



وزارة الزراعة والسمكية وموارد المياه
Ministry of Agriculture, Fisheries and Water Resources



A Strategic Partnership in Food Security

Investment opportunities between the Sultanate of Oman and the Hong Kong Special Administrative Region across food trade, processing and capital.

Presented by

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01 The Context

Why this forum, with Hong Kong

A global financial hub, a re-export gateway into Mainland China and ASEAN, and — on the evidence of the last four years — the single fastest-growing destination for Omani food exports.

×6

Food exports have multiplied

Omani food exports to Hong Kong rose from 0.19 Mn OMR in 2022 to 1.20 Mn OMR in 2025 — a sixfold increase in three years, and the clearest signal in the bilateral data.

1.07

A surplus in Oman's favour

The food trade balance reached a 1.07 Mn OMR surplus in 2025, its highest level in the period — up from near-parity of 0.05 Mn OMR in 2022.

99%

Concentrated in one chapter

Live animals and animal products make up 99% of food exports to Hong Kong. The corridor works — but it rests on a single product family.

A directive, not a slogan



Vision 2040

“We will direct the government, with all its sectors, to implement a more efficient system of management which places, on top of its priorities, financial balance, economic diversification, the sustainability of the national economy.”

— Sultan Haitham bin Tarik, Royal Directive, 2021

The Mandate

Sustainable food and water security

Sustainable management and development of agricultural, fisheries, and water resources through innovation and community partnership — to enhance national food and water security.

03 Strategic Sectors

Two sectors, one investment corridor

Agriculture and fisheries are the priority sectors of the national food-security mandate — and the two areas where Omani supply meets Hong Kong demand and capital.

Agriculture



Diverse production, expanding value chain

Diverse agricultural production across fertile regions, strong government backing for modernisation, and a value chain expanding from farm to export.

3.9 Mt
Crop output
2024

+5.3%
Avg growth
2020–24

99%
Dates self-
sufficiency

Source · MAFWR sector statistics · NCSI (2024)

Fisheries



2,170 km coastline · 60 export markets

Rich marine resources, growing export potential to regional and global markets, and continuous government support through dedicated investment programmes.

0.90 Mt
Catch 2024

+8.2%
GDP growth
2020–24

146%
Fish self-sufficiency

Source · MAFWR sector statistics · NCSI (2024)

04 Production & Sector Value

Output rising, value rising faster

Total agricultural and fisheries production reached 5.3 million tonnes in 2024 — while sector GDP crossed 1 billion OMR for the first time.

2024 total production

5.3 Mt

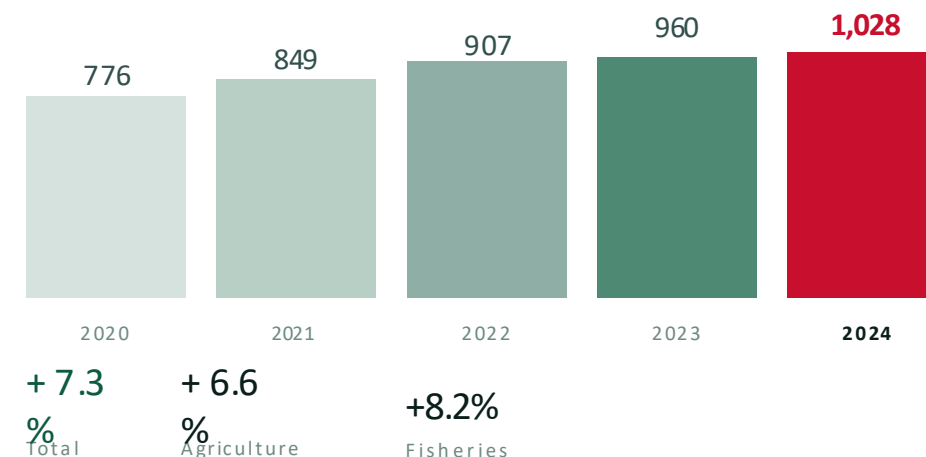
+8% on 2023 · +4% avg 2020–24

Production volume · million tonnes



Bars run 2020 → 2024, scaled to a common axis. Right column: 2024 volume and average annual growth.

Sector GDP · Mn OMR, fixed prices

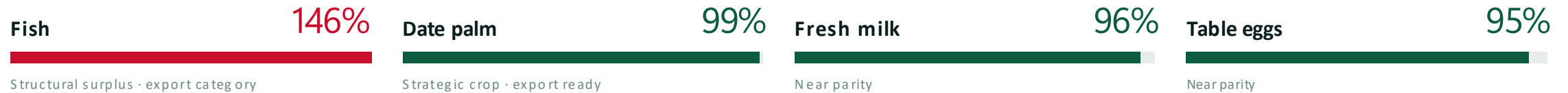


Source · NCSI monthly bulletin 2025 · 2024 preliminary data

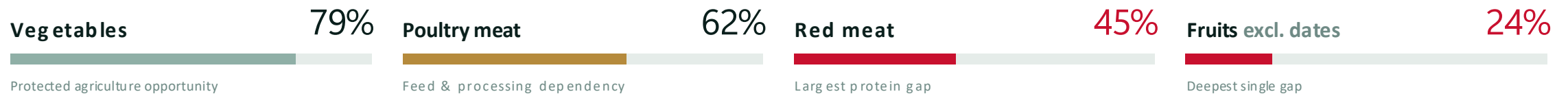
Where Oman is covered — and where it isn't

Self-sufficiency ratios for the eight major commodity groups. The gaps are the investment map.

