

Oman  
Manufacturers  
Association



جمعية  
الصناعيين  
العمانية



# Evolution of Oman's Export over the years

A Glance at Oman's Trade Dynamics  
and Product Complexity

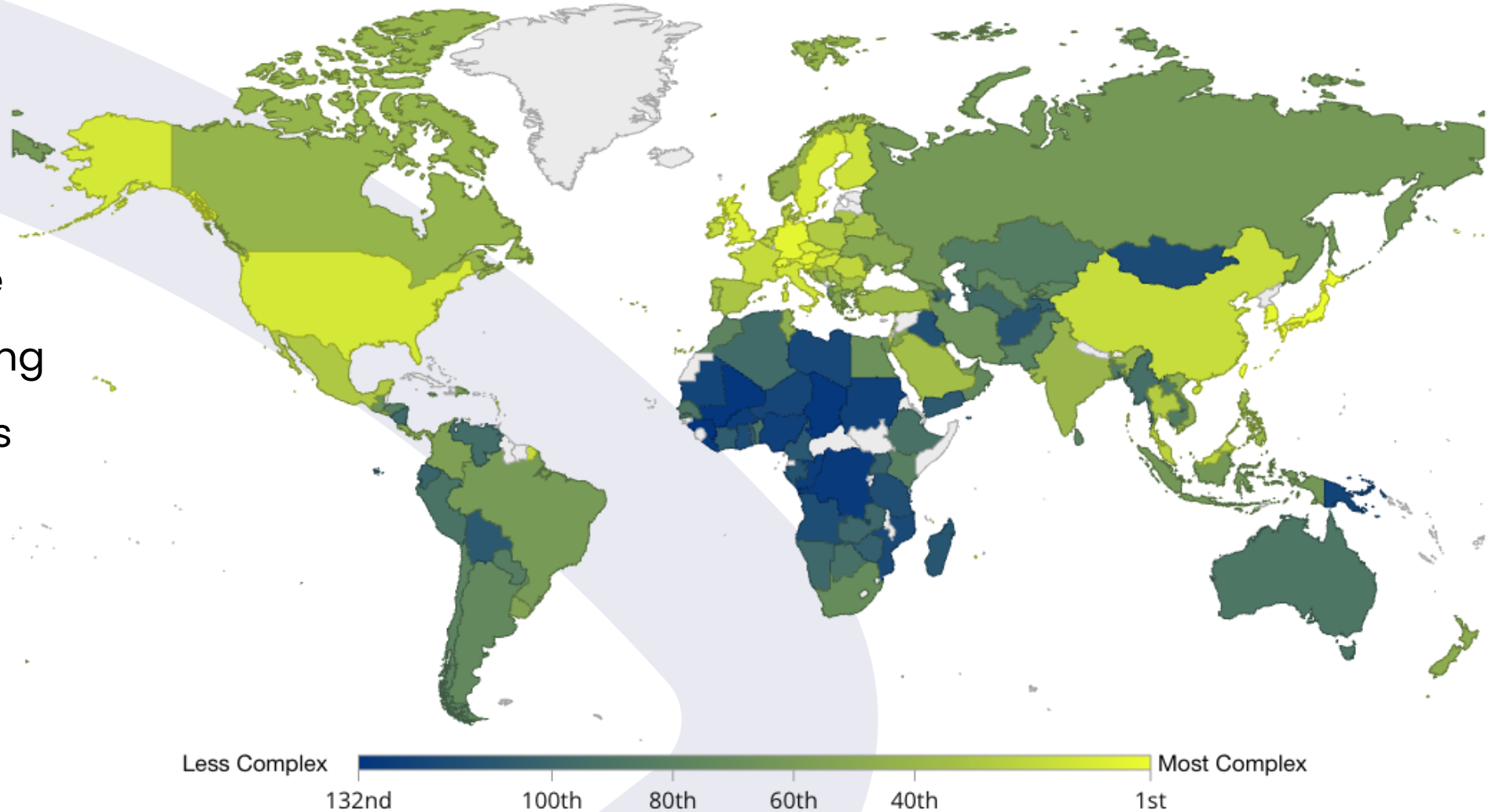


# Agenda

- World Trade Facts 2022
- Oman Export Markets over the years
- Oman Economic Complexity
- Success Stories Exporting More complex Products

# Economic Complexity Index

The ECI aims to infer information about countries productive capabilities by making relative comparisons across countries' export baskets.



