



Enjaz & Eejaz

Issue 09

MAY 2024

A quarterly bulletin
by Oman Investment
Authority



**Announcing
the Winners of
OIA's Excellence
Awards**

**Navigating
Oceans from
the Cockpit of
'Sama'il'**

**Unique Rocks
with Untold
Mysteries**

Contents



Endeavours | Page 3
Foreword by OIA's President



Leadership | Page 5
OIA Excellence Awards



Community | Page 10
Captain Faisal Al-Rawahi



Our Investments | Page 15
An Adventure over the Sea of Oman



Initiative | Page 20
Hil Park, A Sustainable Story



Insight into Oman | Page 25
Unique Rocks with Untold Mysteries



Qimam | Page 29
Supplier Development Program



Vision | Page 33
The Global economy in 2024's First Quarter



Community | Page 36
How to Invest in Stocks Successfully?



Tap to go to the pages



Endeavours

Dear Readers,

Welcome to the new issue of our newsletter which highlights the tireless efforts made by employees of OIA and its companies to advance economic development. 2023's audited financial statements displayed great results which will be detailed in OIA's annual report.

2024's first quarter witnessed the implementation of several key projects, programs, and initiatives that



contribute substantially to national development and foster financial stability by empowering the private sector. For example, the Duqm Refinery comes as the largest joint investment project between two GCC countries in the refineries sector, and will potentially open broader investment prospects in the the Special Economic Zone at Duqm

Furthermore, Future Fund Oman, officially started its operations. This Fund will help stimulate the national economy by local and international investors who wish to expand or establish projects within the Omani economy. Additionally, OIA launched its Social Investment Policy for OIA Companies with a dedicated platform 'Qimam' to address inquiries related to ICV. We also issued the 2nd edition of the Mandatory List covering 251 products and services. The policy is meant to develop a sustainable and competitive market for goods and services and also enhance the role of local companies and SMEs.

To continue the fruitful cooperation with companies and address challenges that impacted their businesses, OIA launched its Excellence Award with five main categories for OIA companies. Consequently, these efforts have resulted in an outstanding performance achieved by our companies, both financially and administratively.

The success stories created by OIA and its companies would not have been possible without the remarkable teamwork founded upon strategic goals, aimed at creating a prosperous bright future for Oman and its upcoming generations. With this in mind, we will move forward with firm steps and a clear vision to achieve further growth and development.



02

Leadership

**With 5 Unique Categories
OIA Launches its Excellence Awards**



Ayad Al-Balushi:
The award aims to boost the spirit of competition and encourage development among OIA Companies



Since its inception in 2020, Oman Investment Authority (OIA) established an active discourse with the talented national workforce at its newly-owned companies to address the common challenges they face. OIA launched several initiatives and programs to bolster the governance system with significant improvement in performance and increased productivity. This new award comes as a culmination of such efforts. In the following lines, Mr. Ayad Al-Balushi, Assistant Deputy President for Finance and Assurance at OIA, will give us some in-depth details about OIA's Excellence Awards.

Q

What are the objectives behind this award?

A

This award aims to encourage competition and development among OI A Companies by celebrating their outstanding and exceptional accomplishments. Moreover, OIA seeks to boost the levels of excellence and development among their staff and provide the needed space for creativity and innovation.

Q

How would you achieve these goals?

A

We have divided the award into five categories as follows:



First Category: Investment and Job Creation

This award is given to high performing companies based on their economic and investment growth, as well as the opportunities created by their business. Each company's performance will be evaluated based on specific criteria such as the growth of its revenues during (2021-2023), the number of new job opportunities created during this period, Omanization rates, export figures, etc.

Second Category: Excellence in Financial Sustainability

Considering the importance of financial sustainability, this category is designed to celebrate exceptional financial management and performance as reflected by their growth trends, increased profitability, working capital efficiency, cash flows, debt rate and risk management.

Third Category: Partnerships for a Sustainable Future

This award is granted to companies that make considerable efforts to build partnerships with the private sector to bolster their contributions to economic growth.

