OMAN AMERICAN BUSINESS COUNCIL

AMCHAM OMAN

MAXIMIZING OPPORTUNITIES IN OMAN

OMAN AT A GLANCE

Population Size
5.3 Mn

Working Population
2.8 Mn

Median Age
29 Years

Education
40+ higher education institutes with 32,000+ graduates annually

GDP *in 2023*
$108.5 Bn

GDP per capita of roughly $21,549.8 in 2023

Time Zone
(GMT+4)

Language
Official: **Arabic**
Widely Spoken: **English**
Hindi, Swahili & Urdu

Currency
Omani Rial
(Pegged to the USD where $ 1 = OMR 0.386)

Telecommunication
Mobile population coverage for 5G and 4G networks stood at 99%

Area	Coastline
309,501 km²	**3,165 km**
(192,314 miles)	(1,967 miles)

Oman holds a key strategic position at the entrance to the Arabian Gulf and near the Strait of Hormuz, a vital route for global oil shipments, with nearly 20% of the world's oil passing through each day. It shares land borders with the UAE, Saudi Arabia, and Yemen and has maritime boundaries with Iran and Pakistan.

HISTORY OF U.S. - OMAN RELATIONS

1790 The American ship *Boston Rambler* sailed to the port of Muscat, the first U.S. - Oman contact.

1833 The U.S. and Oman sign the *Treaty of Amity and Commerce*—the first U.S. treaty with an Arab gulf state.

1840 Envoy Ahmad bin Na'aman sails the *Sultanah* to *New York*—becomes the first Arab diplomat officially recognized by the United States

1880 The U.S. opens its first consulate in Muscat, strengthening ties.

1958 *Treaty of Amity, Economic Relations,* and *Consular Rights* signed in Salalah.

1972-1973

Treaty of Amity, Economic Relations, and *Consular Rights* signed in Salalah.

1980 Military cooperation agreement signed; renewed in **2010**.

U.S. - OMAN FTA

Timeline & Key Milestones

2004

Formal negotiations begin, aiming to enhance trade and investment. Part of the U.S. vision to establish a **Middle East Free Trade Area (MEFTA)** by 2013.

2006

On *January 19th*, the FTA is signed by:

Rob Portman U.S. Trade Representative

Maqbool bin Ali Sultan Oman's Minister of Commerce & Industry

2009

On *January 1st*, the agreement enters into force;
Officially beginning full implementation

2019

By 2019, Oman became the country with **the highest number of tariff-free products entering the U.S.** as a result of the U.S.-Oman Free Trade Agreement.

FTA's Key Feature

No expiration date, ensuring long-term stability and economic cooperation

Promotes open markets, investment opportunities, and trade transparency

Strategic Advantage for Oman

The United States has 17 Free Trade Agreements (FTAs) covering 20 countries around the world.

Oman is one of just 20 countries globally that benefit from a U.S. Free Trade Agreement.

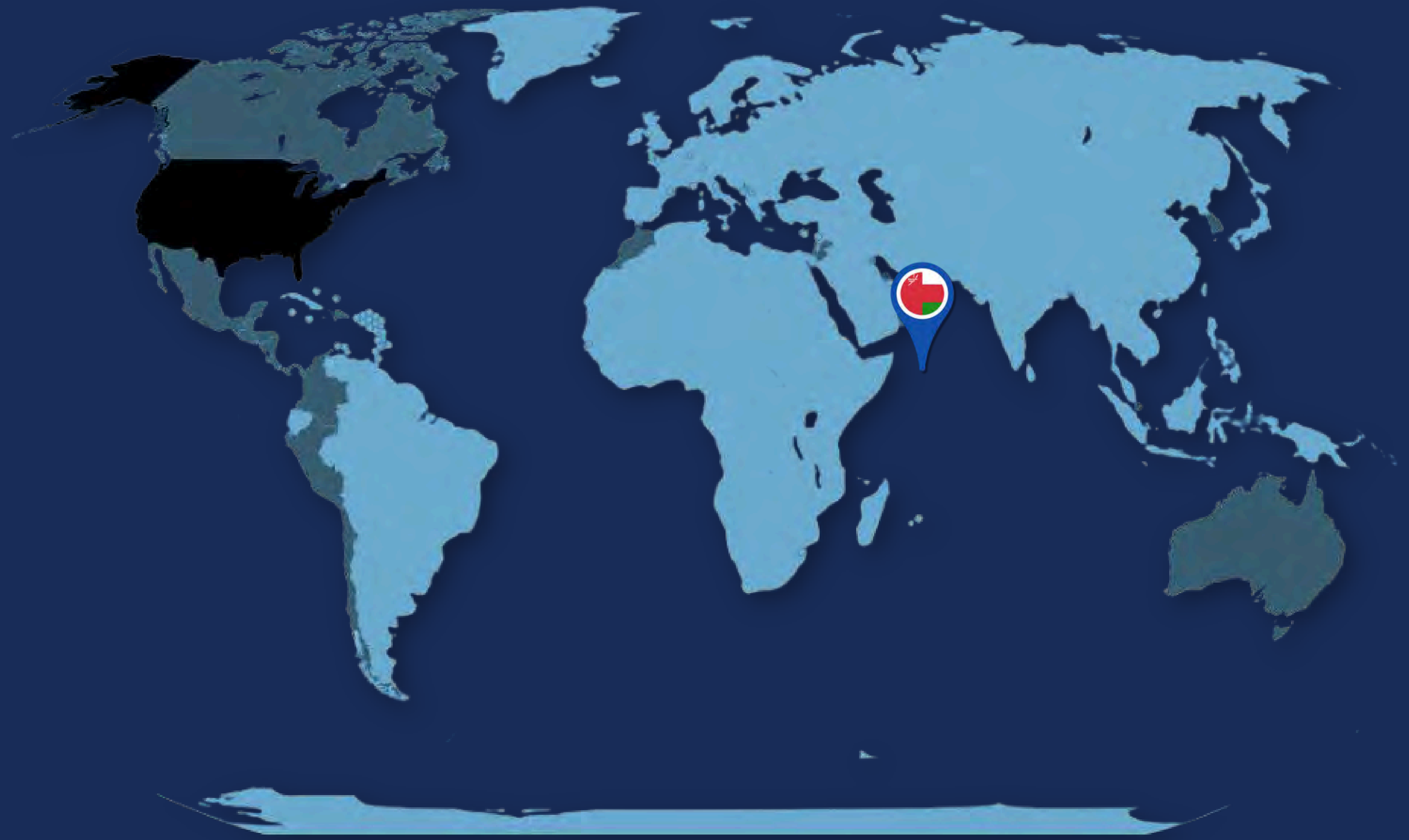
This agreement provides duty-free access for Omani goods entering the U.S. market.