# World Trade 2022

WORLD  
TRADE

- \$23.7T

TOP  
EXPORTER

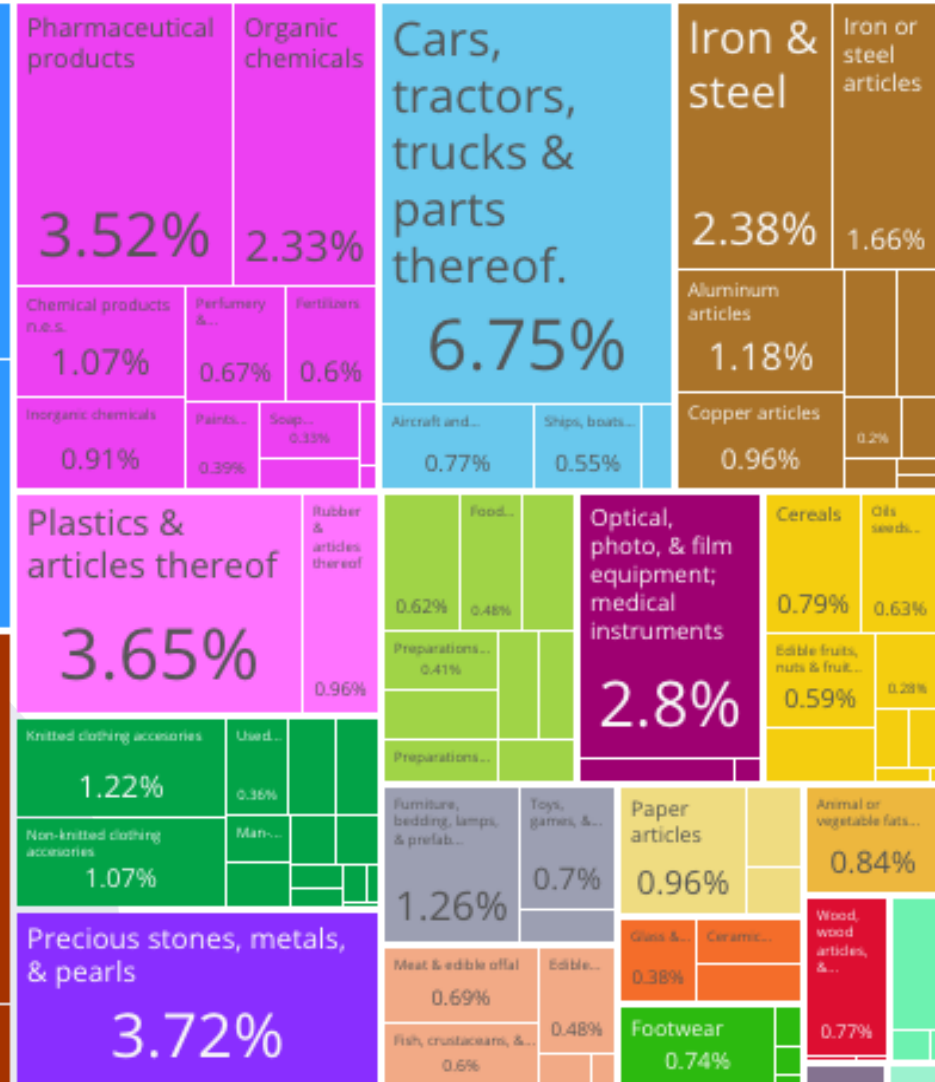
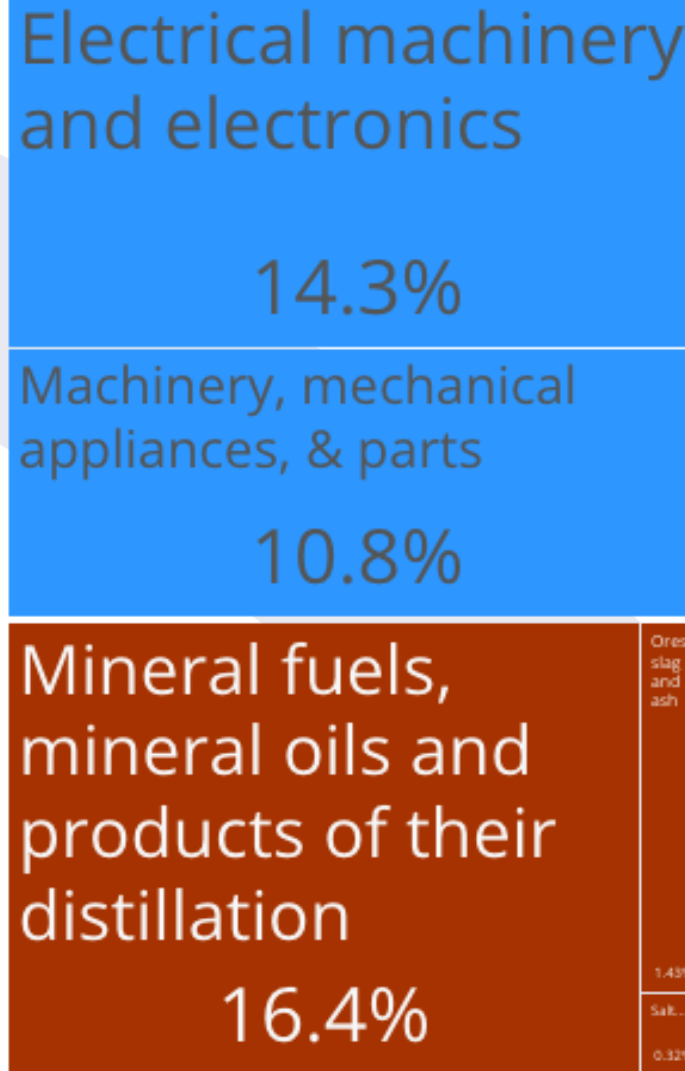
- CHINA
- \$3.73T