Fourth Category: In-country Value and Contribution to SMEs

The category underscores the vital role played by OIA Companies in enhancing In-Country Value (ICV), drive creativity and empower SMEs. Eligibility for this award is based on the size of spending on SMEs, in-country value initiatives, and the number of projects implemented in the fields of research, development, and innovation.

Fifth Category: Compliance to the Code of Governance

This award is given to companies exhibiting strong commitment to OIA's Code of Governance, encompassing all the issued fifteen policies and regulations, besides compliance with ethical practices, transparency, fairness, and accountability.



Q

What companies can be considered for these five categories?

A

The award targets national companies in which OIA owns more than 40% of its shares.

Q

Considering the existence of other awards, what is the significance of this award?

A

The five categories make it a very unique and all-inclusive award. The aim is to promote competition among OIA Companies while encouraging enhanced performance and contributions to the sustainable economic development of various sectors of the Omani society, in addition to realizing long-term economic prosperity. Moreover, the award categories cover OIA's focus areas that align with the national objectives and priorities. Finally, this award is granted based on clearly defined criteria to ensure fairness.



Award Winners

The 5 categories of OIA's Excellence Awards

First Category: Growth and Job Creation

OQ Group



Second Category: Excellence in Financial Sustainability

Withheld

ASYAD



Fourth Category: In-country Value and Contribution to SMEs

Fisheries Development Oman



تنمية
أسماك عمان

Fisheries
Development Oman

Third Category: Partnerships for a Sustainable Future

ASYAD



Fifth Category: Compliance to the Code of Governance

ITHCA Group



مجمع إيثكا
ITHCA GROUP



03

Community

Captain Faisal Al-Rawahi:
Navigating Oceans from
the Cockpit of 'Smail'



He grew up familiar with the sea and its waters, finding calm and tranquility instead of fear and anxiety. He developed his love for the sea and its waves from accompanying his father on fishing trips. This admiration deepened as he listened to his uncle's tales of voyages and journeys through territorial waters to ensure the country's safety and security.

In this issue, we get to know Faisal Al Rawahi, who achieved his childhood dream of becoming a maritime captain in ASYAD's maritime transport fleet. His enthusiasm and determination paved the way for his breakthrough in this sector. Today, you'll find him at the helm of the massive oil tanker, 'Samail,' navigating seas and traversing oceans to reach various international commercial and industrial ports.

What is the story behind this Omani Capitan? What standout moments mark his journey? What memories does he hold dear from his voyages? How does he perceive his role in the maritime field? We sought answers in this interview.



In his naval uniform, Al Rawahi was seen in the cockpit of a giant crude oil tanker ‘Samail,’ part of ASYAD’s maritime fleet. He was coming from a 6-week cruise where he roamed moving between the ports of China, Japan, and Singapore, carrying with him Oman’s maritime history and its navigational legacy.

His story of professional growth and maritime experiences spanned over 85 months at sea and included working in more than 15 ships and marine tankers of various sizes and types. All along, he was transporting liquefied natural gas, oil, and chemicals, thus visiting over 80 ports, he also rose to numerous leadership roles. Throughout his journey, he acquired skills, accumulated experiences, and shared his knowledge with his peers.

A journey of a thousand miles begins with a single step:



Faisal Al Rawahi embarked on his maritime career in 2003 as a third deck officer after successfully completing practical and theoretical tests, along with medical and physical fitness exams. His inaugural challenge came aboard the ‘Sohar LNG Transport’ ship, departing from Qalhat Port in the Sur bound for a Japanese port. Recalling his first step onto the vessel, Faisal reminisces, “As I set foot on the deck



of an Omani-owned giant ship, I was overwhelmed with a sense of awe, reflecting on the stories and legends taught in school, recognizing the rich maritime heritage of Omanis as seafaring masters. I felt a surge of pride being part of this crew." Working collaboratively with his colleagues, Faisal plays an active role in the global shipping network, facilitating the transportation of Omani natural gas to countries worldwide, a vital component of the global industrial landscape.

