استثمر في عُمان
Invest OMAN

وزارة التّجارة والصّناعة وترويج الاستثمار
Ministry of Commerce, Industry and Investment Promotion

SETTING UP A FLOAT GLASS GLASS WOOL MANUFACTURING UNIT

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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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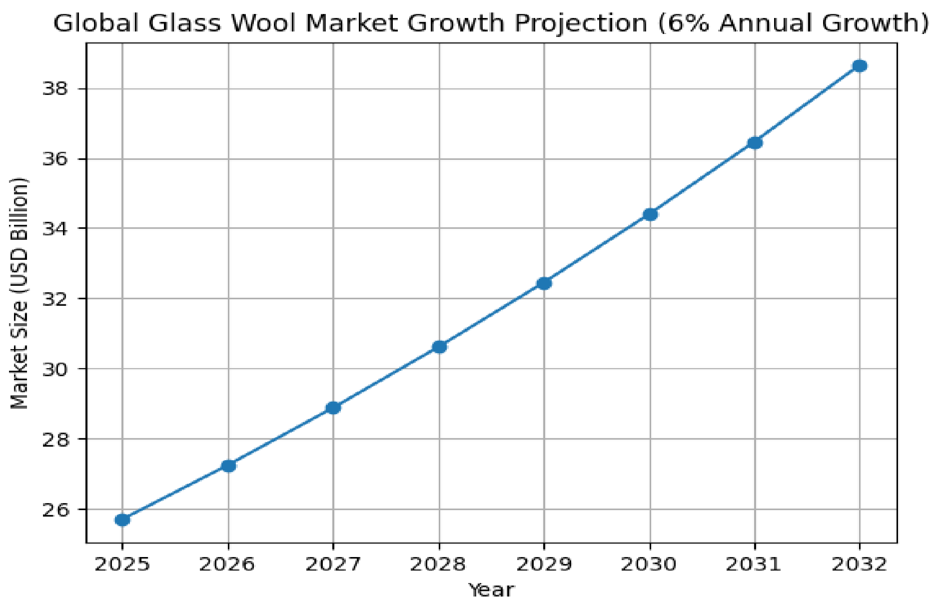
Manufacturing Sector Overview

The global glass wool market is on a consistent growth path, expanding from $25.8 billion in 2025 to $38.0 billion by 2032 at a steady 5.7% CAGR. This represents a $12.2 billion increase in market value over seven years—a clear signal of stable, long-term demand driven by energy efficiency, fire safety, and sustainable construction



Market Attractiveness

Global Market:

- CAGR 5.5% - 6% from 2025 to 2032 in Glass wall manufacturing
- USD 25.7 billion the Global market size value in 2025

Active governments

Key market players

OWENS CORNING JM Johns Manville SAINT-GOBAIN

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Overview Opportunity

Description:

A strategic investment opportunity to establish the first integrated Glass Wool manufacturing plant in the Sultanate of Oman, classified under HS Code: 68061000. The project is positioned to compete in global markets with high-quality, certified products. With a production capacity of 7,000 tons per year, the plant will be located in Sohar Industrial City on a 5,000 m² plot of land, serving the growing domestic market and the GCC export markets.