TOP  
IMPORTER

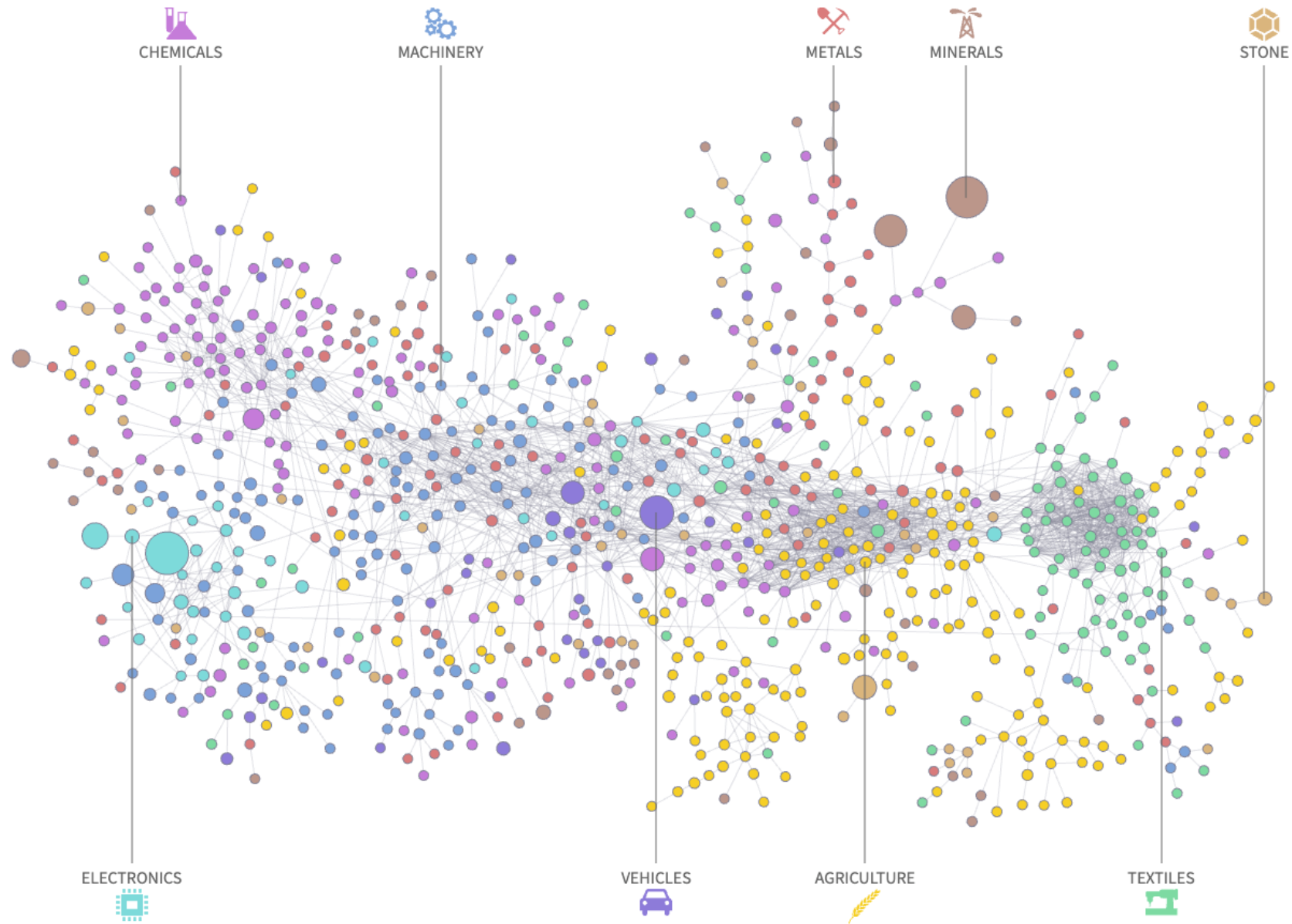
- USA
- \$3.12T

MOST  
COMPLEX  
ECONOMY

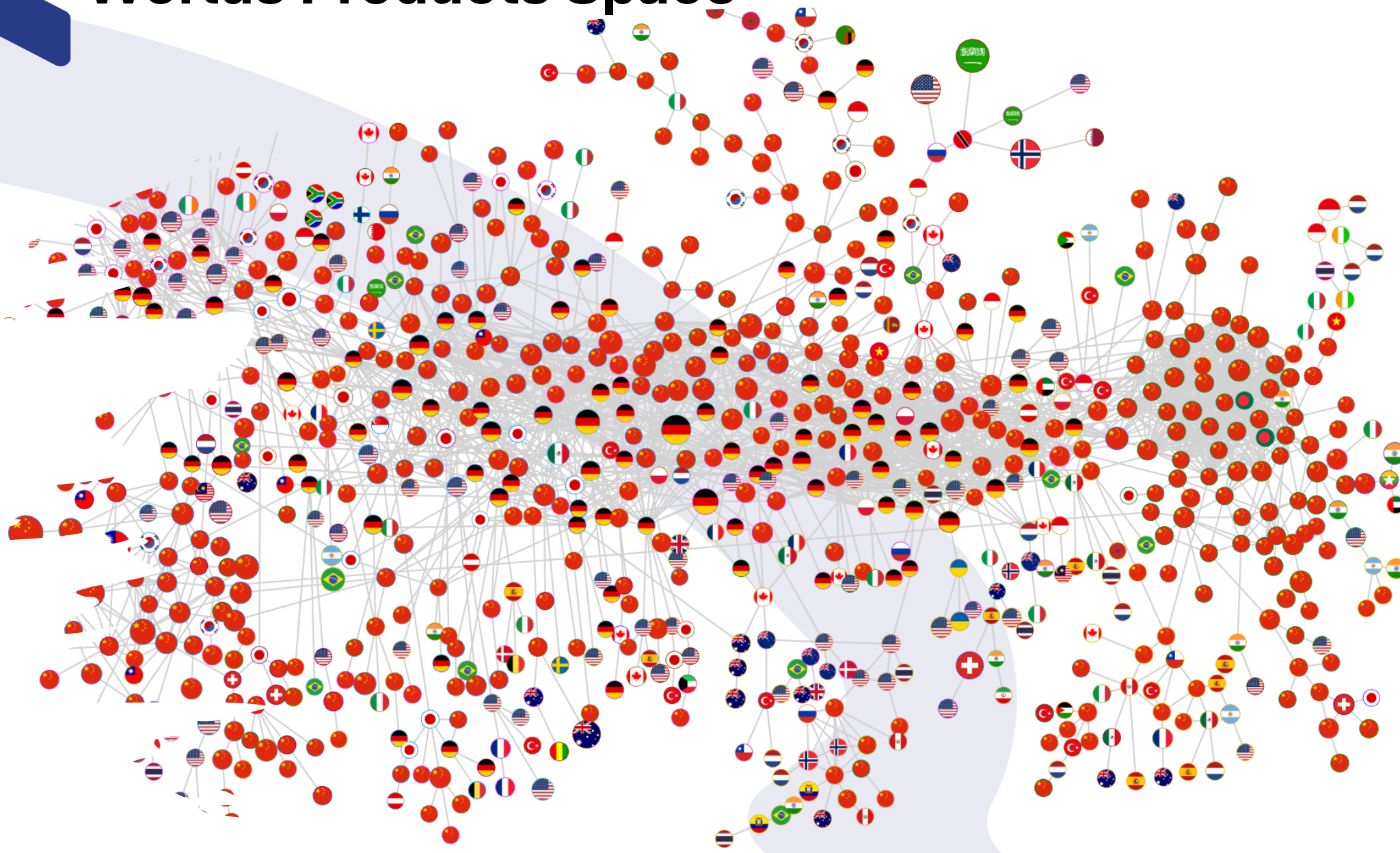
- Japan
- 2.2



# Worlds Products Space

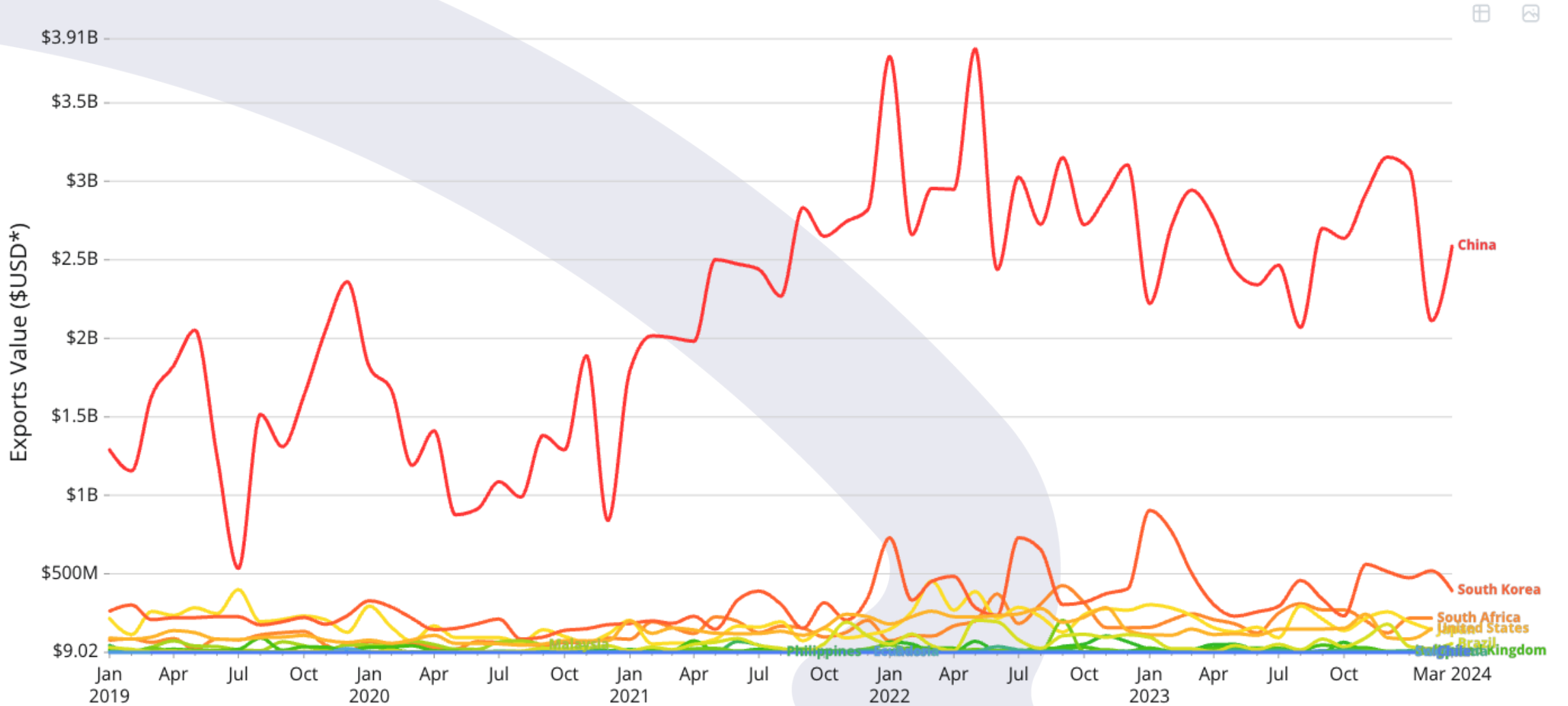


# Worlds Products Space



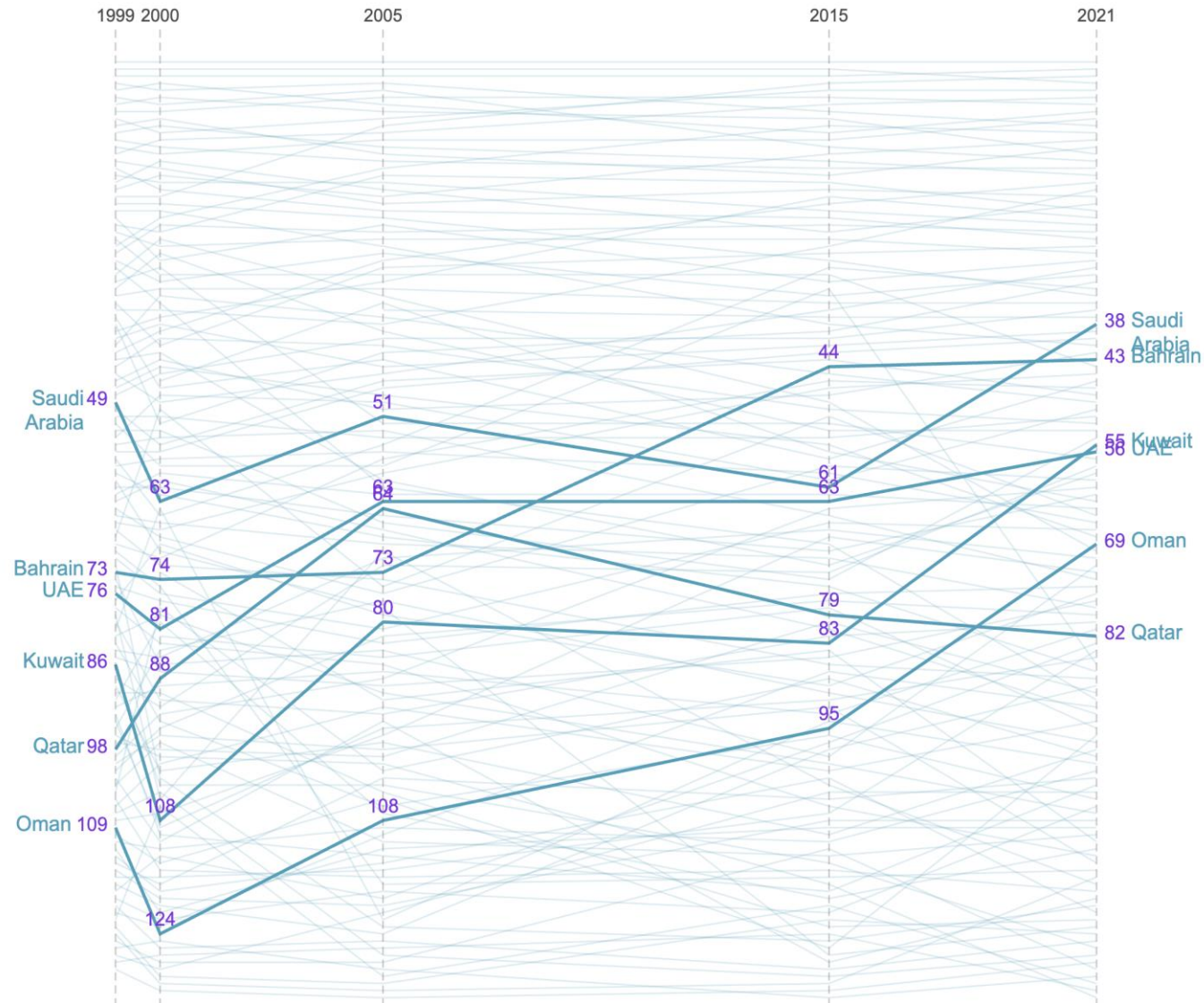