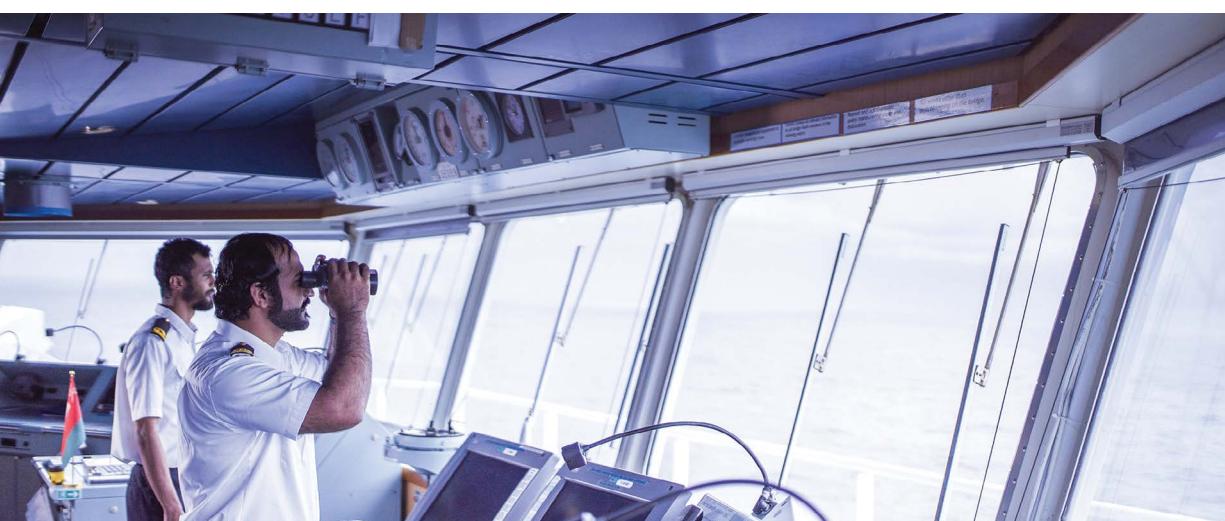
Keeping an eye on the weather:

Faisal Al Rawahi and his crew went through many challenges and obstacles, showcasing their professional competence and readiness. With over 21 years of experience, Faisal has encountered different situations, including a memorable encounter on the Indian Ocean. Faced with a second-degree hurricane and unexpected towering waves and thunderstorms, swift action was imperative and crucial. Implementing preventive measures, altering the voyage path, and steering clear of the hurricane's path by a distance of no less than 265 nautical miles became paramount to ensure the crew's safety and the ship's stability while referring to the International Maritime Organization protocols. They also notified all ships in their radius and

were prepared to provide any support or heed any call for help. Amidst their maritime exploits, navigating oil tankers presented its own set of challenges, such as encountering near-zero visibility in a bustling Chinese port shrouded in dense fog. Maneuvering through crowded waters with millions of barrels of oil onboard, which demands precision and caution. By heeding directives from the port control tower and utilizing tracking programs, they navigated into the port smoothly, prioritizing the preservation of lives, property, and safety at sea.

The Secrets of the Sea

"Loving work is one of the secrets of success." A motto Captain Faisal Al Rawahi believes in. He relies it to Omani youth as a road map for their career, stressing that working in the maritime sector is very enjoyable, and has many positives, including discipline and the ability to work within a team and learn new skills. He concluded his interview with this statement: "We are proud today of the presence of many Omani talents among the crew of the ASYAD's fleet. At one point in my career, I was the only Omani out of 25 crew members on a trip that lasted for 3 months." It was an opportunity for him to learn many of the languages and cultures of his fellow sailors.



04

Our Investments

An Adventure on the Sea of Oman



Sitting at the helm of Oman's northernmost mountains, with its toes tickled by the Sea of Oman, 'Musandam' is an area blessed with divine beauty and serene nature. The Governorate's turquoise oceans and shimmering mountains make it a must-visit destination that calls for us to invest in its beauty.

From here, the idea of the Zipline Project stemmed, sliding over the rugged slopes and along the silver-sand coasts, providing an exceptional experience for those who love to enjoy the picturesque scenery and want to engage in interesting and enjoyable experiences. This step is a testimony to the outstanding collaboration between Musandam's Governor's Office, the Ministry of Heritage and Tourism, and Omran Group, a subsidiary of Oman Investment Authority.



