

# MSX

Sept'22

شركة الأسماك العمانية ش.م.ع.ع  
Oman Fisheries Co. S.A.O.G



OMAN FISHERIES  
www.omanfisheries.com



Established by Royal Decree 87/79



The largest fish company in the region by Asset Size



Largest exporter of Frozen fish In Oman



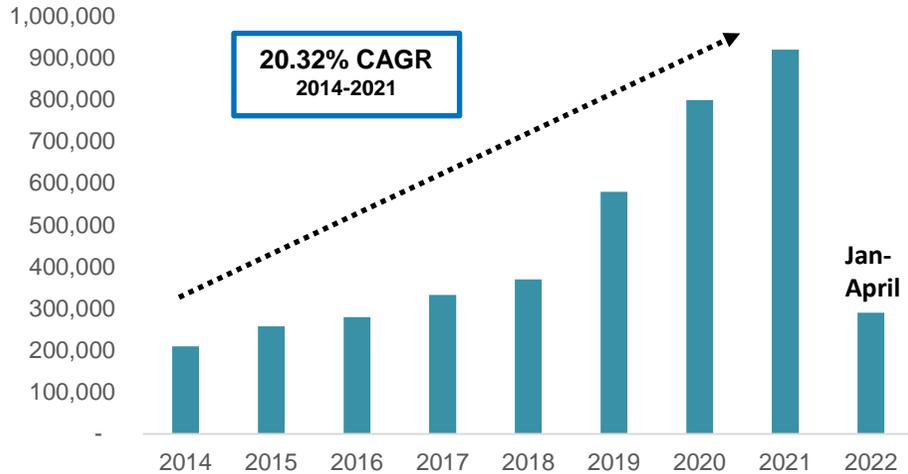
Operate 5 processing centers across Oman



Engaged in procurement, processing, trading of fresh and frozen fish



Fish Landed (by Ton)



Key Species

Pelagic	Demersal	Others
<ul style="list-style-type: none"> <li>• Sardines</li> <li>• Mackerel</li> <li>• Tuna</li> <li>• Barracuda</li> </ul>	<ul style="list-style-type: none"> <li>• Grouper</li> <li>• Trevally</li> <li>• Emperor</li> <li>• Pomfret</li> </ul>	<ul style="list-style-type: none"> <li>• Shrimp</li> <li>• Lobster</li> <li>• Scallop</li> <li>• Caviar</li> </ul>

- Fishing industry has witnessed strong growth with national statistics demonstrating a 20% compounded annual growth rate (CAGR) from 2014-2021
- Export markets continue to show strong and dominant growth for the same period
- The World Bank forecasts a further 5.2% CAGR for 2022-2027
- Current GDP contribution is a modest OMR 165 million with World Bank expectations that the value of the sector is more than OMR 380 million
- Continued opportunities in aquaculture expected to grow to about OMR 770 million or 220,000 tonnes by 2040

- **Alameen Transaction** concluded and signed thereby relinquishing all control to ASYAD Group and realizing a profit of RO 2.3 million at the parent level
- **Aqua Holdings** backed by Mizuho Capital successfully closed OFC share acquisition becoming 31% shareholders
- **Revenue Increased** by 36% for the first half of 2022 when compared to H1 2021
- **Gross Profit** performance increased reaching a high of 29% in April
- **Production** of the value added Products and distributed in more than 16 stores in Oman
- **First** successful sale and purchase from *Japan* concluded with additional business secured from Japan as a result
- **Commercial Fishing** commenced with Atlantic Dawn targeting 30,000 MT/year of small pelagics
- **Restructuring** of fish procurement practices resulting in improved supplies and purchase pricing
- **Export sales** represented 88% of the total sales with local sales representing 12% of the total sales.

<i>Oman Fisheries P&amp;L - Parent</i>	Jan-June '22	Jan-June'21	
Revenue	7,591,489	5,575,186	36% ↑
Direct costs	(6,006,922)	(5,004,750)	
<b>Gross profit</b>	1,584,567	570,437	
<b>G.P. Margin</b>	<b>21%</b>	<b>10%</b>	<b>11%</b> ↑
Administration and general expenses	(971,102)	(827,089)	
Selling and distribution expenses	(1,323,280)	(768,984)	
Other income	2,895,212	257,375	
<b>Operating (loss)/profit</b>	<b>2,185,396</b>	<b>(789,964)</b>	
Finance income	40,872	26,507	
Finance costs	(86,188)	(65,740)	
<b>(Loss)/profit before tax</b>	<b>2,140,080</b>	<b>(829,197)</b>	
Tax income/(expense)	<b>200,000</b>	<b>118,662</b>	
<b>(Loss)/profit for the period/year</b>	<b>2,340,080</b>	<b>(710,535)</b>	

## Increasing Volumes

- Diversify and increase supplier and contract base in Oman
- Increase trading activities by utilizing expertise and market reach
- Increased presence in landing stations to begin increasing volumes and controlling quality
- Work with commercial fishing vessels to diversify supply

## Increase Value

- Market development for Tuna and Tuna products
- Initiate and pilot value added and semi-value added products
- Increase volumes in Fresh Fish Market
- Development of new markets such as w. Africa & Japan

## Building Capacity

- Focus on enhancing HR practices and standards
- Upgrading capacity for some plants
- New branding and positioning strategy
- Identify key digitization opportunities in processes and workflows
- Reviewing, recommending and enhancing standard operating procedures (SOP)

## Production

### Commercial Fishing

- Commercial Fishing for small pelagics, tuna, ribbonfish, cuttlefish and Squid
- Coastal vessels
- Modern fishing boats for artisinal fisherman

## Logistics

### Cold Chain Logistics

- Cold chain logistics
- RSW trucks to enhance fish quality
- Modernization of fish receving practices including pumping systems from harbor to factory

## Automization

### Processing Centers

- New processing center models capitalizing on automation technologies
- Specie-specific production centers

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