# Oman Exports Markets Over The Years



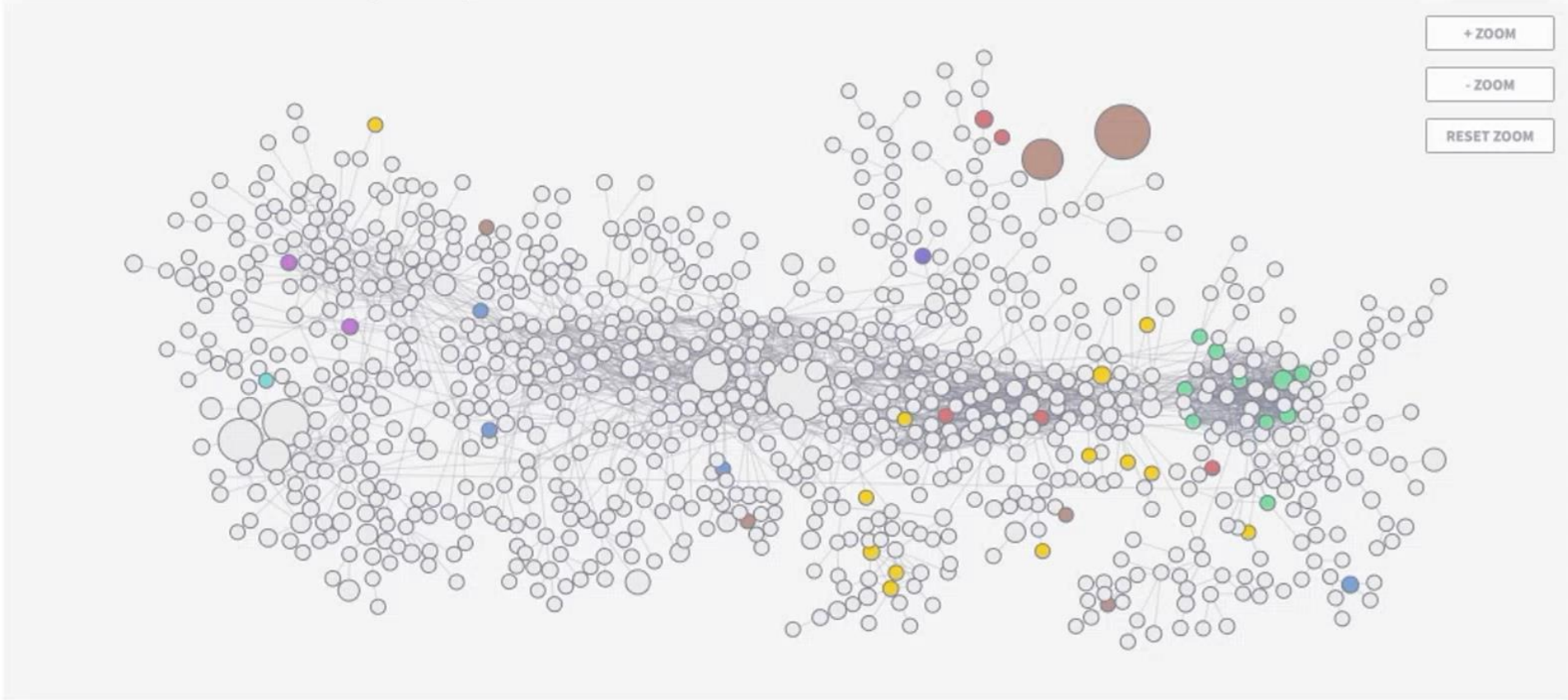


# Oman Complexity Ranking



# Oman's Product Space, 1995

Total/Shown: \$5.98B ⓘ



PRODUCT SECTORS



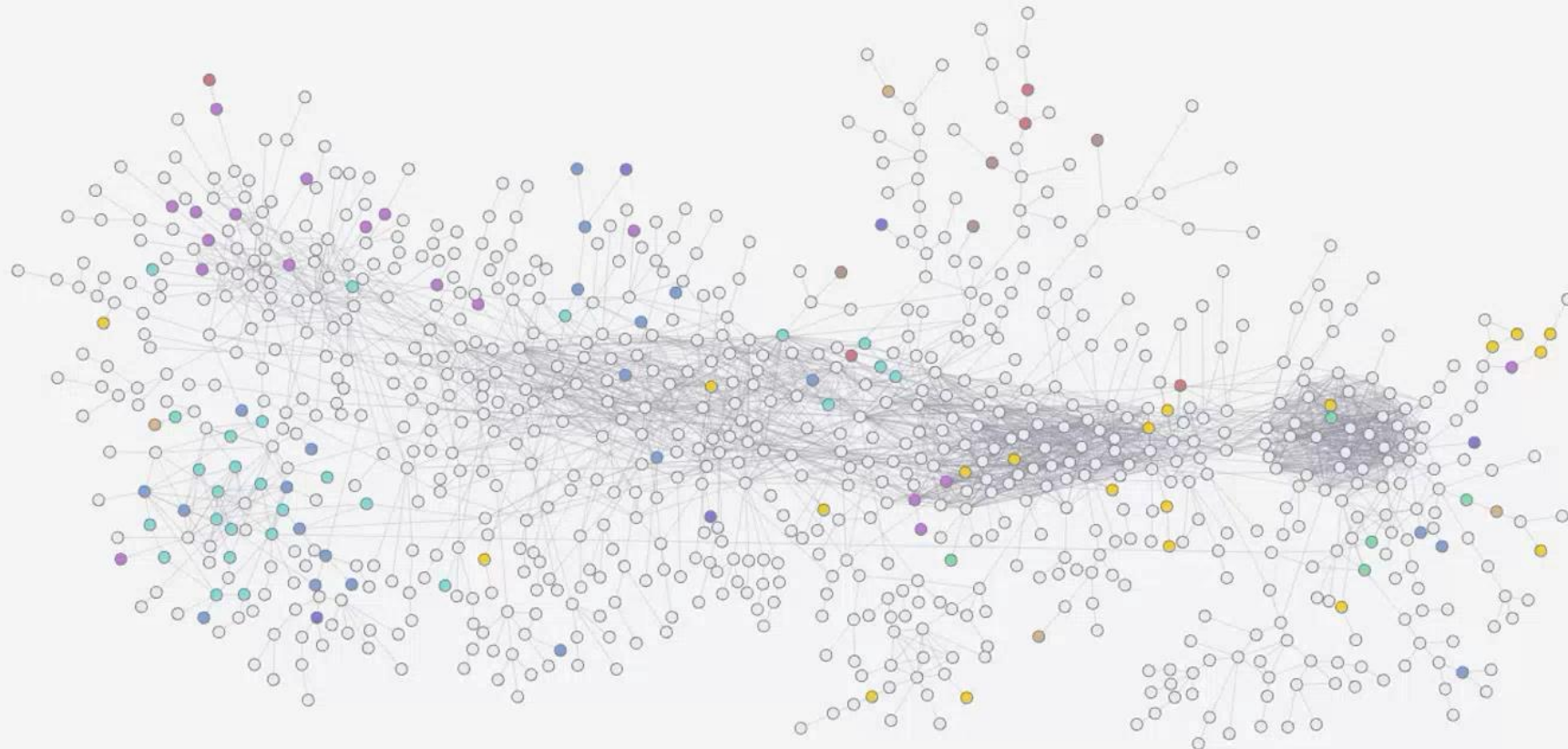
SEARCH IN VISUALIZATION 🔍