The Guinness World Record- at 1,800 meters; considered the longest zipline over water.



The Zipline's height reaches 220 meters above sea level.



It offers an adventurous experience with promising panoramic views due to its strategic location.



Safety First:

- ❖ All aspects related to security and safety have been checked. This was done after extensive tests were conducted on all elements of the project in accordance with the regulations and requirements for adventure tourism.
- ❖ Conducting more than 2,000 experiments to ensure the project's safety, in cooperation with several competent authorities.

In-Country Value:

- ❖ Developing Jabal Fatt Street to ease access while serving the local residents in the neighboring villages.
- ❖ Facilitating the best modes to encourage and deploy local skillsets and capabilities to take part in the project, including supervising and managing the Center

Do you want to live the experience?

You can book your experience by going to the Oman Adventures Center headquarters in Musandam Governorat



Location

Or through the website:

omanadventures.com



The Zipline is open to visitors every day from 09:00 AM to 04:00 PM



05

Initiative

Hil Park - The dramatic reflection of the serene calmness of the turquoise seawater on the lofty mountain ranges



Hil Park - The dramatic reflection of the serene calmness of the turquoise seawater on the lofty mountain ranges

The blend of Oman's stunning natural landscape with development and urbanization is a mesmerizing fusion of natural charm and modern luxury. Upon the provision of services and facilities within the wonderful marine and mountainous environments, such remote places come ablaze with bright colors, attracting visitors seeking a luxurious escape and a gateway of endless possibilities.



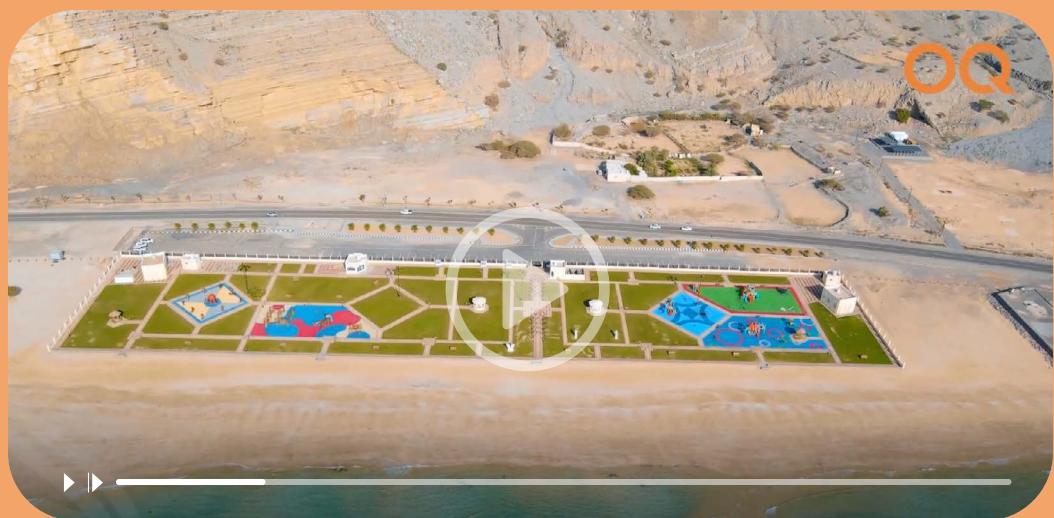


Wilayat Bukha, Musandam Governorate

The sustainable Hil Park overlooks the sea and the stretch of sandy beach that runs parallel to rising mountain ranges. The sun shines through the crevices of rugged rocks in the mountainous terrain, casting dramatic shadows and highlighting the intricate texture of stone formations.

A Sustainable Story

If the beauty of Hil Park is divine nature on display, the development and renovation of the location were entrusted to OQ Exploration and Production - a subsidiary of OQ - in collaboration with the Office of Musandam's Governor and Musandam's Municipality. The development was endeavor carried out based on the social investment program and seeks to establish partnerships with local communities. Moreover, it aims to create a positive impact by achieving social prosperity, improving tourism destinations, and maximizing payoffs made to communities.