It gives Omani exporters a significant competitive edge in the world's largest economy.

Oman has 5 FTAs

U.S. - Free Trade Agreement
Gulf Cooperation Council (GCC)
GCC - Singapore Free Trade Agreement
GCC - EFTA Free Trade Agreement
The Pan - Arab Free Trade Area (PAFTA)

Soon to secure:
Oman - India CEPA
GCC-UK FTA



— countries the U.S. has FTAs with

FREE TRADE AGREEMENT IN FORCE FOR OMAN & U.S.

U.S. - OMAN TRADE DATA 2024

U.S. EXPORTS TO OMAN IN 2024	USD 2.0 BILLION (770 MILLION OMR)
OMAN EXPORTS TO U.S. IN 2024	USD 1.3 BILLION (500 MILLION OMR)
TRADE BALANCE (U.S. SURPLUS) 2024	USD 634.3 MILLION (244 MILLION OMR)

U.S. Top Imports From Oman

Category	Value	Year
Plastics	$391.36M	2024
Aluminum	$244.43M	2024
Pearls, precious stones, metals, coins	$217.69M	2024
Articles of iron or steel	$141.02M	2024
Commodities not specified according to kind	$128.51M	2024

U.S. Top Exports to Oman

Category	Value	Year
Vehicles other than railway and tramway	$692.88M	2024
Aircraft, spacecraft	$220.52M	2024
Machinery, nuclear reactors, boilers	$204.03M	2024
Pearls, precious stones, metals, coins	$160.26M	2024
Plastics	$90.28M	2024
Commodities not specified according to kind	$75.39M	2024

صندوق عُمان المستقبل
FUTURE FUND OMAN

Established
in 2024 with an initial capitalization of $5.2 billion

Serves
as the third fund under Oman Investment Authority (OIA), alongside the National Development Fund and the Future Generations Fund

Aims
to accelerate foreign direct investment (FDI) and boost local entrepreneurship

