

H. E. Hamed Al Oufi



Oman Ministry of Agriculture and Fisheries Oman

Dr. H. E. Hamed Said Al-Oufi is a fisheries development specialist with a doctorate degree in fisheries from the University of Hull in the United Kingdom.

He was appointed Undersecretary for Fisheries Wealth in the Oman Ministry of Agriculture and Fisheries in 2006.

Al-Oufi has wide experience in the development and implementation of fisheries projects, and played an instrumental role in launching aquaculture development and investment in Oman.

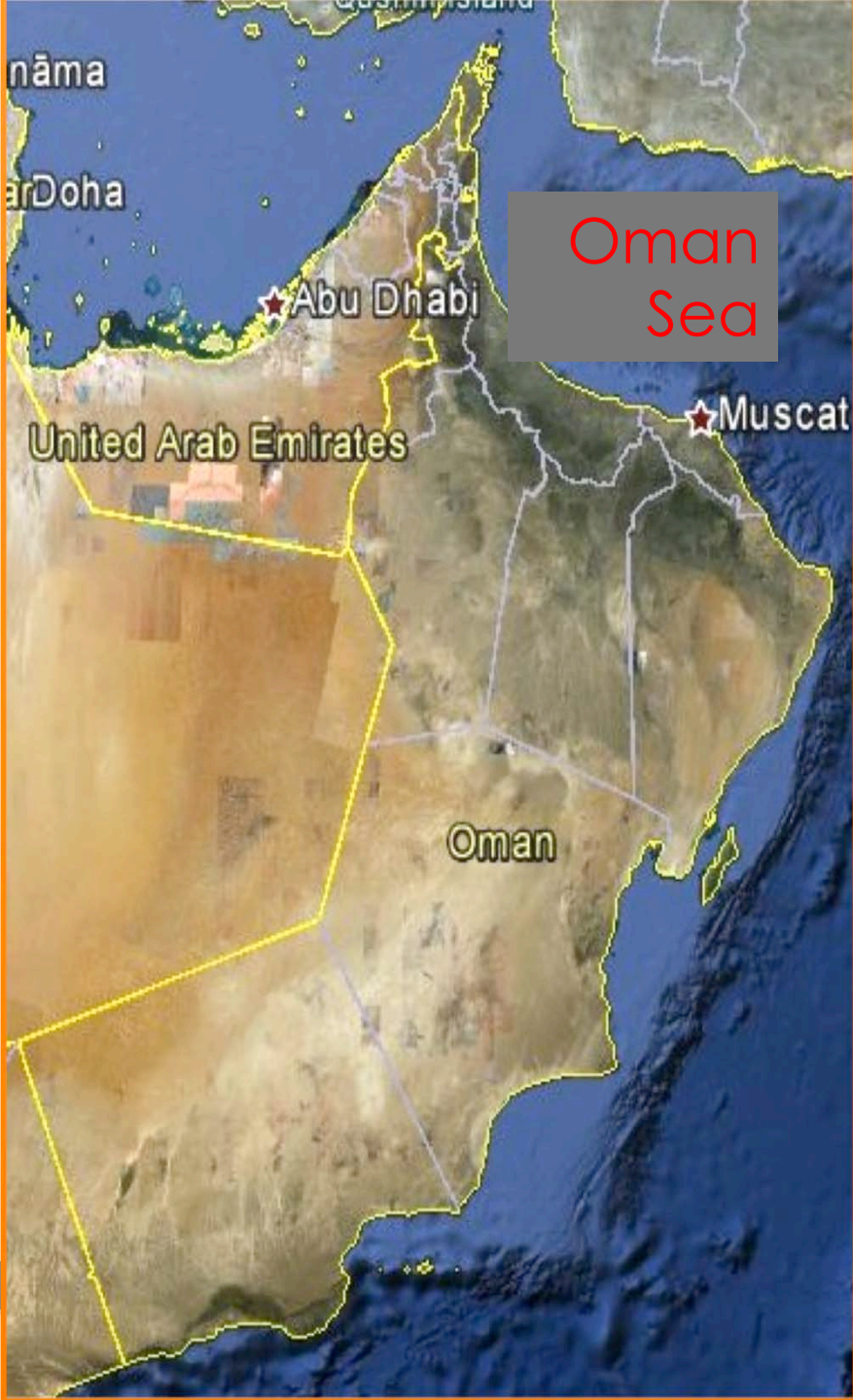


Aquaculture Potential In The Sultanate Of Oman We Are Only At The Very Start Of Our Journey