اضغط ▶ لمشاهدة الفيديو

Amazing Details

Hil Park is a story written by OQ Exploration and Production in Musandam Governorate to stand as a timeless tourism destination. Today, the park has a new vibrant touch of development and modernization that qualifies it as a magnificent entertainment and recreational facility for locals and visitors throughout the year. Paved walkways are being built throughout, in addition to shaded and safe playgrounds for kids of different ages, who can explore the park and learn on their own.

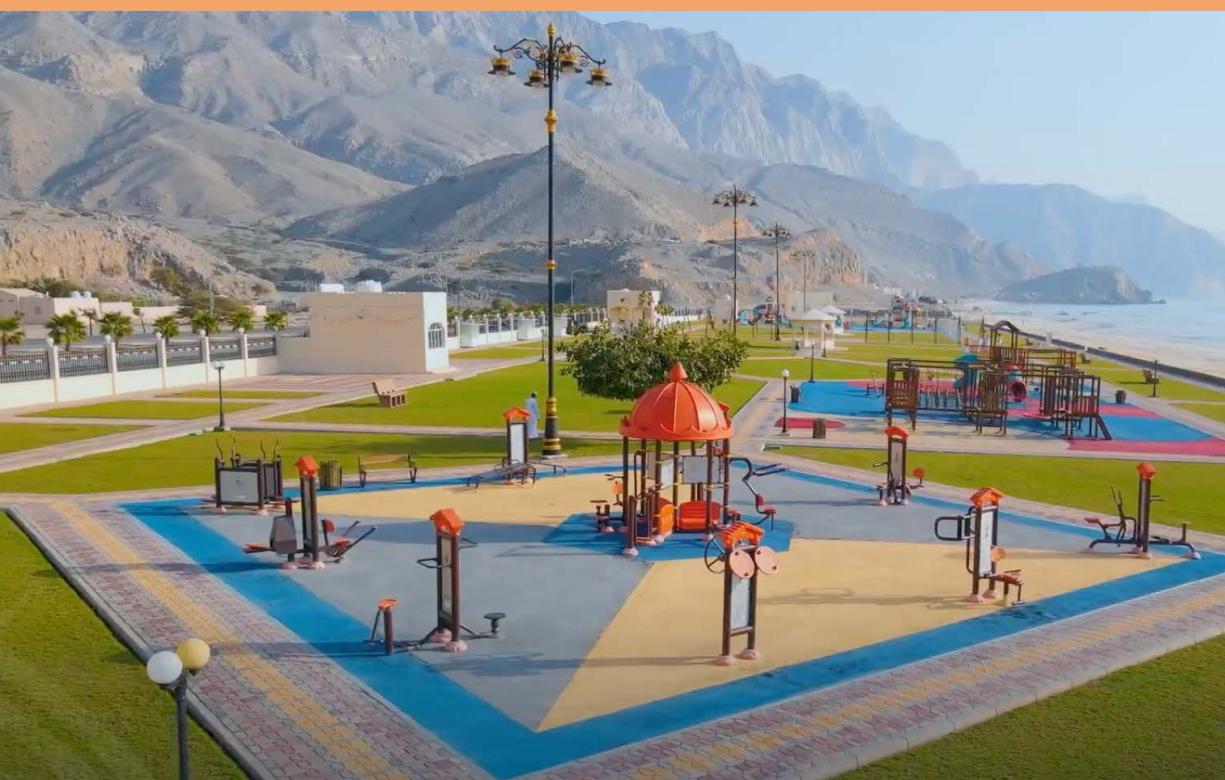
Moreover, OQ pays much attention to sustainability in its social investments, operations and projects. To leverage Oman's renewable energy and reduce operational costs, a solar energy unit was installed to power the desalination plant that irrigates the park, lawns, plants and feeds the park's facilities. Furthermore, a well-equipped camping area was constructed for people looking to find enjoyment and recreation together with their relatives and friends.





