari International 38

Governmental Companies

OQ 8
Asyad Group 46
Omran Group 48
Nama Group 50
Beah 52
Nitaj 54
Ithca Group 56
Oman Lng 58
FDO 60

Articles

Nasir Salim Al Shuaili 5
Ministry of Energy and Minerals 6
Oman Energy Association 7
Smes Development Authority 40
Ministry of Commerce (1) 42
Ministry of Commerce (2) 44
Oman Investment Authority 45
General Secretariat of the Tender Board 62
Hilal Al Sawai 63
Essa Al Masoudi 62
Khalid Al Rawahi 64
Naeema Salim Al Gharibi 65
Faiza Al Kalbani 66
Khalfan Altouqi 67



Nasser Salem Al-Shuaili
Editor

Local Content: A National Agenda

Local Content: It refers to retaining as much money (governmental, private, or individual) as possible by spending it on local purchases, supporting small and medium enterprises, employing national talents, or empowering technology.

This indicates that achieving the success of the Local Content Strategy 2030 is not exclusive to the government and its institutions but also involves the private sector in applying local content in foreign investments or through the projects they undertake within the country. Furthermore, individual awareness is a crucial pillar, as individuals make decisions whether as employees in their workplaces or in their personal consumption choices. By choosing national products, encouraging entrepreneurs, and supporting national companies, individuals enhance the growth of their national economy.

When the concern is the national economy system, which is the bridge through which everyone can cross towards a prosperous life and leave a legacy for future generations, national awareness must be strong. Temporary personal interests should not take precedence over permanent national interests, and the cost comparison should not overshadow the growth of local industries and the creation of job opportunities for national talents.

With five years remaining to achieve this vision, we must clearly define its paths, establish a strict and incentivizing legislative framework, and set specific standards to measure the percentage of local content in products, services, and even major governmental tenders.

Before that, we need to move faster in qualifying specialized cadres to implement this strategy.

There are positive indicators in the journey of local content (In-Country Value) in the Sultanate. What oil and gas companies have achieved ten years after launching the strategy is encouraging and indicates that more can be achieved in other industries. Additionally, the efforts initiated by the Oman Investment Authority through its companies and projects promise growth and sustainability. The programs and regulatory framework being implemented by the General Secretariat of the Tender Board lay the foundation for a local content vision that will rejuvenate the national economy.



His Majesty Sultan
Haitham bin Tariq Al Said
-May God protect him-

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