



# **OMAN INVESTMENT FUND**

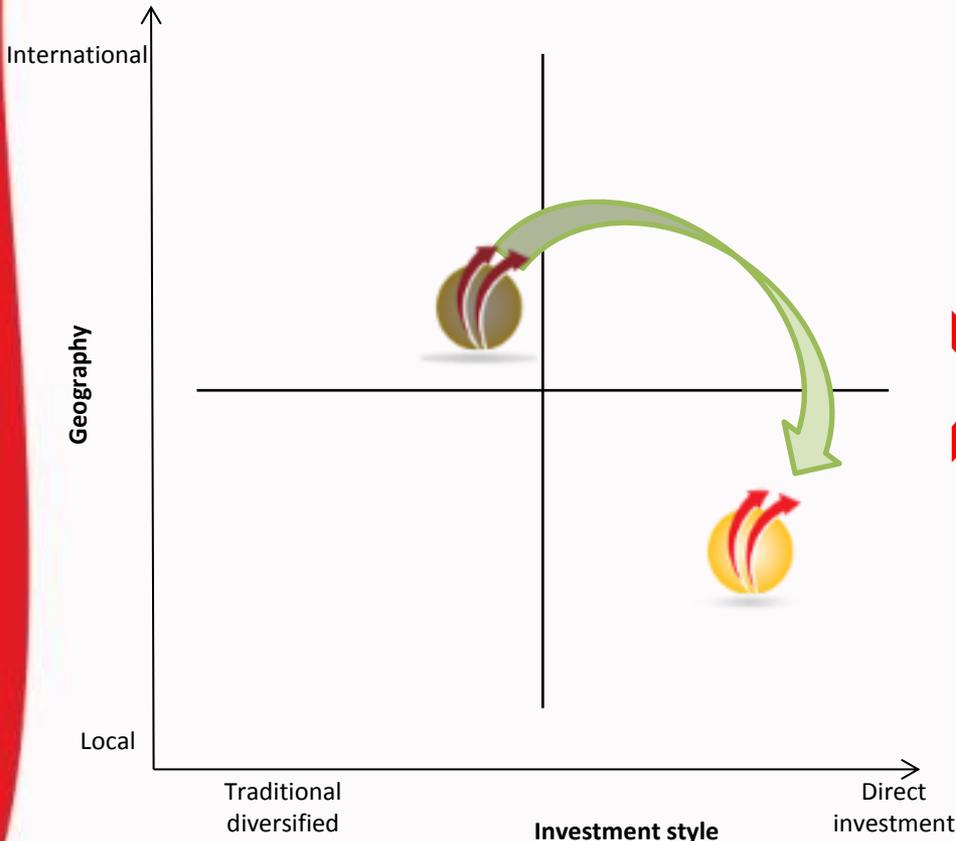
## **FOCUS**



# OIF positioning

OIF is now an **Oman centric investor** with a mandate to act as a catalyst and help accelerate economic growth in Oman

## OIF strategic positioning



## New investment principles

Invest capital to catalyze key areas of the economy to enable Oman to harness its potential

Complement and promote the local private sector to build sustainable growth

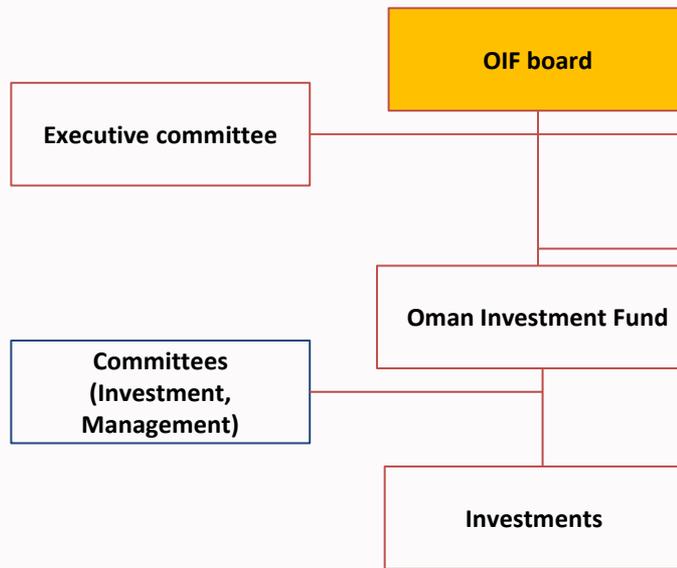
Seek to make commercially feasible direct private equity investments that provide a mechanism for:

- *Increasing investments from International investors*
- *Creating new investment opportunities for Oman*
- *Opening new markets for Omani companies*
- *Building a platform for knowledge and skills transfer within Oman*
- *Generating a steady income stream while capital is tied up in local medium and long term investments*

Maintain liquid assets within appropriate controls and risk appetite.



# OIF's organizational structure is aligned to its strategy – with select sector groups designed to build specialist expertise in RML, T&C and ES



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- Abdullah Al Siyabi
- Amit Jain
- Anwar Al Jabri
- Arnab Basu Malik
- Badri Narayanan
- Hisham Al Hinai
- Hussain Al Lawati
- Khalid Al Balushi
- Khalid Al Eisri
- Khalid Al Yahmadi
- Said Al Habsi
- Vikram Subramaniam
- Vivek Varadan
- Amal Wahab

Initial Target Funds Allocation

**Resources, manufacturing and logistics (RML)**

- Aquaculture & food
- Minerals & mining
- Manufacturing
- Logistics

**Tourism, culture and real estate (TCRE)**

- Real estate
- Tourism & culture

**Emerging sectors (ES)**

- Clean tech
- Healthcare
- Financial services

**Listed equities (LE)**

- Yield generating listed securities
- Opportunist listed equities

**Treasury**

- Managing surplus funds in money markets



# RML target sectors and sub-sectors

Resources

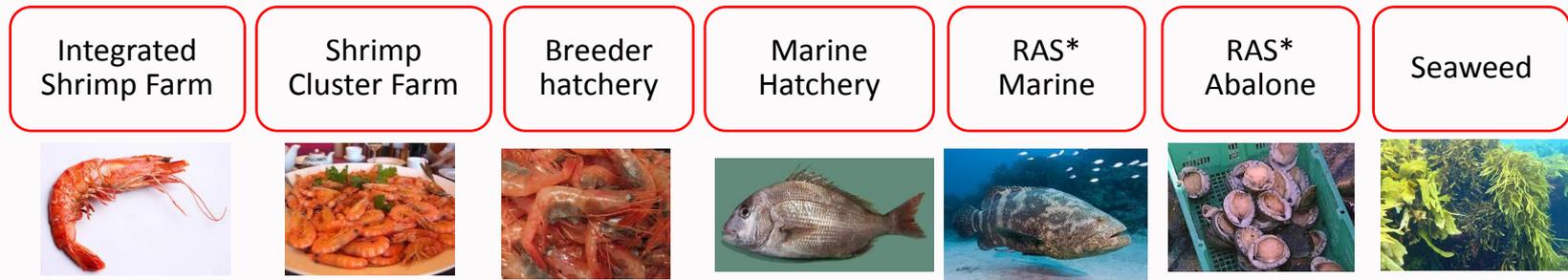
Core sector	Sub-sector opportunity		OIF value addition
<b>Fishing &amp; Food</b>	Aquaculture and Fish processing hub		<ul style="list-style-type: none"> <li>• Bringing international technical expertise to create national champions/centres of excellence &amp; raise ambition level</li> <li>• Creating world-class fisheries hub</li> </ul>
	Food		<ul style="list-style-type: none"> <li>• Leveraging strategic role to establish food processing industries</li> </ul>
<b>Minerals</b>	Minerals Exploration and Extraction		<ul style="list-style-type: none"> <li>• Championing Oman companies to expand abroad e.g. marble</li> <li>• Enhancing extraction techniques, leveraging new reserves</li> </ul>
	Minerals processing		<ul style="list-style-type: none"> <li>• Investing in value-adding downstream activities e.g. chromite smelter, antimony roaster, copper beneficiation</li> </ul>
<b>Manufacturing</b>	Basic metals downstream value chain		<ul style="list-style-type: none"> <li>• Investing with technical partners in immediate value-added activities downstream from aluminium and iron production</li> </ul>
	Manufacturing and Industrials		<ul style="list-style-type: none"> <li>• Building critical mass basic manufacturing capability</li> <li>• Partnering and co-investing with Indian manufacturers</li> <li>• Leveraging strategic location of Sohar and Freezones to address manufacturing challenges</li> </ul>
<b>Transport &amp; logistics</b>	Existing infrastructure capacity upgrading		<ul style="list-style-type: none"> <li>• Addressing existing or imminent transport and logistics capacity shortages</li> </ul>
	Core-sector led transport & logistics		<ul style="list-style-type: none"> <li>• Facilitating 'Oman-led' growth in other sectors</li> <li>• Transportation and logistics to support fish processing hub, minerals value chain, etc...</li> </ul>