True to its Name

Basking in breathtaking beauty, Hil Park complements the green energy concept by being a sustainable popular tourist destination that offers amazing landscapes and amenities for people to enjoy.



06

Insight to Oman

Created to be Carved
Unique rocks with untold mysteries





This land was made for sculpture. While we get excited about the 'future of Duqm' carved by the hands of determination and ambition. We might as well reminisce about the rock carvings that were formed millions of years ago, which is the answer to the question of what the place is to become. As you contemplate, an obvious conclusion will make you certain that this land was born to create an exception to what is normal elsewhere.

You will breathe in amazement as you repeat what we told you at the beginning: This land was made to be carved.

Location:

Some 550 km south of Muscat lies the magnificent Rocks Garden in Al Duqum. Featuring unique and exotic rock formations, the Rocks Garden is one of the rarest attractions in the world. Spreading over 6.1 km, it is adorned with peculiar natural rock sculptures made of limestone and sandstone, covered with a harder layer that forms these shapes. Over time, wind erosion and rainfall have sculpted magnificent formations, evoking images of birds, plants, animals, and more.

Enhancing Visitor Experience:

Efforts are underway to enhance the park's orientation. A lighting and development consultant has been appointed to supervise improvements to the site's natural character. Enhanced lighting is anticipated to not only increase the park's allure for tourists but also enrich the experience of exploring this distinctive geological wonder.



Revealing Mysteries:

The park's potential as a prominent destination for scientific tourism could hardly be greater. Ranked among Oman's top 25 scientific and geological attractions, its rocky terrain promises a unique experience to visitors. Further scientific research and collaborative efforts are essential to fully reveal the mysteries concealed within these ancient formations. This necessitates continued invitations for scientific missions, research cooperation, and the organization of conferences and forums dedicated to unlocking the park's geological treasures.





06

Qimam

More than 20 Small and Medium Enterprises were Accredited in its First Phase: Entrepreneurs reveal their benefit from the Supplier Development Program

As part of its commitment to adding value and supporting local Small and Medium Enterprises (SMEs), Oman Investment Authority (OIA) and its subsidiaries continue to launch numerous initiatives and programs. One such initiative is the Supplier Development Program, which is dedicated to enhancing the capabilities of local SMEs while also fostering development in lesser-known sectors within the field.



Program Goals:

The program worked more closely with local companies to build and develop solutions while providing these companies with the best techniques to develop and increase productivity, based on the following goals:

- ❖ Create new opportunities in the Sultanate of Oman.
- ❖ Support and develop new suppliers, improve their competitive capabilities, and encourage innovation.
- ❖ Localize new industries and upgrade them.
- ❖ Willingness to take risks, and working to improve the capabilities of the Omani workforce and enhance its potential.

Prominent Results:

The program was launched in the first quarter of 2023. In its first phase it achieved:

- ❖ Accreditation of more than 20 Small and Medium Enterprises.
- ❖ Signing contracts worth more than OMR 10 million.



Some SMEs that benefited from the Program:

Project Name:

Water Quality Monitoring in Fish Farming Projects

SME:

iLab Marine



Entrepreneur: Walid Al-Maawali

"It was such a pleasure to work with the Fisheries Development Oman (FDO) under the supervision and close follow-up of OIA on the fish cage sensors project, as the level of support we received from them exceeded expectations. From the preparatory steps of the project until its completion, FDO demonstrated utmost professionalism to ensure the success of the project and the achievement of its desired goals. We are very grateful for the exceptional support they provided us."



Project Name:
Building Ship's Monitoring
System

SME:
Onsor



Entrepreneur: Muath Al Hinai

"The program is as close as possible to a mini-incubation program with the aim of comprehensively enabling entry into a completely new sector such as the technology sector in maritime transport. It is supported by several domains including precise technical, administrative, and commercial aspects. The program aims to systematically develop the company's products and services to a high level that leads to export the results of these joint actions abroad."