H. E. Hamed Al Oufi

Agenda

- The Aquaculture Vision
- Our Commitment
- Our Expectations
- The Opportunities
- Come, talk to us



Bountiful Oman

- 3165 km of pristine coastline
- Wide range of naturally occurring species with great aquaculture potential

Potential Species

Highly valued species on the world markets including abalone, grouper, cobia, breams, tuna, shrimp native to Oman.



Fisheries in Oman

- A centuries' old tradition
- Limitation of capture fishery
- Oman fisheries today
 - Over 191,000 tons per year
 - Valued at US\$ 355 million (at first sale)
 - Employs more than 40,000 nationals

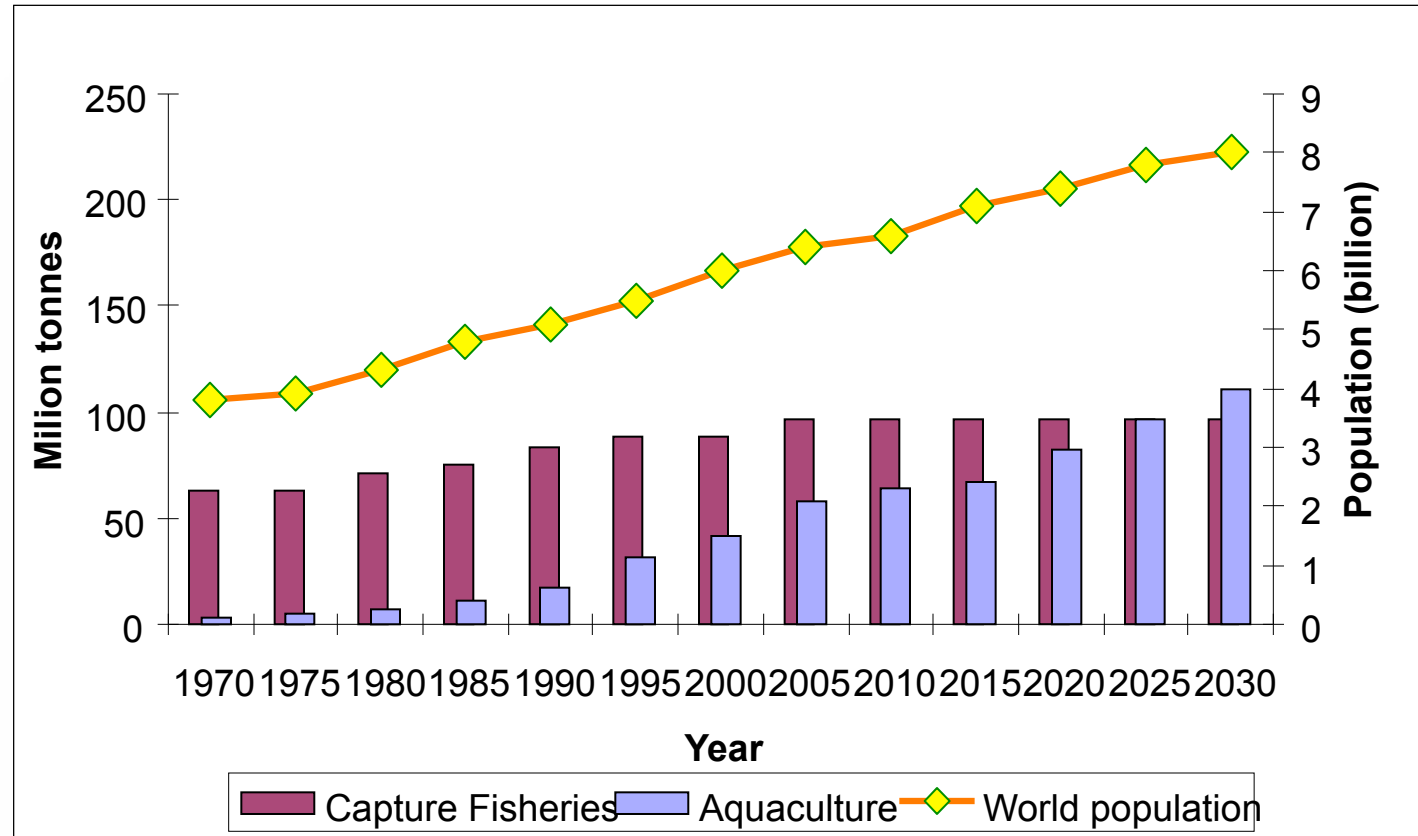


The Aquaculture Vision

- Oman has identified aquaculture as being a key pillar to diversifying its national economy beyond the hydrocarbon sector.
- The experiences of many countries confirm the potential of aquaculture as an industry to diversify sources of income.
- Economic and technical studies on aquaculture qualify Oman to be the leading country in the region.

