

Business opportunities
in the oil and gas industry
In-Country Value

18 December 2013, Sultanate of Oman



الفرص الاستثمارية في
قطاع النفط و الغاز
القيمة المحلية المضافة
١٨ ديسمبر ٢٠١٣، سلطنة عمان



Manufacturing of cable accessories (such as cable terminators, and jointers)

Presented by: Mohamed Al-Harthy

18th of December 2013



شركة تنمية نفط عُمان
Petroleum Development Oman



دليل النفط وشؤون
DALEEL PETROLEUM LLC



أوريك
Orpic



النفط والغاز
PETROGAS
E & P

Safety briefing and lodging



Emergency contacts

Mr. Kashif - loss prevention manager - Mob : 98089044

Emergency alarm / fire drills

Fire drills, emergency alarms (if any), assembly points to be announced by then hotel loss prevention staff

Prayer rooms

ladies prayer room & gents Prayer room are located in the Third floor

Toilets

available in Oman Auditorium & Boshar area

Coffee / tea

Provided outside the workshop room

Arrangements for smokers

allowed only outside the hotel Promises

Meeting agenda



1. Purpose of this workshop
2. Industry Data
3. ICV creation through the opportunity
4. Context and background
5. Scope of the opportunity
6. Specifications
7. Targeted parties
8. Contact details
9. FAQ
10. Q&A session

Purpose of this workshop



Purpose of the workshop

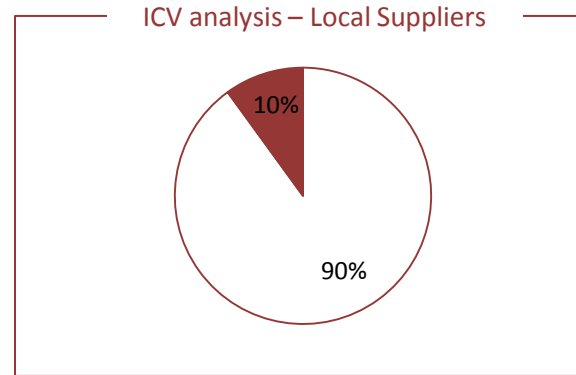
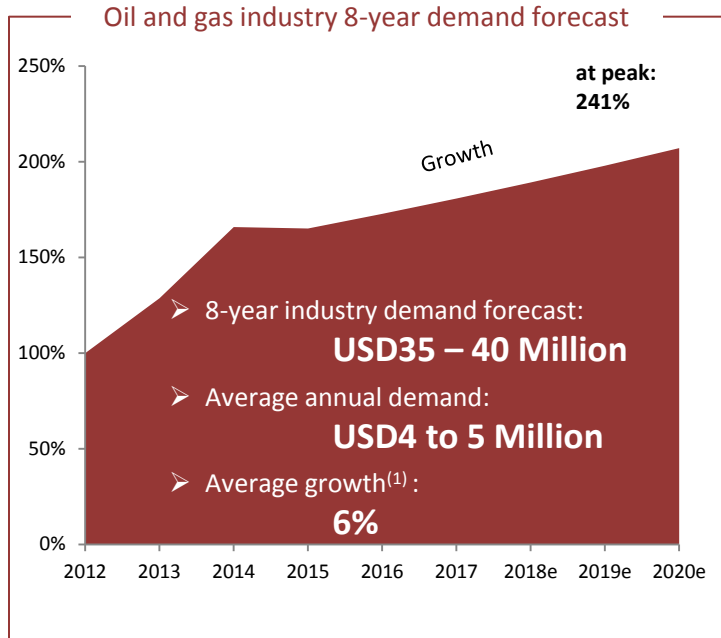
- To share the scope of one of the priority opportunities with the business community
- To register interest of the business community
- To set an initial dialogue between the oil and gas industry and business community
- To exchange ICV development best practices
- This workshop is NOT an contractual commitment with any business entity

More information on the ICV blueprint or on other opportunities could be found in the brochure and catalogue distributed today or by visiting www.incountryvalueoman.net



Industry demand data

Industry demand data was the main trigger for the development of the opportunity



Category Overview – Cable accessories

- Cable accessories industry demand is between USD35 to 40 Mln
- Currently the market capacity provides 10% of the industry demand
- No local Cable termination & cable jointing manufacturers in Oman opportunities are high as these terminations are widely used across many industries

(1) CAGR: compound annual growth rate



ICV creation through the opportunity

We are expecting that this opportunity would increase ICV by:

Potential job creation related to the opportunity

47 – 53 Jobs

Potential ICV related to the opportunity*

USD13 – 14 Mln

ICV value is decreased from opportunity size due to importation of raw material / components and need for employment of expatriates at initial stage

Feasibility of implementation

High for manufacturing

Impact

- Impact on value chain is limited as accessories are established on the lower tier of electrical segment supply chain
- The impact from manufacturing cable accessories is much larger when considering the applications across all electrical equipment

Feasibility

- Cable accessories are relatively simple to manufacture
- Local cable manufacturing companies may be willing to diversify their product portfolio
- Capability can be built or transferred through international partners

Context and background



- Cables & Cable accessories are one of the key elements in homes ,offices industrial plants and oil & gas fields.
- There is no manufacturer in Oman for Indoor & Outdoor cable terminations, Cable Jointing Materials, Cable glands, Cable lugs, etc.
- There are a few manufacturers in Oman for Cable Tiles Covers ,Plastic caution Markers & Cable Trays.
- Wide range of cable accessories types .
- Low voltage and high voltage equipments.

