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وزارة التجارة والصناعة وترويج الاستثمار
Ministry of Commerce, Industry and Investment Promotion

# Bitumen (Water Proofing Membrane) Plant

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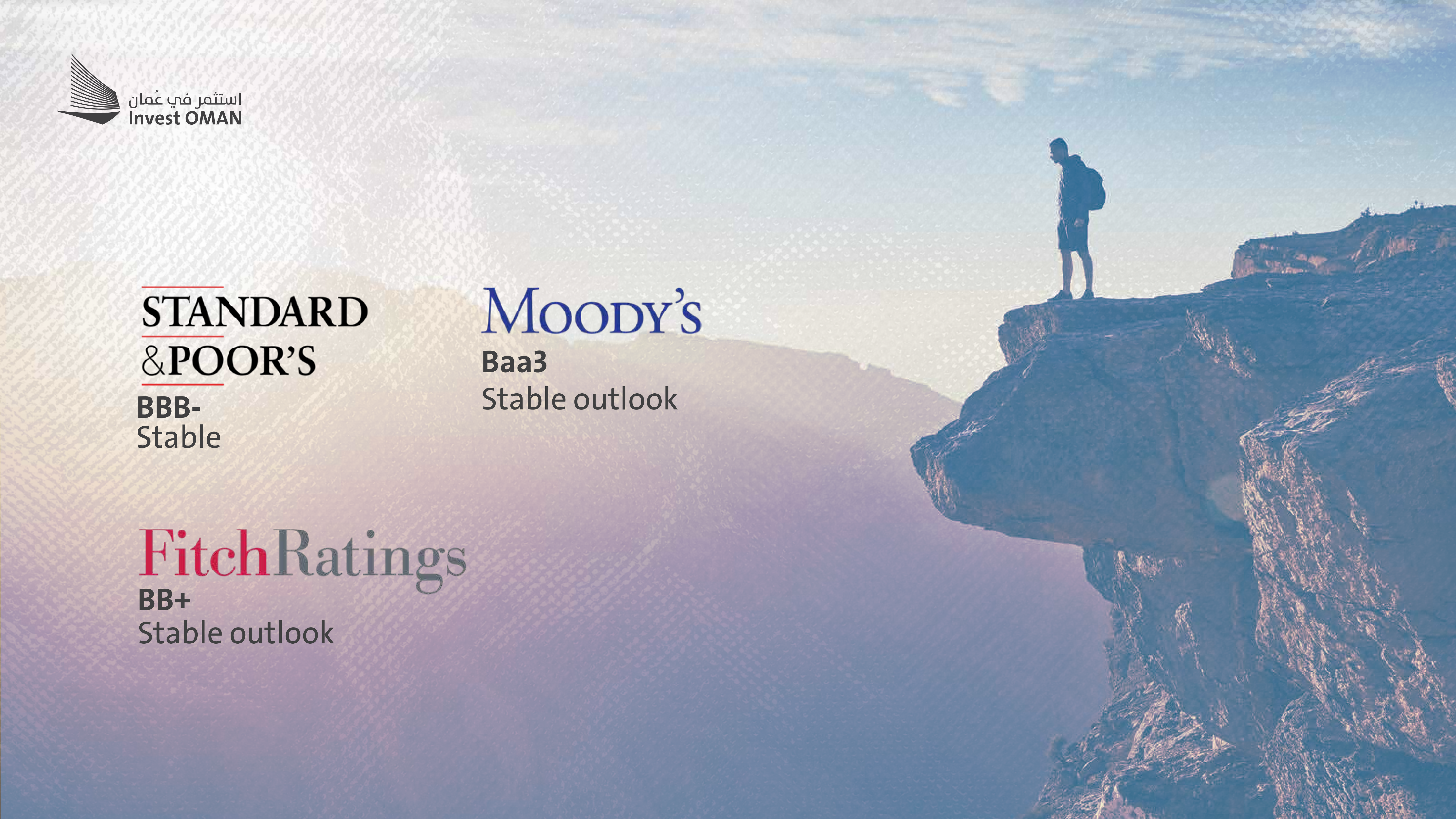
# WHY OMAN

- 100% Ownership
- 30 Years Tax Exemption
- No minimum capital
- Long Usufruct agreement
- Up to 10 Years Investor Residency
- 4th globally in quality of life index
- Market Access
- Free Trade Agreements with: USA, Singapore, South Korea & European Union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STANDARD & POOR'S
**BBB-**
Stable
MOODY'S
**Baa3**
Stable outlook
FitchRatings
**BB+**
Stable outlook

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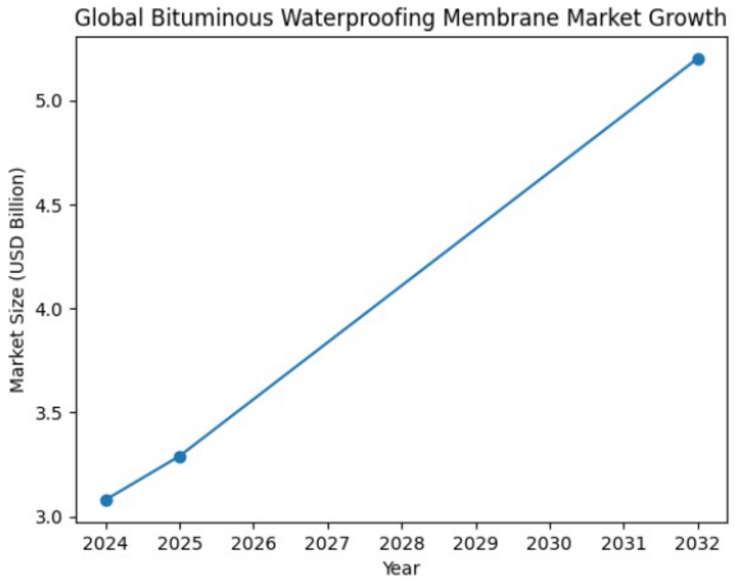
# Manufacturing Sector Overview

The chart illustrates a steady and significant growth in the global Bituminous Waterproofing Membrane market, increasing from USD 3.08 billion in 2024 to USD 5.20 billion by 2032, reflecting rising global demand driven by expanding construction activities, infrastructure development, and the growing need for advanced waterproofing solutions.