# Singapore's Product Space, 1995

Total/Shown: \$126B ⓘ

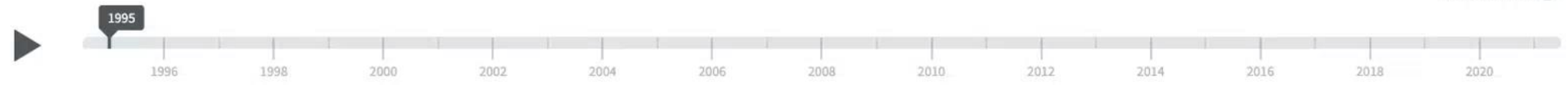
+ ZOOM  
- ZOOM  
RESET ZOOM

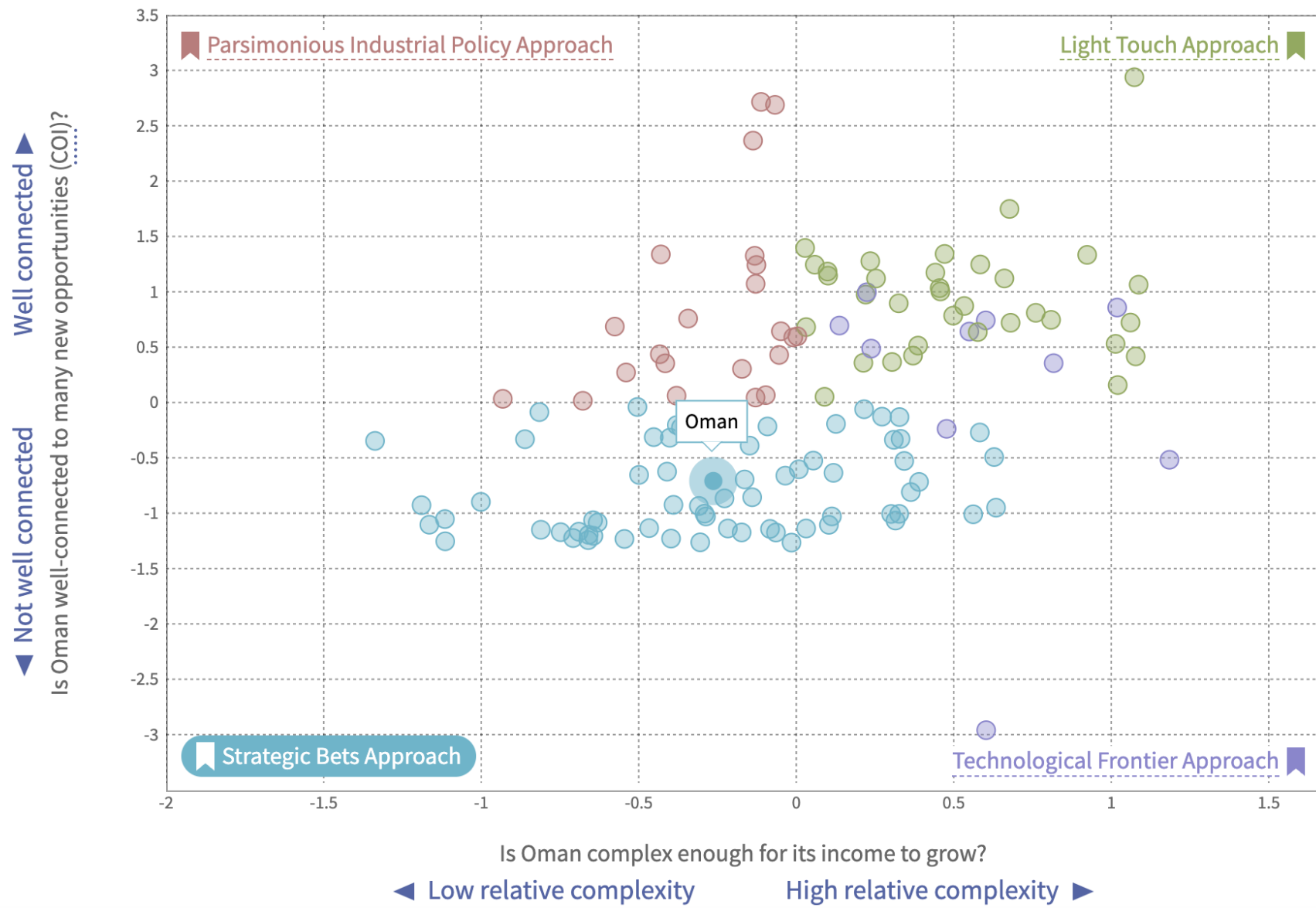


PRODUCT SECTORS

- 
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SEARCH IN VISUALIZATION ⓘ



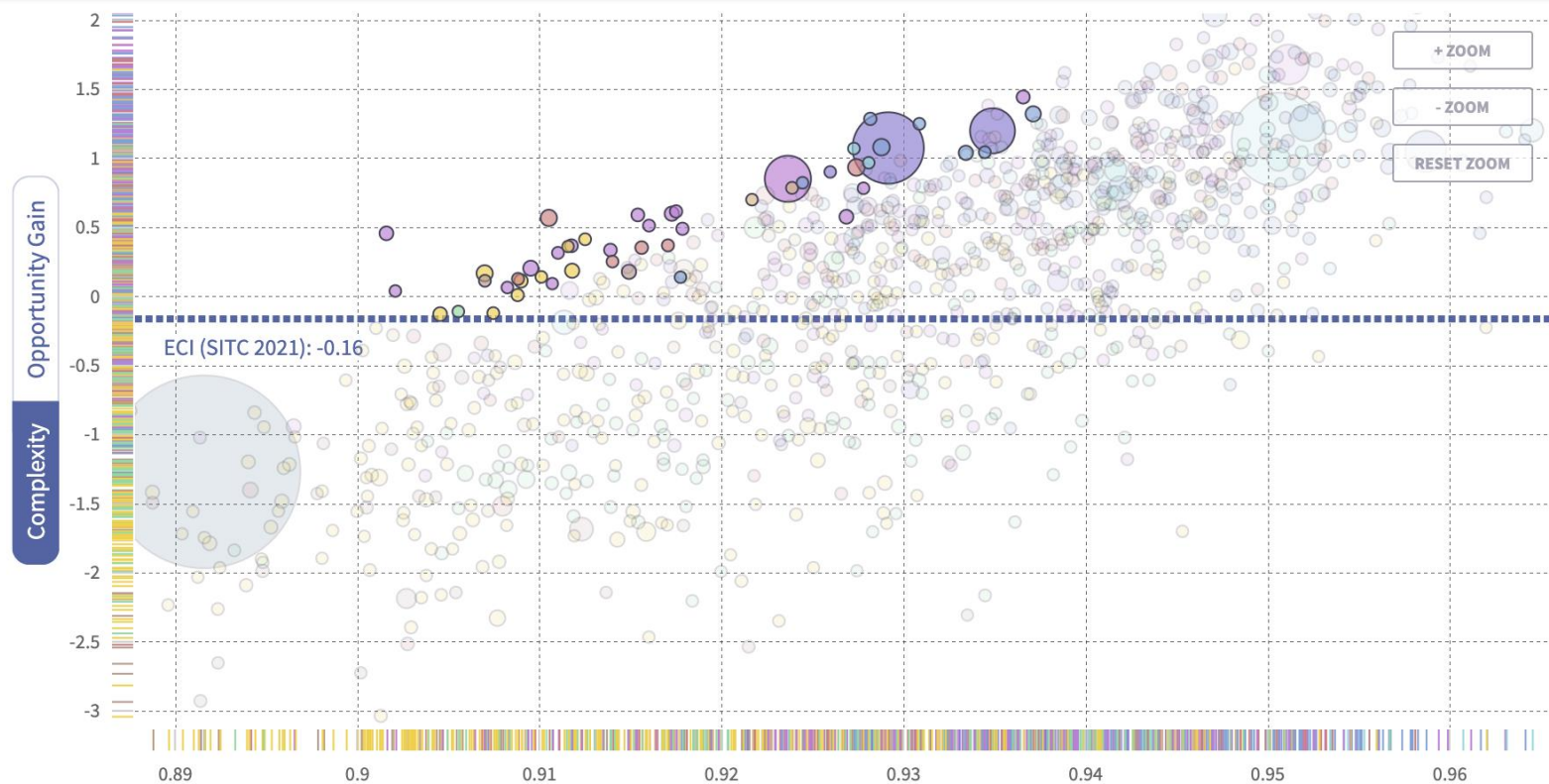
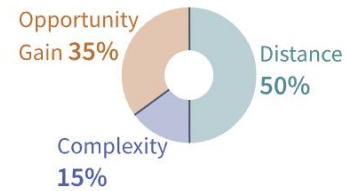


① Your Strategic Approach

**Strategic Bets Approach**

② Product Selection Criteria

- Low-hanging Fruit
- Balanced Portfolio
- Long Jumps



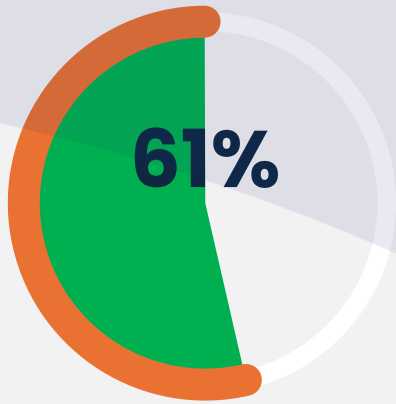
\* Product nodes are sized by global trade.