Provides
critical financial support and strategic investments

Focuses
on innovative sectors and high-growth SMEs

Supports
sustained economic diversification

Targets
all economic sectors except oil, gas, and real estate

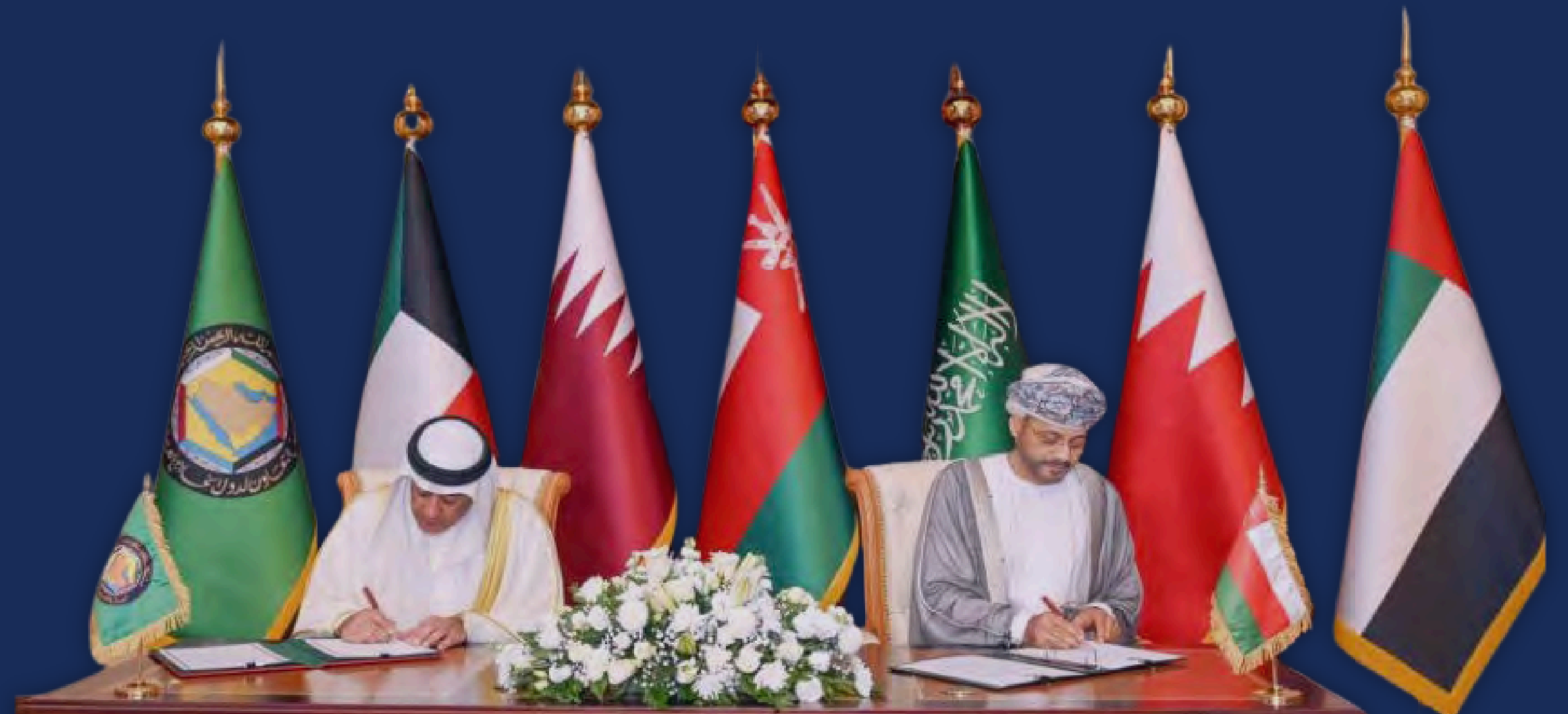
DISTINCTIVE CHARACTERISTICS OF OMAN WITHIN THE GCC

Oman stands apart within the GCC by virtue of its distinct foreign policy emphasizing neutrality and diplomacy. Unlike its neighbors, Oman traditionally avoids regional conflicts, instead positioning itself as a mediator fostering dialogue and peaceful solutions.

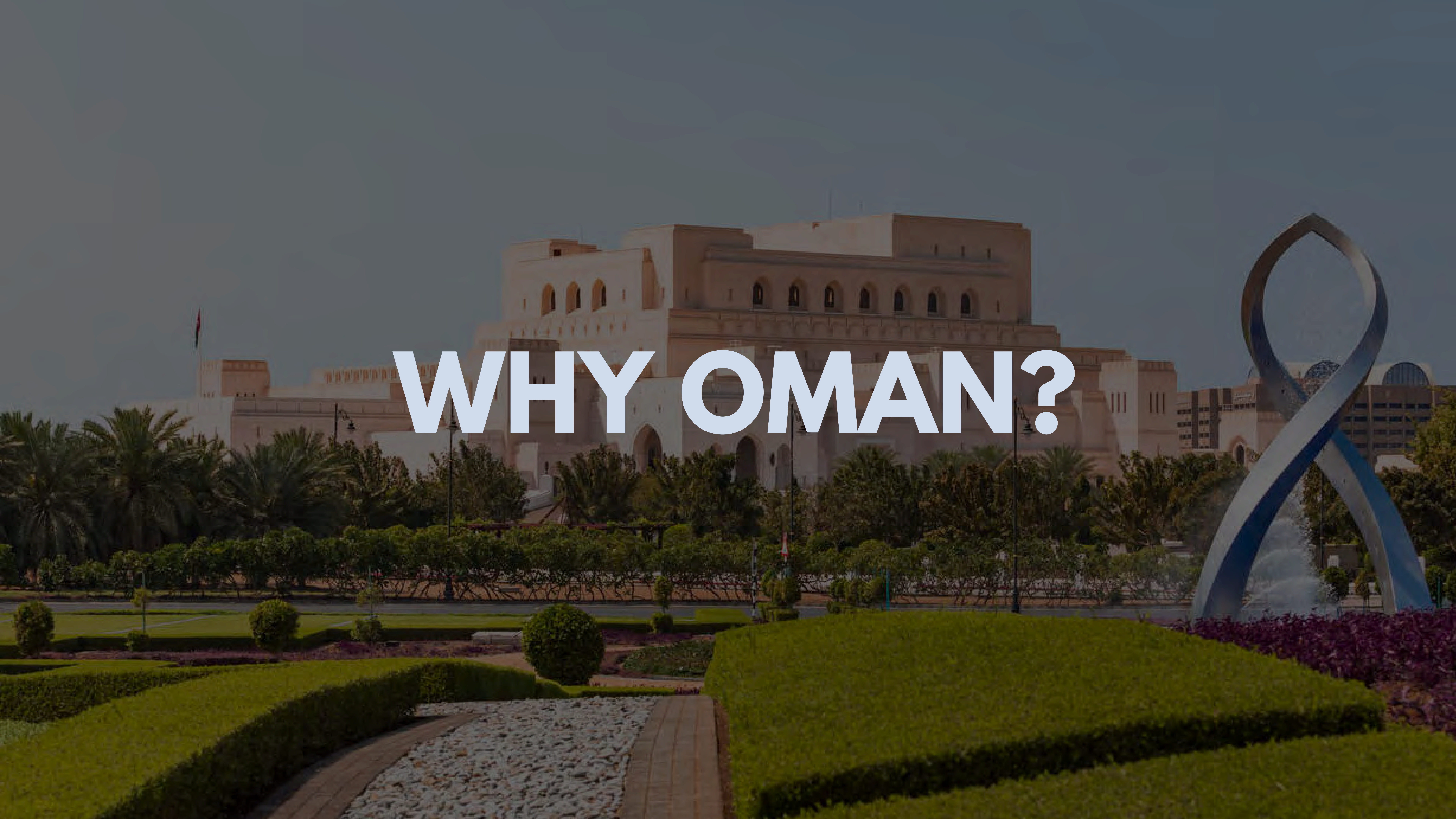
Economically, it has avoided rapid urbanization typified by cities like Dubai. Oman’s governance approach stresses balanced development, sustainable resource management, gradual modernization, and decentralization of economic activities.

