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Oman France Partnership Driving Vision 2040

Summary of Oman-GCC Vision 2040 & France Partnership Discussion

Date: October 23, 2025 **Moderator:** Miryam Elias, Managing the Omani French Association

Participants

- Miryam Elias: Moderator, Omani French Association
- Rabih Baroud: Power & Utilities Growth Director, Bureau Pass (Middle East, Caspian, Africa) at Bureau Veritas
- Dorian Bomble: Head of Marketing and Specification, Saint Gobain GCC
- Lionel Rabin: Managing Director, Haltiqa; Co-Chair, Oman-France Joint Business Council

1. Oman's Vision 2040: Transformation and Priorities

Overview:

Oman is undertaking a substantial transformation, focusing on sustainability, innovation, and international partnerships. Vision 2040 is central to this development.

Key Pillars:

- Strong emphasis on **renewable energy** and achieving **30% energy generation from renewables by 2030**, with expectations to surpass this target.
- **Significant infrastructure projects in solar and wind** (1.8 GW in progress across construction, development, and permitting).
- Export ambitions, with specific focus on **green hydrogen** (targeting 1 million tons per annum by 2030, backed by \$11 billion in signed agreements).
- Commitment to building both the technical and institutional capabilities needed for large-scale energy transition.
- Investments in digital platforms for monitoring project progress and regulatory compliance for export markets.

2. Building Technical and Institutional Capabilities

Renewables and Skills Development:

- Local universities (e.g., German University of Technology, Sultan Qaboos University) are developing research centers to nurture local expertise.
- Major oil and gas entities (OQ, PDO) are actively engaged in training and capacity-building initiatives.
- Implementation of digital tools (e.g., Hydro's digital monitoring of green hydrogen readiness).

Regulatory Framework:

- **Oman has liberalized its electricity sector** (since 2022), introducing an electrical spot market, allowing third-party access and competitive purchasing for off-takers.

3. Sustainable Urban Development and Construction

Saint Gobain's Role:

- Emphasis on leveraging proven construction innovations (energy-efficient materials, low-carbon construction) from Europe, US, and Asia, not always requiring new inventions.
- Focus on reducing CO₂ impact, introducing lightweight materials, and accelerating sustainable building practices.
- Tailoring technologies/formulations for Omani climate and materials, and training local architects/designers.

Opportunities:

- Oman benefits from the ability to learn from neighboring GCC countries' successes and missteps in urban development.
- **Upgrading building codes to be more sustainable and stringent**, requiring users to adapt but promoting better standards.
- Sectors of growth include **healthcare** (hospital construction using advanced tech) and **education**.

4. Oman-France Joint Business Council and Bilateral Relations

Business Council Structure:

- Aims to be a dynamic bilateral platform to boost trade, investment, and knowledge-sharing between Oman and France.
- Covers multiple sectors: AI, renewables, energy transition, agri-food, healthcare, etc.
 - Actively seeks to draw medium-sized French enterprises to Oman (beyond major players like TotalEnergies, Veolia), emphasizing their potential for job creation and innovation.
- Reciprocal goal to educate and draw Omani investors/operators to France.
- The current trade balance is modest, signaling room for growth.

Networking & Partnerships:

- Active synergy with Oman Chamber of Commerce & Industry (OCCI), Business France, the UAE-France Chamber of Commerce, and OFA.
- A focus in the next 12 months: facilitate new business and investment in energy transition and healthcare.

5. Oman's Energy Transition: Regional Distinctiveness

Oman's approach includes:

- Pioneering liberalized electricity markets (first in GCC, since 2022).
- Large-scale hydrogen programs (Hydron Program with shared infrastructure and open project auctions).
- Promotion of "Saham Shamsa" commercial/industrial solar rooftop net-metering schemes.
- Notable projects, e.g., a 17 MW solar-powered desalination plant via French Omani partnerships (TotalEnergies and Veolia).
- Massive investments underway in grid infrastructure to ensure seamless integration of renewables.
- Oman enjoys unique advantages: abundant land, superior solar and wind resources, and regulatory headway.

6. French Corporate Experience in Oman

EDF Power Solutions:

- Active portfolio: 500 MW solar project (Malawan), experience with smart meter/distribution pilot projects, ongoing participation in green hydrogen projects.
- Strong belief in Oman's long-term potential for energy sector investment.
- Willingness to expand across the energy value chain.

7. Logistics & International Partnerships

Asyad (Oman Global Logistics):

- Full-spectrum logistics services: from ports (Salalah, etc.), postal services (reach up to 200 countries), free zones (>5 million sqm), to public ferries and dry dock maintenance (90 vessels).
- High international freight throughput (30 million tons bulk/liquid per annum at Salalah).
- Encourages international partnerships and investment, activates/co-develops with small enterprises, and fosters sustainable logistics (including renewables in maritime operations).
- Noted as a significant opportunity zone for new entrants targeting Oman's logistics and transport sector.

8. Foreign Direct Investment and Partnership Building

Enabling FDI and Implementation:

- Haliqa and similar consultancies serve as connectors—offering technical/scientific advisory, early-stage decision support, and de-risking strategies (for green hydrogen and other sectors).
- Oman is attractive due to accessible decision-makers and a collaborative, relationship-driven business environment.
- Relationship-building is essential (long-term orientation, patience required but yields durable partnerships).
- Growing local-expertise reservoir and openness to adapt/learn from global best practices.

Action Items

1. Oman-France Joint Business Council:

- Deliver/facilitate new business by end of 2026, especially in energy transition and healthcare sectors.
- Coordinate among sector boards, Chambers of Commerce, and business development agencies to enhance bilateral engagement.

2. Omani Institutions and Universities:

- Continue developing local research centers and professional training to expand the pool of renewable/energy experts.

3. Government of Oman:

- Maintain pace on liberalization of the electricity market and ensure regulatory compliance to facilitate international investment and exports.
- Support ongoing/announced auctions and PPPs for hydrogen and renewable energy infrastructure.
- Accelerate upgrades to building codes and sustainability benchmarks across all new urban projects.

4. Corporate and Private Sector:

- Intensify collaboration between local designers/architects and international materials innovators.
- Pursue opportunities for technology adaptation and knowledge transfer in sustainable construction and energy.

Follow-up Points & Meetings

- The Oman-France Joint Business Council will focus on facilitating bilateral initiatives and will assess progress in the next 12 months (by October 2026).
- Ongoing collaboration and information sharing among key business networks (OCCI, Business France, UAE-France Chamber, OFA).
- Ongoing partnerships anticipated across green hydrogen, infrastructure, education, and logistics.
- Opportunities to revisit and track outcomes from ongoing and future pilot projects in energy, healthcare, and logistics development.