■ Secure at or approaching self-sufficiency



■ The gap: where imports still fill the plate



Source · National Centre for Statistics and Information (NCSI) · 2024

06 International Standing

Where Oman sits on the global stage

The Global Food Security Index assessed 113 countries in 2022. Oman ranked 35th globally and 3rd in the Arab region.

GFSI 2022 · overall score

35_{/113}
Global ranking

3rd
Arab region

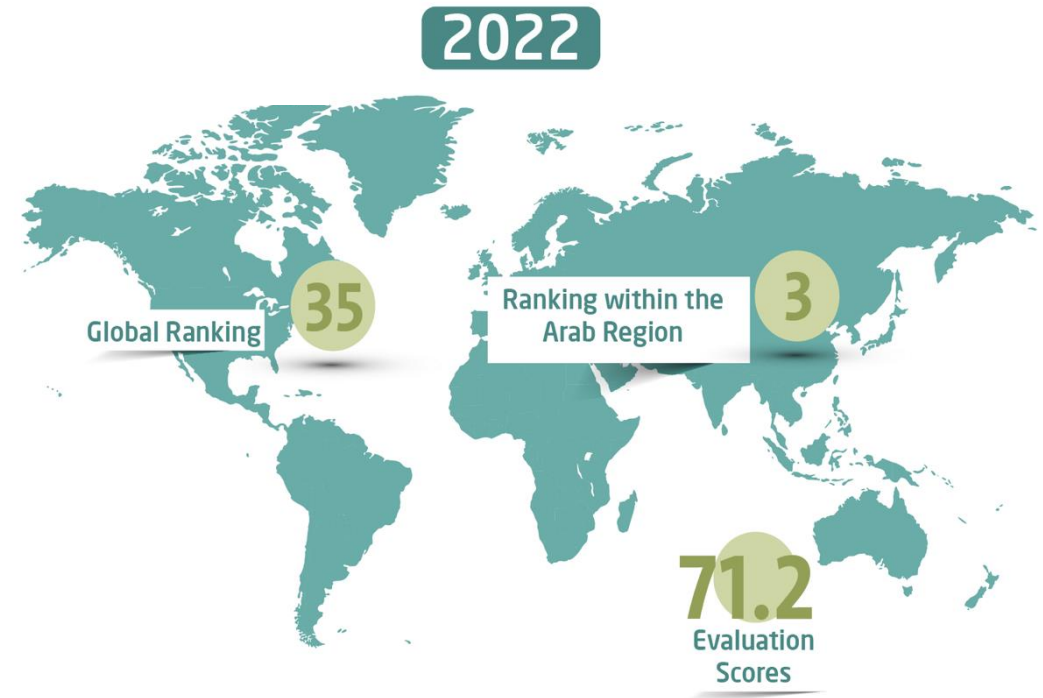
71.2 / 100

Ranking by assessment pillar · of 113 countries



Lower rank number is better. Shorter bar = stronger performance.

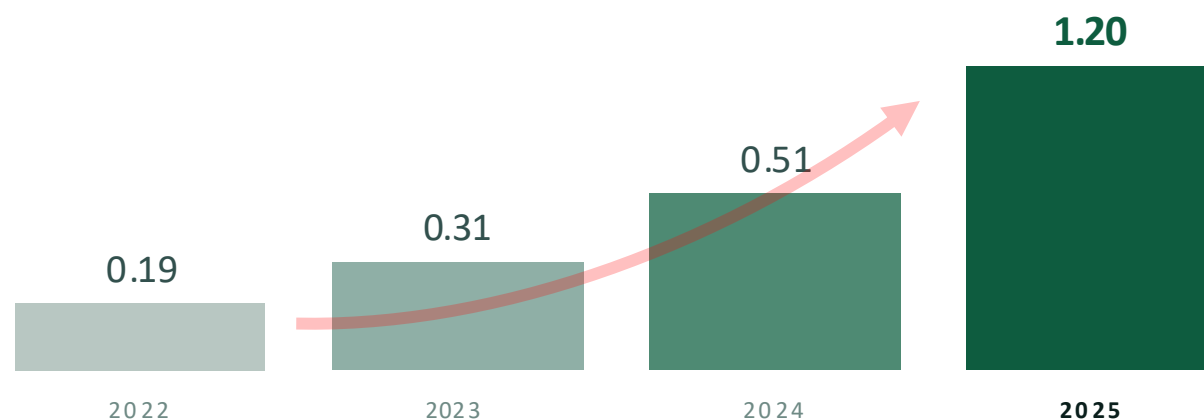
Source · Global Food Security Index 2022 · Economist Impact



07 Bilateral Corridor

Small base, steep curve

Total merchandise trade with Hong Kong reached 51.8 Mn OMR in 2025. Within that, the food sector is still small — but it is the fastest-moving line in the relationship.