Oman’s geographical advantage, notably its location outside the Strait of Hormuz, offers significant strategic maritime leverage.

Additionally, Oman's diverse demographic composition and cultural openness facilitates international collaboration, tourism, and multicultural business environments, enhancing its competitive edge within the GCC.



WHY OMAN?



CONNECTIVITY

Airports

5 Airports: Strategically located within short flight distances to major population and economic centers across the Middle East, South Asia, and East Africa.

Ports

Globally ranked, strategically located ports with a current capacity of 9.3 Mn TEUs.

1. *Duqm Port* is strategically located on Oman's central coast, giving it easy access to international shipping routes. It's a growing multi-purpose port that has gained even more importance with the addition of a state-of-the-art dry dock for ship repair and maintenance.
2. *Salalah Port* is one of four locations participating in the Secure Freight Initiative, conducting cargo screening for shipments bound for the United States. As part of the program, a U.S. Customs and Border Protection (CBP) officer is stationed right at the port to oversee the process.
3. *Sohar Industrial Port* is positioned just outside the Strait of Hormuz and has grown into a world-class facility, capable of handling some of the largest ships with a draught of up to 18 meters.
4. *Port Sultan Qaboos* serves as Oman's primary maritime gateway and is now mainly focused on welcoming cruise ships, making it a key hub for tourism and passenger arrivals.
5. *Khasab Port*, located in the far north of Oman, primarily caters to traditional tourist vessels and plays a key role in regional cruise tourism.

Roads

Oman has a well-developed highway network spanning around 15,000 kilometers, connecting all regions of the country as well as neighboring UAE and Saudi Arabia.

Railway

A major railway project is underway to link Oman and the UAE, featuring passenger stations in Sohar and Al Ain, along with dedicated freight stations in Sohar, Buraimi, and Al Ain.

FREE TRADE ZONE & SPECIAL ECONOMIC ZONES

Special Economic Zone at Duqm (SEZAD)

Features: is the largest special economic zone in the Middle East and North Africa (MENA) region.

Location Advantages: Ideal geographical location, with direct access to the Arabian Sea and the Indian Ocean, placing it outside the congested and politically sensitive Strait of Hormuz.

Salalah Free Zone

Features: A strategic hub for industry and logistics on the Arabian Sea.

Location Advantages: Well-positioned to access both natural resources and rapidly developing markets.

FREE TRADE ZONE & SPECIAL ECONOMIC ZONES

Al Mazunah Free Zone

Sohar Free Zone

Features: A strategic entry point for trade with Yemen and East African markets.

Location Advantages: Situated in Oman's southeastern region, with direct logistical routes to Yemen and East Africa.