Project Name:
Al Mazyona Landfill

SME:
Wadi Al Rawnab



Entrepreneur: Salim Musalim Amor Jaid

"I benefited greatly from the program, gaining valuable experience and enhancing my management skills in overseeing operational sites. My knowledge of operational contracts and safety standards significantly increased, empowering our company to compete for both government and private sector contracts. The program enabled us, as an SME, to develop our skills in overcoming challenges and operational issues, ultimately making a substantial difference in my professional career."

08

Vision

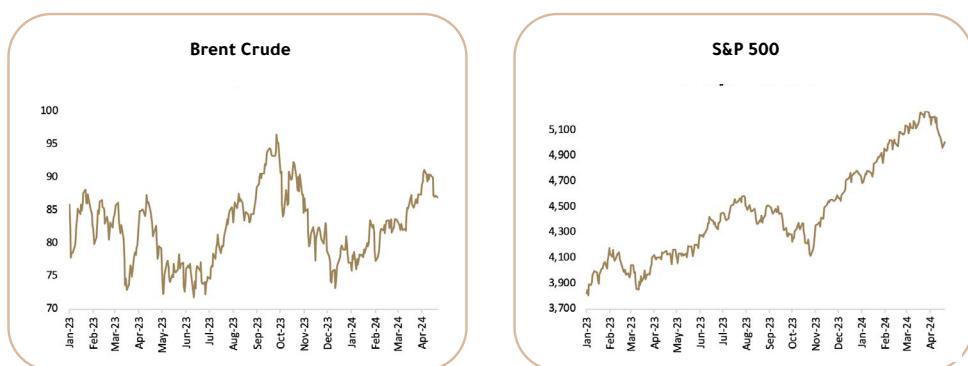


The Global economy in Q1 2024 was dominated by geopolitical tensions, elevated oil prices, diverging inflationary trends, and the US stock market rally.



The US economy continued its rally throughout the first quarter of the year and remained resilient despite elevated interest rates. The S&P 500 index surged and surpassed 5000 points to reach an all time high, supported by the 'Magnificent 7' technology stocks, led by Nvidia. However, an uptick in inflation in March made market participants reassess their rate cut expectations, while treasury yields jumped to multi-month highs. Elsewhere, the European economy has taken a different path to the US, as growth remains subdued but inflation rates continue to fall. Meanwhile, emerging economies continued to grow faster than other global economies. Geopolitics dominated headlines during Q1, from elections in Taiwan, Indonesia, and Russia to the continuation of the Israeli aggression on Gaza and the subsequent impacts on the Red Sea. The heightened tensions in Gaza and the Red Sea led to continued elevated oil prices, while also pushing gold prices to an all-time high.

During the first quarter of the year, the Sultanate's economy maintained its positive momentum, with another credit rating upgrade from S&P. This upgrade shifted the Sultanate's outlook to positive, reflecting expectations that the government's balance sheet will continue to strengthen. The agency noted that a credit rating upgrade to investment grade could occur within the next 18 months if the Sultanate's fiscal position further strengthens. Evidence of the continued strengthening of the Sultanate's balance sheet has emerged, with the Ministry of Finance reporting an OMR 207 million budget surplus in the first two months of the year, adding to the OMR 931 million recorded in 2023. It is also worth highlighting that recent data releases indicated that the Sultanate's GDP remained above \$100 billion (around \$109 billion) for the second consecutive year, despite slightly lower petroleum revenue, given the drop-in oil prices compared to that of 2022.





09

Community

Knowledge Sharing



How to Invest in Stocks Successfully?



Zamzam Al Bulushi
Muscat Stock Exchange



Individuals' goals in investing their money vary; some seek to secure additional income for the future, while others invest to offset the impact of inflation on their savings, and some enjoy the challenges of making investment decisions. Similarly, investing in stocks entails owning a stake in a company's capital, granting investors rights such as dividend distribution and voting in general assembly decisions. However, stock investment often comes with risks related to price volatility, requiring investors to thoroughly understand stock selection criteria to achieve sound investment and risk reduction. These criteria include company size, annual and periodic



performance, comparison with other companies in the same sector, company production efficiency, stock price, earnings, price-to-earnings ratio, return on equity, and stock turnover rate.

The question remains: what makes an investor successful, or how can an investor support their chances of achieving investment success in stocks?

