

# DB Schenker in Oman – Country Presentation

Schenker Khimji's LLC | January 2019 | Muscat, Sultanate of Oman



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# Country Fact Sheet - Oman



- Head of State: **His Majesty Sultan Qaboos bin Said Al Said** (since 1970)
- Capital: **Muscat** (GMT+4)
- Major Cities: **Salalah, Sohar, Sur, Nizwa**
- Bordering Countries: **Kingdom of Saudi Arabia, United Arab Emirates, Yemen Arab Republic**
- Official Language: **Arabic, English**
- Religion: **Islam** (majority Ibadhi, other – Sunni & Shia)
- Surface Area: **310 thousand sq. km**
- Population: **4.64 million** (Dec 2018 – 56% Omanis, 44% Expatriates)
- GDP per Capita: **USD 41,675** (2017)
- Currency: **Omani Riyal** (1 OMR = 2.60 USD)
- Dialing Code: **+968**
- Weekend: **Friday & Saturday**
- Main Exports: **Petroleum & Crude Oils, Natural Gas**
- Main Imports: **Consumables, Electronics, Machinery, Vehicles**
- Member of: **ABEDA, AFESD, AMF, GCC, FAO, G77**



- **48 Years** under **HM Sultan Qaboos** leadership
- Direct trade routes to **GCC, India and Africa**
- **Number 1** most improved nation in the past 40 years (*UN, 2010*)
- **8<sup>th</sup> in the world's** best Healthcare Systems
- **25 Billion USD** investment in Sohar Port – largest Industrial Port & Freezone in the Sultanate with a total area of **300 square kilometres**
- The Sultanate is expected to spend over **USD 50 billion** on infrastructure projects over the next 15 years, and **USD 20 billion** of this will be earmarked for the transport sector.
- By **2020**, Oman's logistics sector is expected to employ **80,000 people** and handle over **10 million TEUs**
- Oman's Logistics Strategy 2040 (**SOLS 2040**) aims to transform the Sultanate into a world **top 10 logistics locations** by 2040



# Airport Developments in Oman

New **Muscat International Airport (MCT)**, a state-of-the-art terminal, opened on 22<sup>nd</sup> March 2018. It initially brought the airport's **capacity** up to **20 million passengers a year** upon completion of the first phase. Subsequent enlargements under second and third phases will increase the airport capacity to **24** and **48 million passengers p.a.** respectively. The terminal covers 580,000 sqm and features 118 check-in counters, 10 baggage reclaim belts, 82 immigration counters, 45 gates and a new 97 m high ATC tower. The airport has two runways, capable of handling large aircrafts such as Airbus A380 and Boeing 747. **Cargo Terminal**, part of the Muscat Airport has a capacity of **260,000t of cargo p.a.**

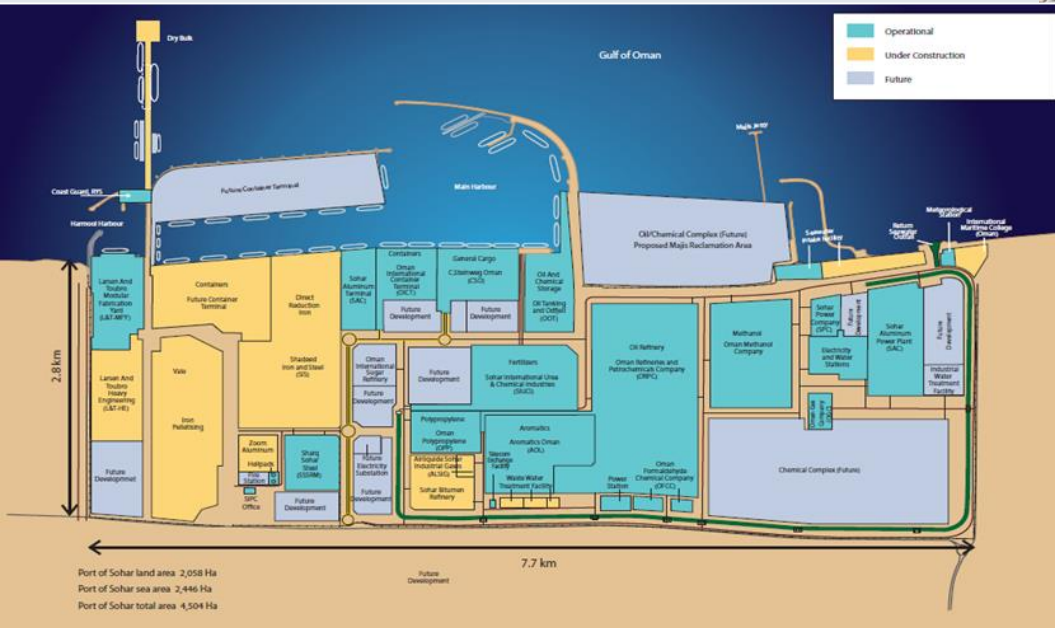
**Oman Air**, the National Carrier of the Sultanate operates direct flights to **Eight European Destinations** (FRA, MUC, LHR, MAN, CDG, MXP, ZRH & DME)