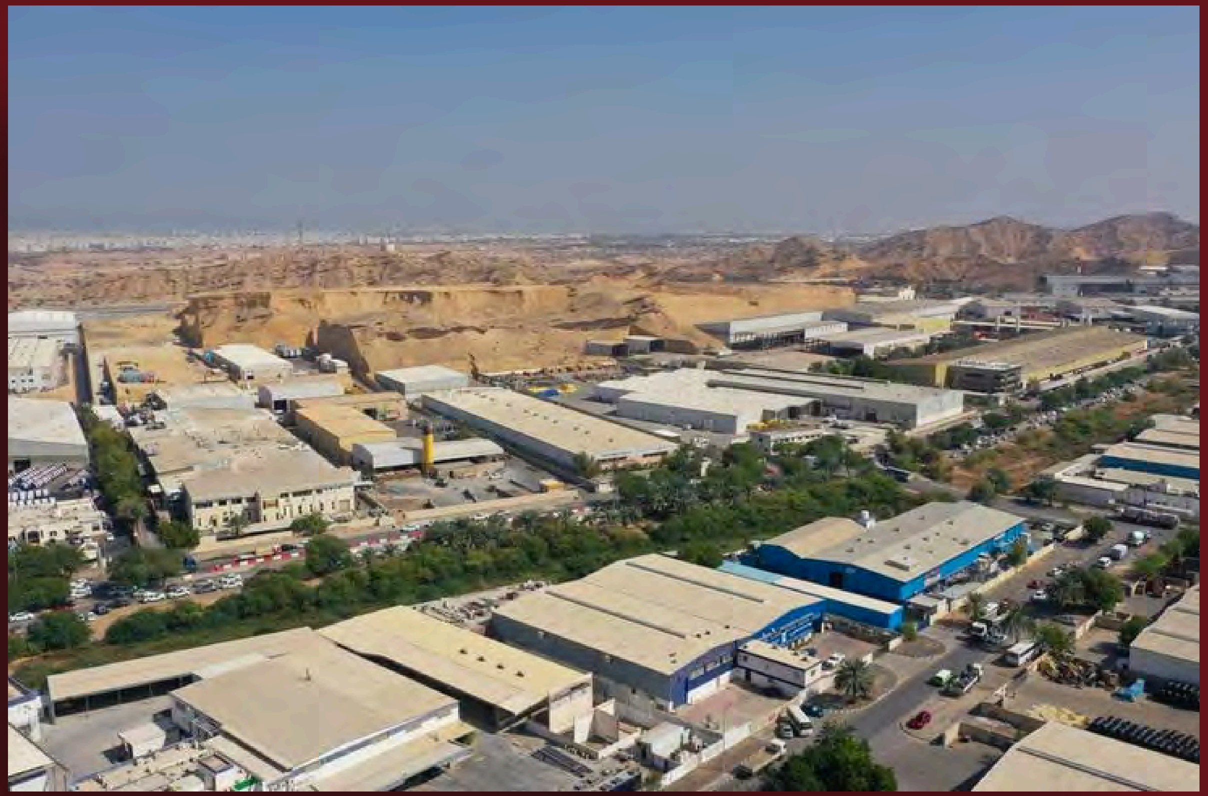
Features: Facilitates outreach to both regional and international markets.

Location Advantages: Strategically positioned near the Strait of Hormuz, with proximity to key global shipping routes and major regional ports, it serves as a vital gateway to the expanding markets of the Middle East, India, and Africa.

FREE TRADE ZONE & SPECIAL ECONOMIC ZONES

Khazaen Economic City

Industrial Estates (MADAYN)