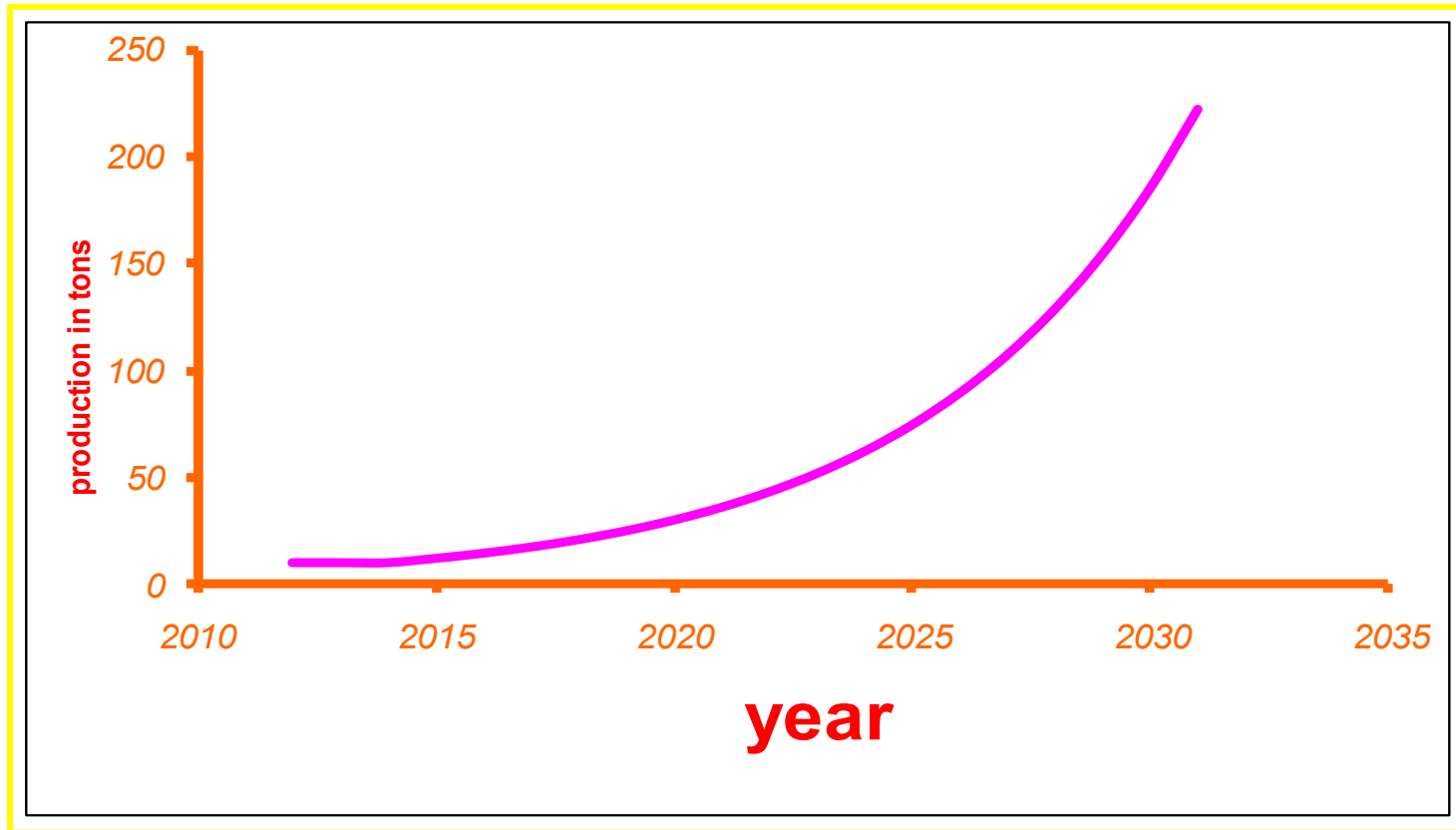
The Aquaculture Vision

- Forty million tons of fish from aquaculture will be needed by 2025-2030.
- A market led approach.



The Aquaculture Vision

Aquaculture in Oman will reach 200,000 tons in the next 3 decades, growing @ $> 15\%$ per annum



This Oman estimate was based on what has been achieved in Chile, Greece, Turkey, Norway and Egypt

The Aquaculture Vision

How we aim to get there

Steps already taken:

- Major study of resources undertaken by FAO in 2007
- Atlas of suitable sites for aquaculture (2010)
- Regulatory framework in place (2011) with investment guidelines for investors
- Attractive incentives for investors in place
- Suitable species being studied and identified

We are now ready to invite serious players

The Aquaculture Vision

How we aim to get there



Steps in progress:

- Major development fund being established to promote or partner aquaculture development.
- Site and license applications and allocation systems streamlined for faster processing.
- One-Stop-Shop for easy access by investors to Ministry of Agriculture and Fisheries.
- Full sector gap analysis completed with investments being targeted - e.g. hatcheries, feed mills, etc. supporting commercial development.



“The bays and fjords of Oman which are more than 50 m deep and are suitable sites

The Aquaculture Vision

“Oman aims to be the leader in Aquaculture in the Gulf Region.”



Why Invest in Oman?

- Resources biodiversity along > 3000 km coastline.
- World class infrastructure.
- Excellent seafood processing sector.
- Strategic location close to key export markets.
- An investor-friendly environment with attractive suite of incentives