Scope of the opportunity



Category: Cables and Accessories

The proposed type of accessories in scope of this opportunity covers, electrical cable accessories (Indoor & Outdoor cable terminations, Cable Jointing Materials, Cable Tiles Covers & Plastic Markers , Cable glands & Cable Trays)



Scope of the opportunity

Development Phases / Streams

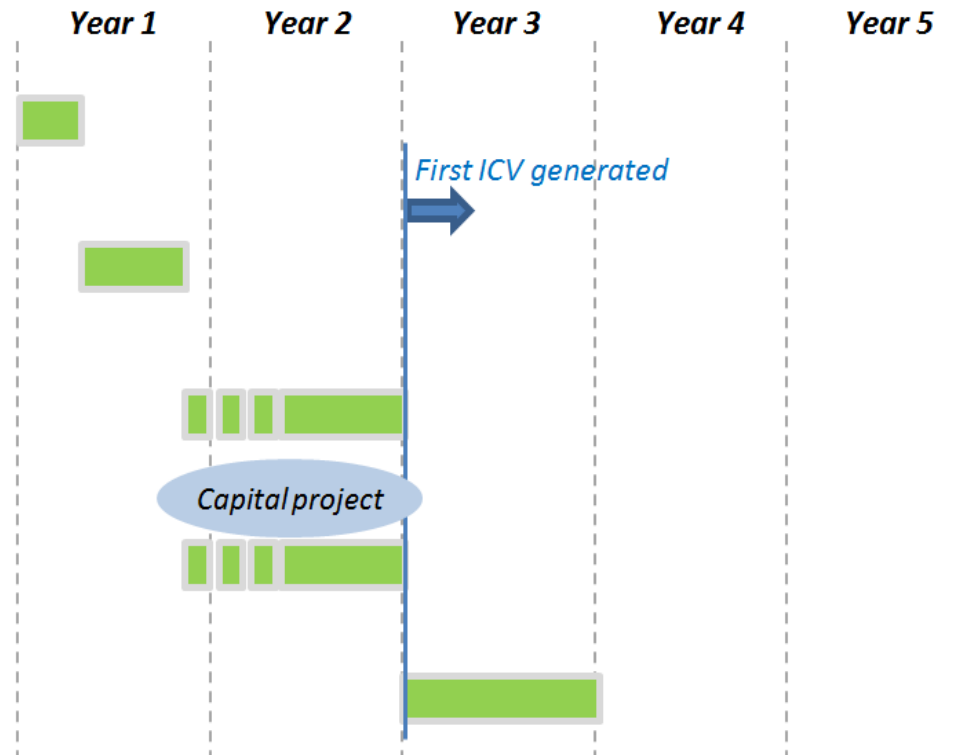
1. Launch feasibility study to identify potential market for cable/ cable terminators, and jointers, as well as cable accessories

2. Communicate business case results to local and international investors

3. Provide product specification and support required certifications

4. Set up cable accessories manufacturing facilities

5. Promote new manufacturer across contractors



Scope of the opportunity



- Manufacturing of Cable/Cable terminations
- Manufacturing of cable accessories
- Installation of cable terminations
- Cable termination Training

Specifications



- IECs or equivalent Standards
- DEPs
- PDO Specifications.

Target parties



- International investors
- International EPC contractors
- Local EPC contractors
- GCC investors
- GCC manufacturers
- Local manufacturers
- Local fabrication workshops
- Local agents
- Local suppliers
- Local entrepreneurs
- Omani Banks

Contact details and support



Lead operator(s) contact details:

Mohamed. Al-Harthy -UIE/3S

Petroleum Development Oman (PDO)

Other stakeholders:

1. Petrogas
2. OGC
3. Oxy
4. BP
5. Daleel
6. OLNG
7. Orpic
8. OOCEP
9. OPAL
10. MOG

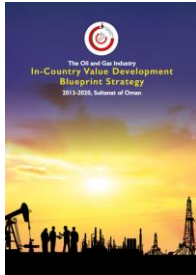
ICV PMO contact details

Website: www.incountryvalueoman.net

Materials and follow-up



For more information:



Brochure



Catalogue of opportunities



Website

For follow-up:

Register interest by contacting the PMO on: www.incountryvalueoman.net

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Thank you for your contribution!

Our mission:

***Developing a competitive and sustainable local supply
market... Together!***