- The upgraded USD 777m **Salalah International Airport** opened in June 2015. The improved airport includes a new runway, terminal, control tower, **cargo terminal of 100,000 tpa** capacity (expandable to 200,000tpa) a wide body hangar and maintenance, repair and overhaul facility. Salalah has the capacity to handle **1 million passengers annually**.
- New airports in **Duqm** and **Sohar** opened in July and November 2014, each with a terminal capacity of **250,000 passengers p.a.** Runways are capable of serving the Airbus A380. **Ras Al Hadd Airport** with a capacity of 500,000 passengers p.a. is currently under construction.

# Sohar Port and Freezone

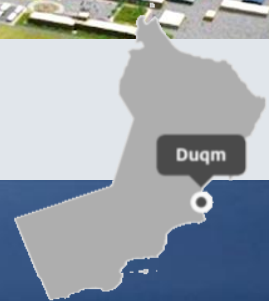
- City of **Sohar** - located just outside the Strait of Hormuz, one of the busiest shipping channels in the world **connecting Europe to Asia and Africa**.
- **SOHAR Port and Freezone** is a deep-sea Port and Freezone, covering an area of 300 sq.km, managed by Sohar Industrial Port Company (SIPC), a 50:50 joint venture between the Port of Rotterdam and the Sultanate of Oman



- The Freezone is a **4,500 hectare** development that, together with the Port, has attracted global investments of **USD 26 billion**.
- The port was established around three main industrial clusters: **metals, logistics and petrochemicals**. Recently a fourth, **food cluster** was added. Work is progressing fast on the construction of a USD 170 million state-of-the-art Food Zone, combining the region's first dedicated agro terminal with rice, flour, and sugar mills, as well as the infrastructure for downstream food manufacturing and processing industries.

**Port of Duqm** is part of the SEZD project (Special Economic Zone of Duqm) in Oman, destined to be the **biggest fully integrated Special Economic Zone in the Middle East**. It includes industrial, logistics, residential and tourist zones, supported by world-class road infrastructure, international airport and seaport.

- From a geographical and geopolitical standpoint, overlooking the Arabian Sea and Indian Ocean, and its proximity to some of the world's busiest shipping lanes, the Port of Duqm is one of the GCC's most promising ports



- With its deep draft, lengthy quay walls, and expansive basin, Port of Duqm has the trappings of a **world-class, multipurpose commercial gateway**.

- Total Port Boundary: **170 km<sup>2</sup>**
- **Land area** accommodates commercial quays, liquid jetties and **1550 ha for Logistics** (warehousing, storage and services)

# Salalah Port and Freezone

- Ideally located to service the East-West shipping lanes, the **Port of Salalah**, part of the APM Terminals Global Terminal Network, is one of the largest container ports in the Middle East Region with a 2017 volume of almost **4.00 million TEUs**.
- The Port has a state-of-the-art modern terminal, with **16 and 18 meters deep harbors, 20 meters approach channel** and 25 cranes
- **18 sq.km Salalah Free Zone** currently accounts for 2.1% of the Sultanate's GDP and already attracted **USD 3.3bn** of investments