- Political stability and an orderly civil society
- Professional, business-friendly legal and regulatory framework



Our Commitment

- One-stop-support-shop.
- Financial incentives.
 - Tax holiday & Duty benefits
 - Soft loans
- Majority/Wholly owned foreign investments possible.
- Easy clearances and permits

Our Commitment

- No restrictions on currency repatriation.
- Long term land lease at low cost.
- Low input costs: fuel, energy, labour etc.



Our Expectations

- Long term business commitment/partnership.
- Experience & expertise in aquaculture.
- Proven track record in developing indigenous species.
- Strong sense of social commitment.



The Opportunities:

Species and Production Systems

- Fish & shell-fish farms along the coast.
- Off-shore farming (sea-based cages).
- Fresh/brackish water farming.
- High-value aquaculture operations (e.g., abalone) are already in place.



The Opportunities:

Support Infrastructure

- Commercial hatcheries.
- Fish-meal & aqua-feed production.
- Aquaculture services & equipment.
- Integrated farming opportunities.
- Marketing – closeness to European & Asian markets



The Permitting Process

Step 1

- Prepare an outline proposal

Step 2

- Get a provisional aquaculture license (PAL)

Step 3

- Submit detailed business plan

- Get Operational Aquaculture License (OAL)

Come Talk To Us

- One-to-one sessions
- Visit us in Oman
- Give us your proposals
- Let's join the journey together



**“Oman is at the very start of its
aquaculture journey – and we
would like you to join us in
Oman to help us on our way”**



Thank You for Your Valuable Time and Keen Interest



Contact

The Aquaculture One Stop Shop

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