Omani food exports to Hong Kong · Mn OMR

the food relationship is growing fast from a very small base — 1.20 Mn OMR against 51.8 Mn OMR of total trade. Food is roughly 2% of the corridor. That is the gap this partnership is designed to close.

Source · Oman external trade data · Manfa' trade portal (2022–2025)

2025 · the food corridor

Food exports to Hong Kong **1.20**

from 0.19 Mn OMR in 2022

Food imports from Hong Kong **0.13**

broadly flat since 2022

Re-export via Omani ports **0.29**

0.10 Mn OMR in 2024

Trade balance +1.07

surplus in Oman's favour · peak of the period

08 What Actually Moves

Two chapters carry the whole corridor

In 2025 the food trade with Hong Kong was almost entirely concentrated in one chapter on each side of the ledger.
Concentration is a risk — and a starting point.

Oman → Hong Kong

99%

Live animals & animal products

share of Omani food exports to Hong Kong, 2025

Highest-value export lines

- 01 Abalone (*Halio tis*)
- 02 Frozen squid & cuttlefish
- 03 Other frozen fish

Hong Kong → Oman

99.7%

Food industry products

share of food imports from Hong Kong, 2025

Highest-value import lines

- 01 Refined sugar & sugar confectionery
- 02 Unroasted coffee
- 03 Prepared pet food

Source · Oman external trade data · chapter distribution 2025

09 Why Oman

A gateway to regional markets

Oman offers direct access to major international shipping routes, competitive operating costs and world-class logistics — the practical conditions a food-export venture needs.

01

Strategic location

Connecting Asia, Africa and the GCC, with direct access to major international shipping lanes outside the Strait of Hormuz

02

Stability & governance

Political and economic stability with transparent governance — the precondition for long-horizon agricultural capital.

03

Logistics infrastructure

World-class ports, airports and free zones, with integrated logistics services connecting production to global markets.

04

Investor-friendly rules

Streamlined set-up processes, competitive operating costs, and digital government services for business operations.

The enabling environment

Special Economic Zones

Tax benefits and ready-built industrial infrastructure.

Integrated logistics

Connecting production to global markets efficiently.

Public-private partnerships

Collaborative opportunities across priority sectors.

Digital government

E-government platforms for licensing and operations.

Source · MAFWR · specific incentives presented jointly with MOCIIP

10 The Localisation Story

The first billion — and the second

Food-security localisation is not a new ambition. It ran as a funded programme through the Tenth Five-Year Plan — and carries into the Eleventh as a named enabling sector.

Tenth Five-Year Plan · 2021 – 2025

Delivered

1.75 Bn OMR

Localised into food-security projects

431

Investment
projects

11,600

Jobs created

Eleventh Five-Year Plan · 2026 – 2030

In motion

+1 Bn OMR target

The second billion — where partners come in

+4.2%

Agriculture growth
target

+5.0%

Fisheries growth
target

Food security is a named **enabling sector** of the Eleventh Plan, which carries OMR 15.6 Bn of additional investment across all sectors.

Source · MAFWR Food Security Lab 2021–2025 · Ministry of Economy 10th & 11th Five-Year Plans

11 Strategic Banking Partner

A partner at both ends of the corridor

Sohar International is a strategic partner of the Ministry in financing food security—and it is now approved for a representative office in Hong Kong. The same institution stands on both sides of this partnership.



01 · The new dimension

A desk in the investor's own city

Approved by the Central Bank of Oman in December 2025 and entered on the HKMA register as a local representative office—a liaison and market-development desk, not a branch.

BB+

Fitch · upgraded 2025

7.9 Bn OMR

Total assets · Jun 2025

02 · The track record

A bank that knows the pipeline

It signed a Memorandum of Understanding with the Ministry and advised Oman Food Capital's partnership with JBS—so it can tell an investor which food-security projects are real.

150 Mn USD

Transaction advised

3,000 +

Jobs · over 5 years

03 · Why it de-risks the deal

One relationship, not two jurisdictions

Liaison on the Hong Kong side, commercial and investment banking on the Omani side. An investor no longer has to assemble counterparties in two markets to move one project.

Producer → buyer introductions

Project → investor matching

12 Partnership Models

Five ways to invest — pick the entry point

The Ministry encourages partnerships that promote innovation, knowledge transfer, sustainable production and long-term investment — across companies, research institutions and government agencies.

Model · 01

Joint Production Venture

Shared-equity production and processing ventures with Omani partners, operating inside the national food-security pipeline.

Model · 02

Research Collaboration

Joint programmes with research institutions on arid-zone agriculture, aquaculture and food safety systems.

Model · 03

Capacity Building

Training and institutional development that raises technical capability across the agricultural and fisheries workforce.

Model · 04

Technology Transfer

Bringing advanced production, water and post-harvest technologies into Omani operations under the mandate's innovation pillar.

Model · 05

Private Sector Cooperation

Direct commercial agreements between Omani producers and Hong Kong buyers, traders and investors.



Thank you

Sustainable food and water security, and an effective contribution to the national economy



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