# DB Schenker in Oman



## Schenker Khimji's LLC

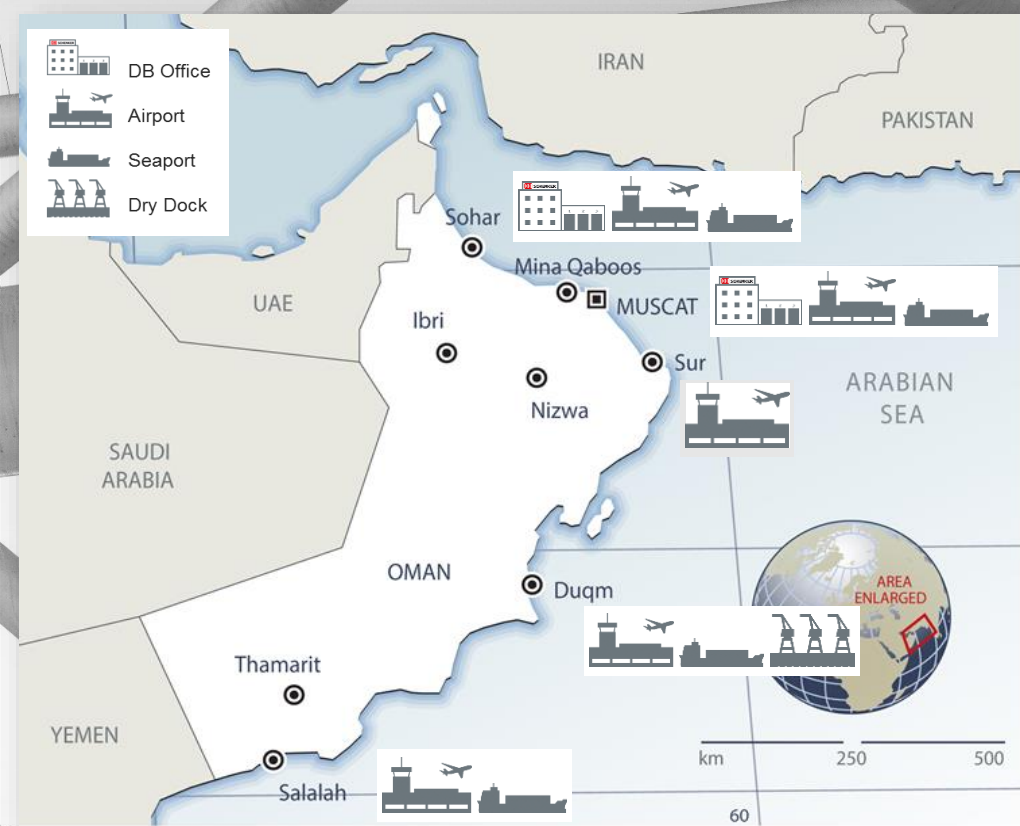
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## Basic Facts :

- Established : **2012**
- Head Office : **Muscat**
- Number of locations : **02 – Muscat & Sohar**
- Managing Director : **Malte Knorr**
- No. of Employees : **36 (January 2019)**
- Shareholders :
  - 60% Schenker Middle East FZE**
  - 40% Khimji Ramdas Shipping LLC**



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Certification



# Meet the Management Team



**Malte Knorr**  
**Managing Director  
& Head of Ocean  
Freight**

German national, joined DB Schenker Oman as Head of Ocean Freight in April 2012, promoted to Managing Director in March 2015. Holding a dual role since.

[malte.knorr@dbschenker.com](mailto:malte.knorr@dbschenker.com)



**Ahmed Khairy**  
**Chief Financial Officer**

Egyptian national, joined DB Schenker Oman in July 2014, previously a CFO with Schenker Egypt and Saudi. Overall more than 12 year of professional experience.

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**Sameer Desouza**  
**Head of Key Account  
Management | Sales**

Indian national, joined DB Schenker Oman in December 2011, originally as Head of Finance, transferred to KAM | Sales in 2014.

[sameer.desouza@dbschenker.com](mailto:sameer.desouza@dbschenker.com)



**Sandeep Kumar**  
**Head of Air Freight  
| Fairs & Exhibitions**

Indian national, joined DB Schenker Oman in June 2010. Previously Air Freight Manager with CEVA Logistics Oman.