Investors face multiple challenges in the journey of stock investment that require a set of basic steps and tips they can follow to support their chances of investment success in stocks:

1. Setting investment goals:

Develop an investment strategy that suits personal goals, risk tolerance level, and investment horizon (long-term or short-term). Establish an executable plan aligned with your needs, financial capabilities, market research, and comprehensive stock analysis before making any investment decision.

2. Financial assessment:

Realistically assess your current financial situation, understand your sources of income and expenses, ensure you fulfill your obligations first, and allocate a portion of your income to savings and investments. Financial organizations will help you make safe and successful investments.

3. Independence in decision-making:

Regardless of the source, never accept stock-buying recommendations others promote as lucrative. Always conduct your own company analysis before investing your money, and do not rely solely on others' advice.



4. Portfolio diversification:

Ensure distribution of invested funds across various assets to reduce risks and enhance profit opportunities. For example, invest in different companies and sectors. Diversification can also be achieved by investing in companies of different sizes rather than focusing on specific company stocks.

5. Continuous monitoring

Always monitor stock market investments, listed companies' news and disclosures, financial news, price movements, and indicators. The more knowledge and monitoring you have, the better your ability to seize investment opportunities and avoid risks.

6. Patience and avoiding impulsiveness:

Exercise patience and avoid rushing into investment decisions. You may face market fluctuations and volatility, but emotional responses and impulsive decisions can lead to significant losses. Stay calm and focus on making decisions based on analysis and knowledge.





Steps for investing in the Muscat Stock Exchange (MSX): Open a new investor account via the Oman Stocks App.



To download the app



To download the app

Choose a licensed brokerage firm that conducts buying and selling operations on your behalf. Before starting any investment operation, select the brokerage firm you will deal with and agree with them on all your rights and obligations. You can visit MSX's website to view licensed brokerage firms.

www.msx.om



Start trading. You can do so through a licensed broker who executes these transactions on your behalf. They provide advice and counsel in addition to offering news, information, research, and analysis.





09

Future Generations Fund

For the production of low-cost green hydrogen
An investment to localize the manufacturing of
electrolyzers



OIA's Future Generations Fund, which encompasses its international investments, aims to create sufficient financial reserves for future generations, in addition to attract knowledge and advanced technologies that have the potential to advance strategic local sectors. In this edition of Enjaz and Eejaz we will cover one of our overseas investments which was added during Q4 of 2023.



What is the investment?

The investment was made in Electric Hydrogen (EH2), a US-based company. It specializes in the development and manufacturing of electrolyzer systems that use proton exchange membrane technology to produce green hydrogen.



Established
in 2020



Developed advanced electrolyzers to generate power-dense green hydrogen using renewable energy.



Produces high volume of clean hydrogen at transformational low cost.

The investment helps to:



Diversify the portfolio of the Future Generations Fund.



Advance Oman's commitment towards Net Zero emissions by 2050.

What is unique about this technology?

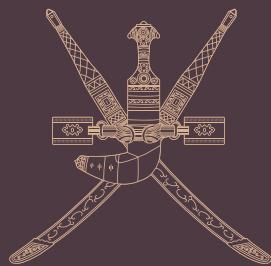
The transition from fossil fuels to green hydrogen renewable energy assets is quite costly and difficult to apply on a large-scale basis. However, the electrolyzer system manufactured by EH2 has a high operational capacity of up to 100 megawatt for each asset. Daily, it can produce about 50 tons of low-cost green hydrogen.

Why this investment?

OIA and EH2 signed a strategic cooperation agreement to set up green hydrogen production projects. The facilities will use proton exchange membrane technology on a minimum scale, including the local manufacturing of electrolyzers to cater for the increasing local demand. This is in line with:

- ❖ OIA's series of sustainable investments in renewable energy.
- ❖ The emerging transition to green hydrogen and the aspiration to lead the global energy transition.
- ❖ The contribute to national goal of carbon neutrality by 2050.





جَهَازُ الْاسْتِثْمَارِ الْعُمَانِي
Oman Investment Authority



oia.gov.om



@oman_OIA



Oman investment Authority