## Market Attractiveness

### Global Market:

- CAGR 6.75% from 2025 to 2032 in Bituminous Waterproofing Membrane Production
- USD 3.29 billion the Global market size value in 2025

### Active governments

### Key market players

# Overview Opportunity

## Description:

A pioneering strategic investment opportunity to establish the first integrated factory in Oman for manufacturing bituminous waterproofing membranes (SBS and APP modified), complying with the highest international standards (ISO 9001, ISO 14001, EN 13795, ASTM, CE Marking, GSO) .Strategically located in Sohar Industrial City (Madayn) , near Sohar Port and major highways, the project ensures easy access to raw material imports and finished product exports, while fully aligning with Oman Vision 2040 goals of supporting local manufacturing, industrial diversification, and job creation.

## Rationale

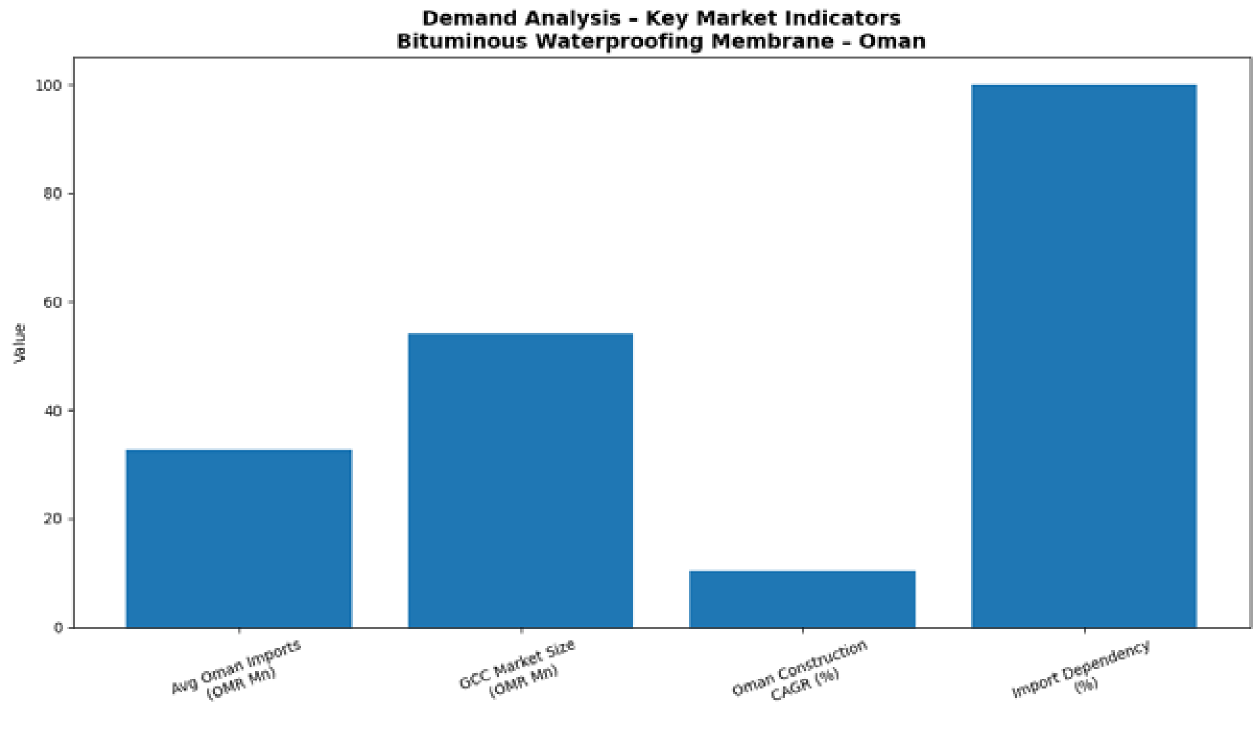
The project targets the complete import substitution gap in the local market, valued at 12.5 million OMR annually, capitalizing on Oman's construction sector growth of 10.4% CAGR and the absence of any local manufacturer, with additional export potential to the GCC market, which imports 54 million OMR annually.

## Key indicators

| | |
|---|---|
| Total Investment Value | **OMR 1.2 Million** |
| IRR | **13.86%** |
| Project Capacity | **7,000,000 square meters ($m^2$) per year of bituminous waterproofing membranes** |
| Land Availability | **5000 $m^2$** |

# Demand Analysis

The demand analysis for a Bituminous Waterproofing Membrane Production Factory in Oman highlights a significant market opportunity: Oman currently imports 32.6 million OMR annually, with no local production, creating a full import substitution potential. The domestic supply deficit represents an immediate revenue opportunity. Expanding to the GCC market, which totals 54 million OMR annually, adds further export potential, with even a 20% market share providing meaningful growth. The proposed revenue strategy allocates 80% of production to Oman and 20% to GCC exports, ensuring a stable domestic base while supporting gradual regional expansion and risk diversification

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# Stakeholder’s interaction and incentives

مدائن
madayn

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# Contact Us

+968 8000 0222
Info@investoman.om

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