Rationale

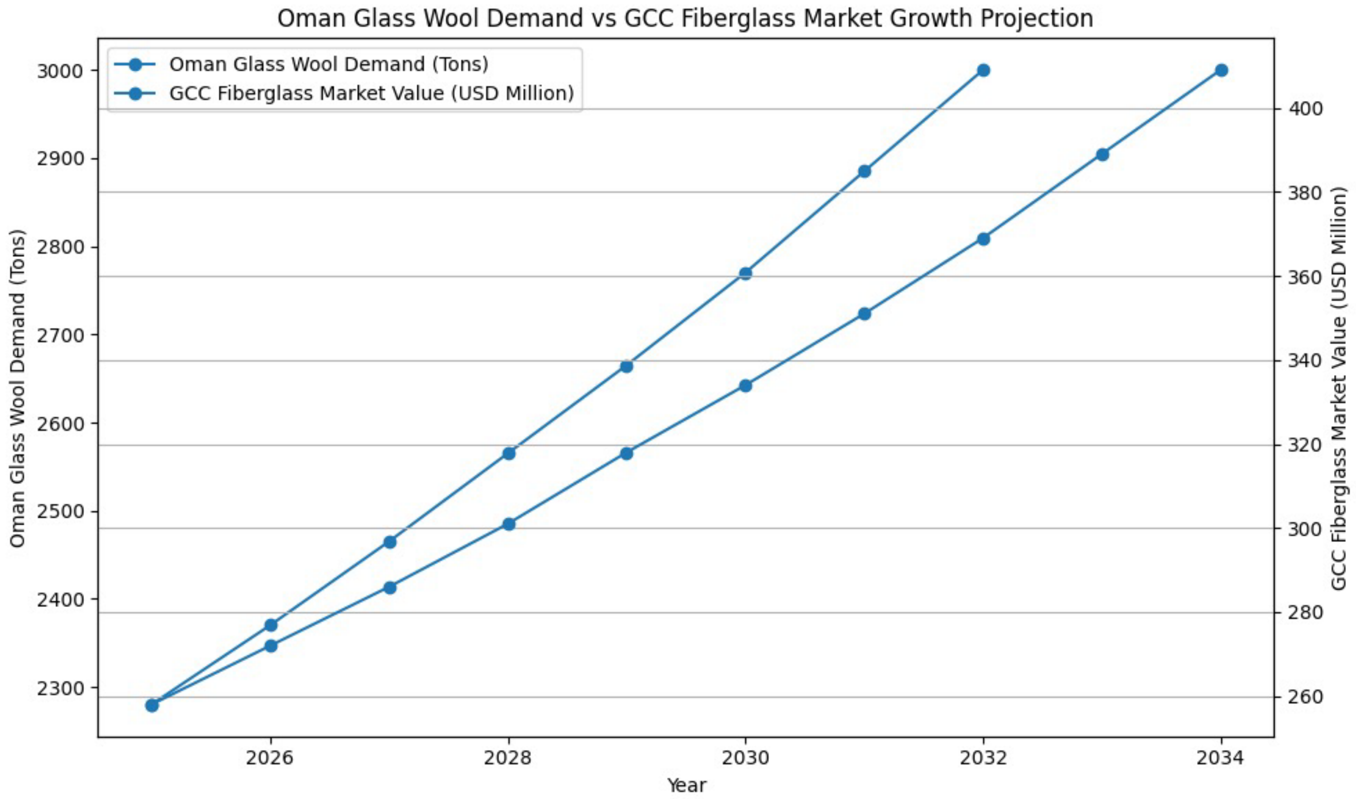
Currently, there is no local manufacturer of glass wool in Oman. The entire demand (approximately 2,280 tons annually) is met through imports. The location in Sohar provides easy access to GCC markets, which collectively import approximately 119,000 tons annually. The project is positioned to export over 60% of its production to these markets. The product aligns with the global shift toward energy efficiency, fire safety, and sustainable construction.

Key indicators

Total Investment Value	**OMR 7.161 Million**
IRR	**12.45%**
Project Capacity	**7000 tons per year**
Land Availability	**5000 m²**

Demand Analysis

Oman offers an immediate first-mover advantage, as there is currently no local glass wool manufacturing, and the entire domestic demand—projected to grow 31.5% from 2,280 tons in 2026 to 3,000 tons by 2034—is entirely served by imports. This presents a direct import substitution opportunity fully aligned with Oman Vision 2040 to enhance local content, economic diversification, and In-Country Value (ICV).



Demand Analysis

Beyond Oman, the GCC region represents a high-growth, import-dependent market, expanding 35.6% in value from USD 258 million to USD 350 million over the same period, growing at nearly 7% annually. This robust growth is driven by construction booms, stringent fire safety mandates, and energy efficiency regulations across the Gulf. With GCC countries importing more than 119,000 tons annually—and local production struggling to keep pace—a significant and sustained supply gap exists.

Together, these two markets create a powerful dual-market opportunity: secure local import substitution capturing 100% of Omani demand, plus high-growth regional exports targeting the GCC supply gap—all powered by the same global megatrends of energy efficiency, fire safety, and sustainable construction. By establishing the first Omani manufacturing facility, the project is uniquely positioned to leverage cost advantages from local raw materials, government incentives, and strategic proximity to key Gulf markets, making this a highly attractive and resilient investment opportunity.

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Stakeholder’s interaction and incentives

مدائن
madayn

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Contact Us

+968 8000 0222
Info@investoman.om