# Case Study

## Aquaculture: value creation & catalyst

The role OIF could play in aquaculture is a good example of how it will leverage local and international links to catalyze growth in other focus sectors too:



### Example SME activities catalyzed

- Fishermen, fleet
- Fishmeal producers
- Boat owners, divers, etc
- Warehousing / storage
- Transport
- Small hatcheries / nurseries
- Wholesale traders
- Retailers
- Technology / equip. providers
- Bio, quality control
- Marketing

\* RAS – Recirculating Aquaculture System



# T&C target sectors and sub-sectors

<b>Core sector</b>	<b>Sub-sector opportunity</b>	<b>OIF value addition</b>
Tourism & culture	Destination development 	<ul style="list-style-type: none"><li>• Provide capital and connections to develop true integrated multi-use destinations in Oman</li><li>• Bring best in class destination planning partners across value chain</li><li>• Work with local partners in Oman to undertake development of new hotels in Oman to encourage tourism in Oman</li><li>• Bring new mixed use development / entertainment concepts in Oman on the newly allocated land from MOT</li><li>• Partners with strategic players like tour operators, cruise liners, airport operators etc.</li></ul>
Real Estate	Income Producing 	<ul style="list-style-type: none"><li>• Acquire good quality income producing assets outside Oman with a view for long term hold to generate stable income for OIF</li><li>• Acquire quality income producing assets in Oman</li></ul>
	Development & refurbishments & repositioning 	<ul style="list-style-type: none"><li>• Partner with quality developers and/or partners to undertake development of real estate assets to generate high returns with good visibility and real assets</li><li>• Partner will industry experts to acquire existing assets which could be improved by way of repositioning / refurbishments</li></ul>



# ES target sectors and sub-sectors

Core sector	Sub-sector opportunity		OIF value addition
Clean tech	Integrated waste management		<ul style="list-style-type: none"><li>• Co-ordinate with local Government to develop waste management</li><li>• Build large scale integrated collection treatment players with international partner(s) to upgrade Oman waste management and related industries</li><li>• Build platform for regional expansion</li></ul>
	Sustainable engineering and materials		<ul style="list-style-type: none"><li>• Invest in High tech in such areas as Solar systems, IT, Telecommunications, power generation, etc.</li><li>• Attract foreign players with knowledge/tech. expertise</li></ul>
Healthcare	Wellness and continuous care		<ul style="list-style-type: none"><li>• Attract partners to address domestic lifestyle disease and build into a regional platform for complementary and alternative medicine chains</li></ul>
	Super-specialty health tourism		<ul style="list-style-type: none"><li>• JV with knowledge partners to bring the expertise to make Oman a healthcare destination in select niches</li><li>• Leverage competitive advantage of Oman as a tourist spot</li></ul>
Financial services	Insurance		<ul style="list-style-type: none"><li>• Champion local insurers to become regionally competitive</li><li>• Take a lead role in building up the health insurance space</li></ul>
	Venture and growth capital funds		<ul style="list-style-type: none"><li>• Attract partners/team with strong experience in VC/SME</li></ul>