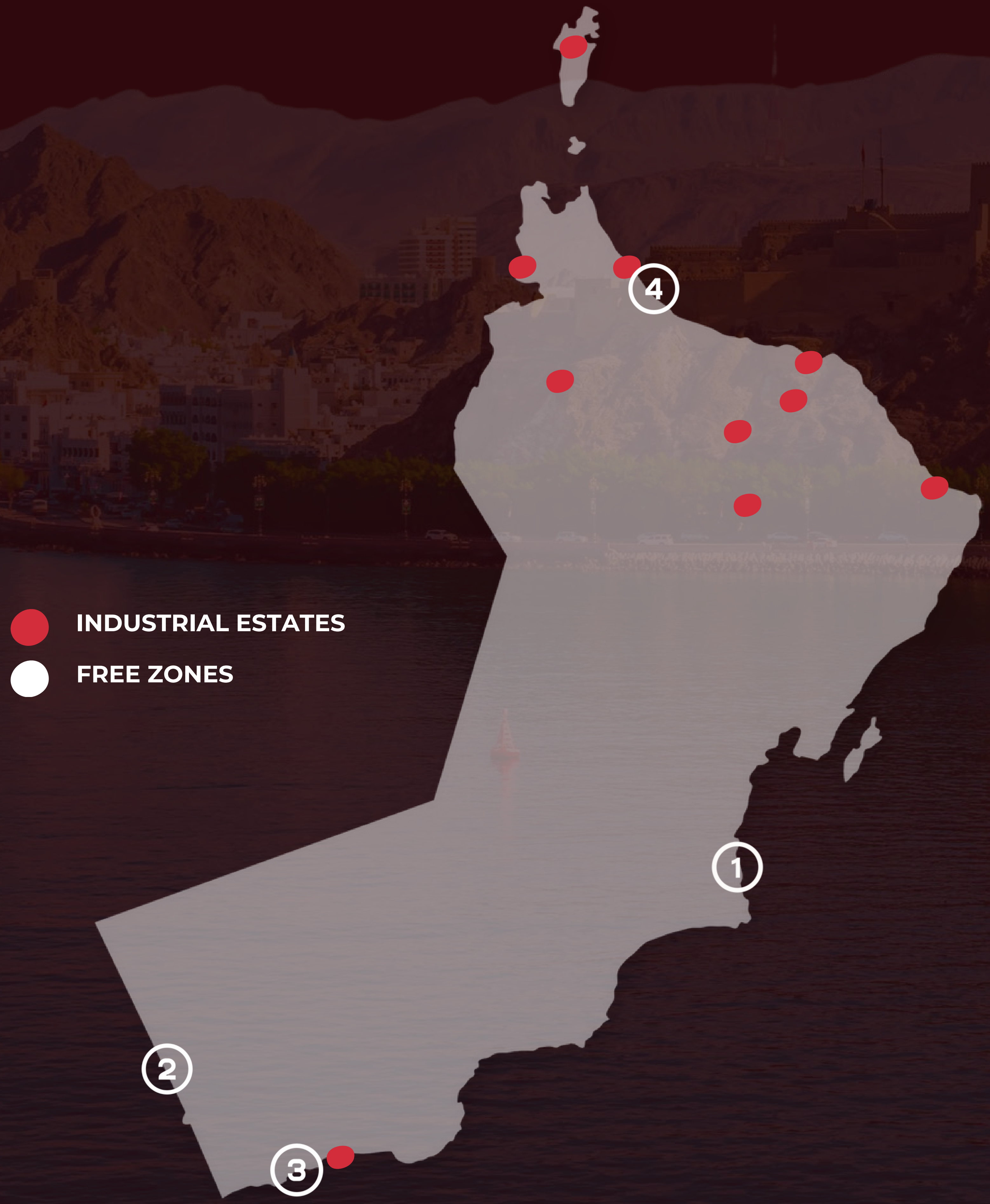


Features: The largest economic development zone is directly connected to Oman's capital, Muscat, and is strategically located in Barka.

Location Advantages: A strategic location in the most densely populated part of the Sultanate. that is well connected to the local, regional, and international markets

Features: Madayn manages and operates (10) industrial cities in Sur, Suhar, Raysut, Nizwa, Al Buraimi, Al Rusayl, Samail, Ibri, Al Mudhaibi, Mahas, in addition to Knowledge Oasis Muscat (KOM) and Al Mazunah Free Zone.

Location Advantages: Offers investors nationwide access to key ports, borders, and markets, ensuring strategic connectivity and efficient logistics.



The Public Authority for Special Economic Zones & Free Zones (OPAZ) oversees the Special Economic Zones at Duqm, Al Mazunah Free Zone, Sohar Free Zone, Madayn’s industrial estates, as well as the technology park and Knowledge Oasis Muscat.

ELECTRICITY TARIFF

Summer Tariff applies from May to Sep
Winter Tariff applies from Oct to April

		High Voltage (132 KV, 200 KV, 400 KV)	33 KV	11 KV	0.415 KV (LT)
1. Flat Tariff		0.055 USD/Kwh	0.065 USD/Kwh	0.068 USD/Kwh	0.086 USD/Kwh
2. Seasonal Tariff	Summer Tariff	0.075 USD/Kwh	0.083 USD/Kwh	0.086 USD/Kwh	0.100 USD/Kwh
	Winter Tariff	0.042 USD/Kwh	0.049 USD/Kwh	0.052 USD/Kwh	0.070 USD/Kwh

INVESTMENT OPPORTUNITIES

ENERGY

Solar
Average solar irradiance of 5.5 — 6 kWh/m2/day, among the highest in the world

Wind
Wind speeds in coastal areas, particularly Dhofar, average 7 - 9 m/s

Land
Oman has designated 65,000 km2 available for renewable energy and green hydrogen development

Green Hydrogen
Oman is set to become one of the world's premier exporters and the Middle East's largest producer

Production Targets
1+ million tonnes of green hydrogen per year by 2030, scaling to 8.5 million tonnes annually by 2050

Investment Target
US$49 billion in investments in green hydrogen by 2030, scaling to US$140 billion by 2050

OPPORTUNITIES

Project name: Photovoltaic panels for solar power applications

Description: Manufacturing of solar panels is a device that converts sunlight into electricity by using photovoltaic (PV) cells.

Project name: High Voltage Transformers

Description: A transformer is a device for transferring energy in a system from one circuit to another. It consists of two independent electric circuits linked with a common magnetic circuit.

INVESTMENT OPPORTUNITIES

MINING

Estimated mining will contribute
US$ 779mn to GDP
by 2030

The first **Ferrochrome** producer and exporter in the GCC

Total mineral ores produced in 2023:
70.4 million tonnes

Oman is one of the world's
largest gypsum exporters

Revenue from mineral sales
US$292 million in 2023

OPPORTUNITIES

Project name: Silicone Metal

Description: Minerals development Oman-saoc-mdo is looking to meet the growing demand for solar and semiconductor energy by focusing on silicon ore extraction from silica, and the company has identified several locations where silicon ore is located.