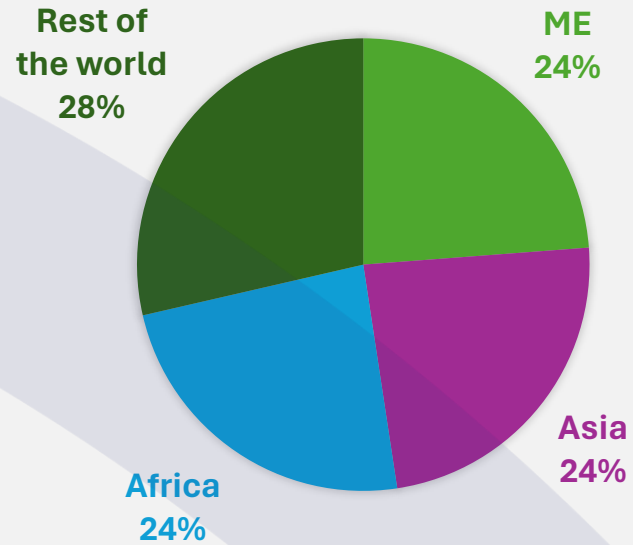


# Manufacturers and Exporters Voice

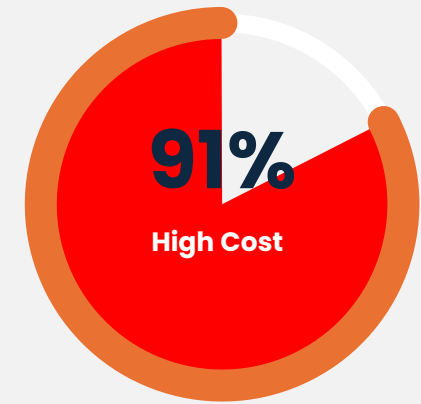
## Export/Import Bank



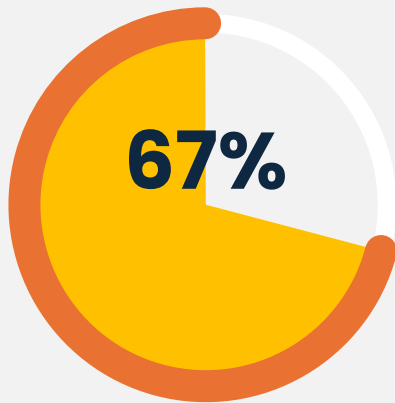
## Targeted Markets



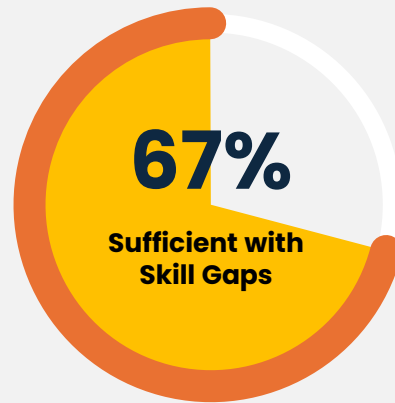
## Domestic Cost



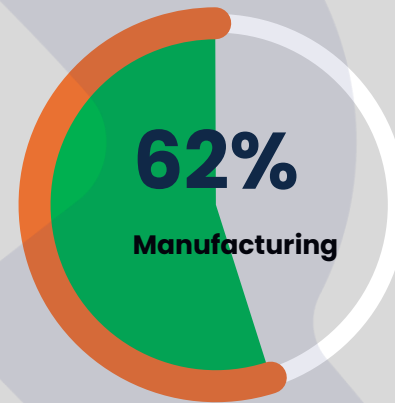
## Supply chain



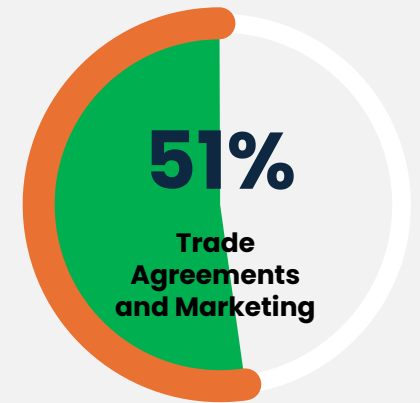
## Labor Workforce



## Potential Gain



## Trade Agreements





# Food for Thought

- **Trade Agreements and Market Access:** Strengthening existing trade agreements and negotiating new ones will open doors to more markets and enhance our competitive edge.
- **Skill Development and Workforce Enhancement:** Investing in training and skill development will bridge existing gaps and ensure our workforce is equipped to meet global standards.
- **Innovation and Product Development:** Encouraging innovation and supporting the development of complex products tailored to specific market needs will drive our export growth.
- **Export/Import Bank and Financial Support:** Establishing financial mechanisms such as an Export/Import Bank will provide the necessary financial support to our exporters, enabling them to compete globally.
- **Financial incentives:** Export credit guarantees, tax breaks for exporters, and subsidies for participation in trade shows can provide a significant boost.
- **Trade facilitation:** Streamlining customs procedures, reducing red tape, and investing in trade infrastructure can significantly improve export efficiency.





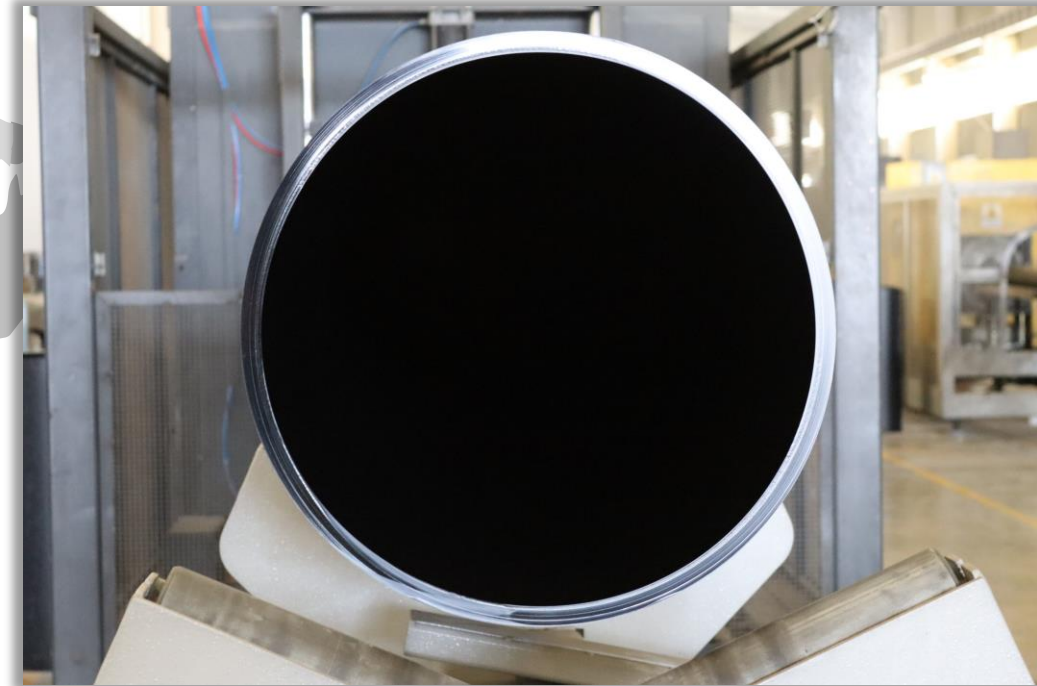
# Notable Success Stories

# Exports by Innovation

Reaching new markets through bespoke products

## QATAR:

- HDPE Pipes
- Air Duct: 1200mm SDR 26
- Fighting Networks – 7.4 SDR
  - 250 & 450mm