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**Mohamed Shafeeq**  
**Branch Manager  
Sohar**

Indian national, joined DB Schenker Oman in May 2012, originally as Business Development Manager, promoted to Branch Manager in May 2017..

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We provide comprehensive solutions in the following fields:

**Air Freight • Ocean Freight • Land Transport • Contract Logistics • Supply Chain Management • Event Logistics**

In 2018 we handled **1,892 Tons of Air Freight** and **12,492 TEUs of Ocean Freight** in Oman

Our **Top Clients** in the Sultanate are:



# DB Schenker & Oman Sail



Early in 2017, DB Schenker Oman became a sponsor of the women team in **EFG Sailing Arabia The Tour 2017** and participated as team DB Schenker in the race. In turn we also became the official logistics provider to **Oman Sail**. We continued our sailing adventure in **2018**, once again with an **all-female crew**.

Since its inception in 2011, **EFG SATT** has grown in popularity and prestige, both locally and internationally. We continued our sailing adventure with the only **All-Female Crew** in 2018 and 2019, alongside the largest Sailing Arabia fleet battling for supremacy on an international stage.



Check Out: [Video on LinkedIn](#)

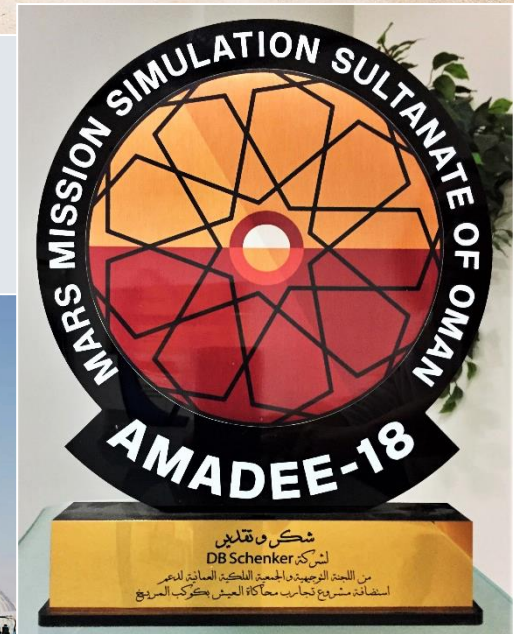
[www.omansail.com](http://www.omansail.com)

# DB Schenker & AMADEE-18 Mars Mission Simulation in Oman

In February 2018, the **Austrian Space Forum** – in partnership with the **Oman National Steering Committee for AMADEE-18** – conducted an highly international Mars analog field simulation in the Dhofar region, Oman. Directed by a Mission Support Center in Austria, a small field crew conducted experiments preparing for future human Mars missions in the fields of engineering, planetary surface operations, astrobiology, geophysics / geology, life sciences and other.



DB Schenker supported the operation in terms of **logistics**, successfully handling the shipment (ocean and road freight, complete customs clearance process) of containers with equipment, space suits and supplies of the entire **Kepler Station from Austria to Dhofar** region in Oman.



# DB Schenker & Oman Exhibition & Convention Centre



In order to further expand our Events Logistics footprint in the Sultanate of Oman, in **October 2016** DB Schenker has become the Preferred Onsite Logistics Provider for the new **Oman Convention & Exhibition Centre (OCEC)**.

The new OCEC features a tiered **auditorium** seating **3,200 spectators** and more than **22,000 square meters of exhibition space**.



[www.omanconvention.com](http://www.omanconvention.com)

Since the **First Season back in 2012**, DB Schenker has been the **Logistics Provider** for the **Royal Opera House Muscat**.

While the musicians are still on stage, our logistics specialists are already working at full speed behind the scenes - dismantling, packing, loading, documenting, transporting and preparing items for customs clearance.

With care and precision, our logistics experts plan the transport concepts for each event. The tight schedules of an orchestra engagement or tour constitute a particular challenge. In order to ensure that all logistics activities run smoothly, they are planned and monitored 24 hours a day, seven days a week by experienced DB Schenker project managers. And everything is in its place again in time for the next engagement.

As well as implementing logistics concepts in the freight area - which can include anything from stage decor and equipment to valuable instruments - DB Schenker takes care of passenger logistics as part of its air charter activities.



شکرا جزىلا • Thank you