INVESTMENT OPPORTUNITIES

TOURISM

+4 million
tourists 2023

2040 visitor target:
11.7 million
visitors per year

in 2024
$5.9 billion
invested in 360+ tourism projects

Less than
3 hours flight
from 30% of the world's population

Priority segments: **luxury, adventure, eco.**
Other key focus areas are**: ITCs, Sport, MICE, Cruise**

Biggest Source Markets 2023

GCC 1.6mn, 40% of all visitors - 15% of GCC visitors arrived in August

- India **610,000**
- Germany **231,000**
- Yemen **150,000**
- China **118,000**

Biggest Growth Markets 2023

- China **+272%**
- Germany **+182%**
- Italy **+87%**
- India **+71%**

OPPORTUNITIES

Project name: Tourist Diving Club Project – AlHallaniyat Islands

Description: This investment opportunity offers the development of a fully integrated tourist diving club, combining exploration, leisure, and exceptional marine experiences.

Project name: Yiti and Yankat Investment Phase III - Muscat

Description: The 532,000 sqm land can supports up to 400,000 sqm of mixed use GFA. Variety of partnership models can be discussed between the Master Developer and the Developer.

INVESTMENT OPPORTUNITIES

MANUFACTURING

US$5.5 billion in FDI end of Q3 2024 | posting a growth rate of **51.9%**

Total merchandise exports US$62.7 billion in 2024 | up **6.7%** on 2023

Products include: Pharmaceuticals and medical supplies; petrochemicals & refined petroleum products; food & beverages; construction materials; aluminum products; textiles & garments; plastic products including packaging; electrical equipment; metal products including pipes & structures.

- Suhar, Salalah, & Al Mazunah free zones
- Special Economic Zone at Duqm (SEZAD)
- 16 Madayn Industrial Cities

OPPORTUNITIES

Outsourcing Semiconductors Assembly and Testing (OSAT)

Build and operate an advanced OSAT factory in Oman with exposure to the international market. The government will offer attractive incentives for keen private investors. A potential government/private partnership is offered to the investment opportunity with free land of up to 100,000 sqm. The strategic location is enabling Oman to play a significant role in the global semiconductor supply chain between East & West.

Shrimp Farming (Ras Madrakah)

Producing shrimp in commercial quantities with a closed recycling system and marketing it in the local and regional markets, thus supporting the food security of the Sultanate and strengthening its position among the countries exporting farmed shrimp.

LADAYN
POLYMER PARK

Ladayn Polymer Park is an industrial project in Oman designed to focus on the production and manufacturing of polymer-based products. This park is part of Oman's strategy to diversify its economy and develop its industrial sector with the aim of having a comprehensive manufacture of innovative, plastic products in Oman

Ladayn Polymer Park represents a successful collaboration between the private and government sector and serves as a compelling example of attracting investment.

FREE ZONE OR INDUSTRIAL ESTATE AND % OF RAW MATERIALS REBATE ON POLYMERS

SOHAR PORT / FREEZONE	المنطقة الحرة بصلالة Salalah Free Zone The wor'd within your hands	مدائن madayn
3-4.5%	3-4.5%	3-5.5%

MEMBERSHIP TIER

Overseas Premium

1000
OMR per year

3
Company Representatives

BENEFITS SUMMARY

This tier allows those companies that do not have a registered CR within Oman to be an active member of the OABC.

- Facilitated B2B / Strategic Introductions
    - Up to 6 per year
- Introductions to Government / Ministries
- Free Entry to Regular OABC Events (when visiting Oman)
- Listing in OABC Professional Services Directory
- Promotion in OABC Newsletter & Social Media
- Logo Visibility at Events & Directory
- Eligible to host or sponsor OABC Events
- Eligible for AmCham MENA Webinars & Events
- Access to Member Forums / Working Groups
- Basic Market Guidance & Informal Consultation
- Optional Paid Services (e.g., Research, Trade Show Support)
- Eligible for Gateway Oman & Export Compass programs

WHO WE ARE & WHAT WE DO

As the largest networking organization in Oman with over 200 members hosting over 30 in-person events every year, we encourage the Omani business community to engage in discussions for diversification and growth. It is the pathway to joining our programs.

Rebecca Olson
CEO, OABC

Rebecca brings over 20 years of experience working with nonprofit and for-profit organizations across Rochester, Boston, Nairobi, Ramallah, and Muscat.

She joined OABC in 2017 as Executive Director, where she played a key role in doubling both the organization's membership and the number of events held annually. In 2023, she was promoted to CEO.

Rebecca is deeply committed to supporting OABC members, strengthening U.S.–Oman trade relations, and making Oman an attractive and accessible destination for business.