# Exports by Innovation

Reaching new markets through bespoke products

## Hong Kong:

- Multilayer Pipes – PE RC
- Borouge Spec
- 450mm – 1200mm
  - Drainage Application



# Exports by Innovation

Reaching new markets through bespoke products

## Benin

- PE RC
- Orange Color
- SDR 11 – Gas Networks
- 63mm – 180mm



# Exports by Innovation

Reaching new markets through bespoke products

## UAE

- HDPE
- Large OD Sizes
- 800mm – 1200mm





شركة صناعة الأنابيب المحدودة ش.م.م  
Composite Pipes Industry L.L.C

# Exports by Innovation

Reaching new markets through bespoke products

## Australia

Technicas Reunidas- Alkyl Benzene Project, Australia



**Glass Reinforced  
Epoxy**

(GRE)





شركة صناعة الأنابيب المحدودة ش.م.م  
Composite Pipes Industry L.L.C

# Exports by Innovation

Reaching new markets through bespoke products

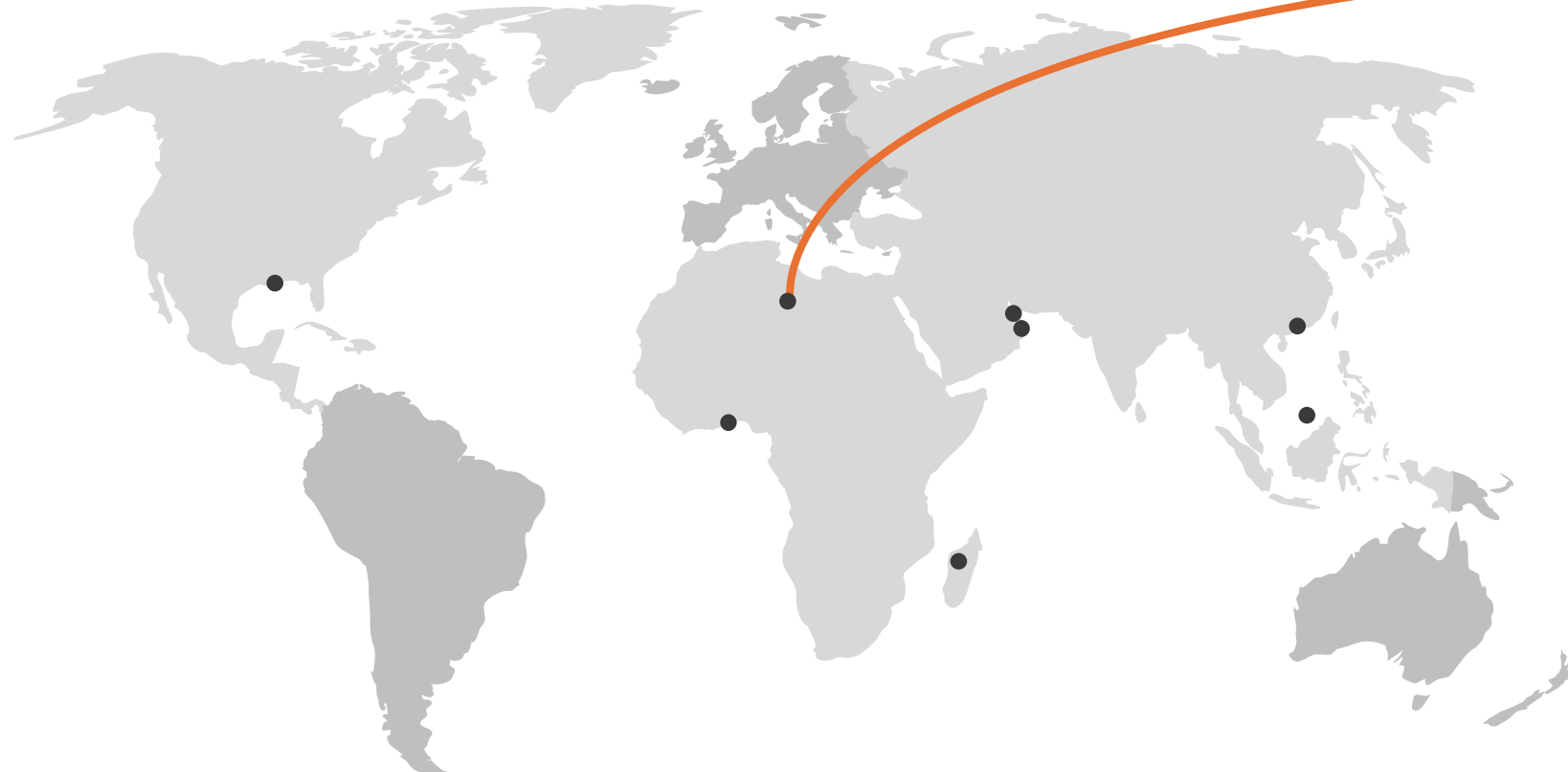
## Libya

Tobruk desalination



**Glass Reinforced  
Epoxy**

(GRE)



## Europe

Voltamp Transformers Oman SAOC  
Sets New Heights: 'Made in Oman'  
Transformers Excel in European  
Markets with **CE Marking**





## Kenya

Inauguration of Voltamp Power Transformers in **Kenya**





## ACHIEVEMENTS. PRESTIGIOUS PROJECTS IN THE REGION



LOUVRE MUSEUM ABU DHABI



ETIHAD RAIL



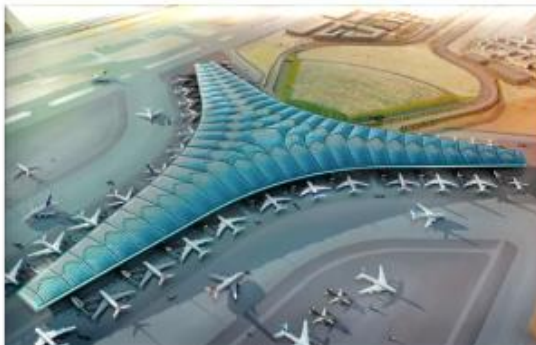
BURJ KHALIFA



DUBAI FRAME



BAHRAIN INT.AL CIRCUIT



KUWAIT AIRPORT



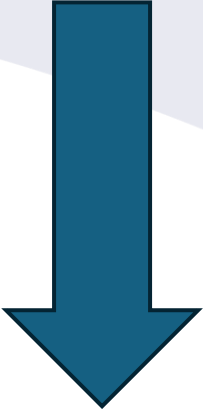
QATAR NATIONAL MUSEUM



BASRAH GAS PROJECT

# Increasing Economic Complexity

Down Stream



**SOHAR**  
**ALUMINIUM**

ALUMINIUM DELIVERED RESPONSIBLY

Down Stream



العمانية لصناعات الألمنيوم التحويلية ش.م.م

OMAN ALUMINIUM PROCESSING INDUSTRIES LLC



أوارك  
OARC

الشركة العمانية لدرفلة الألمنيوم  
OMAN ALUMINIUM ROLLING COMPANY



OMAN  
ALUMINIUM  
CAST

عمان لصب الألمنيوم



**SYNERGIES**  
CASTINGS LIMITED