Issa Al Raisi
Trade and Investment Support Officer

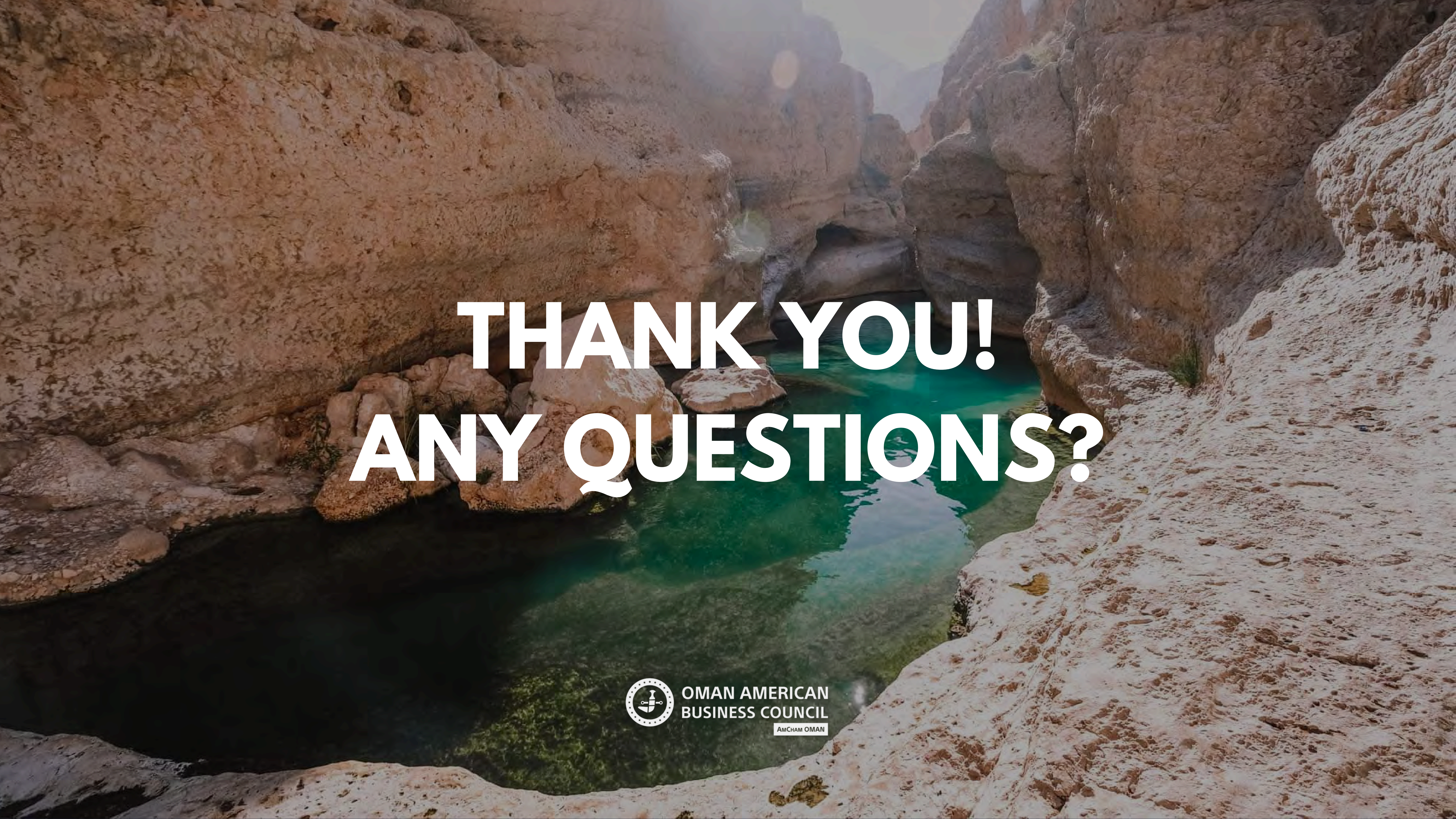
Issa Al Raisi is a trade and investment support officer at the Oman American Business Council (OABC), where he supports trade and investment initiatives between the U.S. and Oman. He is passionate about international business, cross-cultural collaboration, and helping create impactful opportunities that connect companies across borders.

Issa holds a Bachelor of Science in Business Management with a concentration in International Business from the University of Delaware. Since graduating in December of 2024, he has been actively involved in the Council’s work, contributing to high-level events, membership engagement, and strategic communications that promote bilateral trade.

Harshal Dutia
Director of Trade and Investment

Harshal brings over 10 years of experience in Oman across trade development, business development, and finance, with a strong background spanning the government sector, non-profits, and private enterprise. From 2016, he led initiatives at an international trade development organization in Muscat, managing high-impact projects in power, defense, oil and gas, water treatment, healthcare, and IT—focused on driving trade, attracting investment, and enabling technology transfer.

Harshal joined OABC in December 2023 to lead efforts in strengthening U.S.–Oman trade relations. He supports Omani companies in exporting to the U.S. through targeted programs, market insights, and expert guidance on leveraging the U.S.–Oman Free Trade Agreement.



THANK YOU!
ANY QUESTIONS?

OMAN AMERICAN
BUSINESS COUNCIL
AmCham OMAN