



GCC Exchanges London Conference 2024

June 10-11, 2024



His Majesty Quote

“Nation building and development are a public responsibility that requires the commitment of all, without exempting any one from their role, in their respective specialties, and within their capabilities. Oman has been founded, and its civilization has been established through the sacrifices of its people who used their utmost in preserving its dignity and strength, exhibiting their loyalty in performing their national duties and advancing national interests to personal interests. This is what we are resolved to consolidate and protect, so that we could attain the level of development that we aspire for, the prosperity which we will work to realize and the decency that must prevail in all sectors and become firm grounds for all that we will do.”

His Majesty
Sultan Haitham Bin Tarik

Oman Economic Overview

GDP (Current Prices)
\$108.3 bn

GDP Growth
1.2%

Inflation
1.1%

2023, Source: IMF

Real GDP Growth vs. Inflation Rate



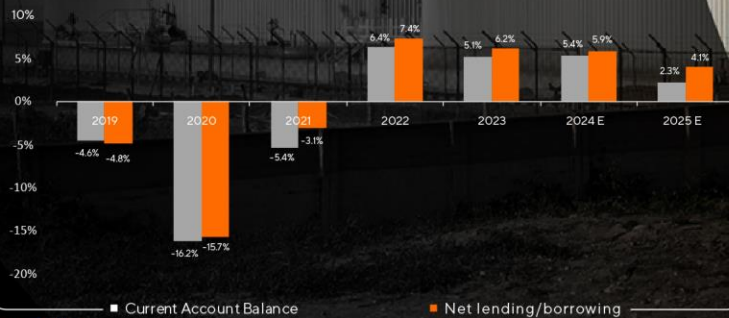
Source: IMF

Overall Balance
6.2%

Current Account
5.1%

2023, Source: IMF

Current Account Balance vs. Overall Balance



Source: IMF

Sources: Ministry of Finance, Central Bank of Oman, IMF, World Bank, statista and Rating agencies
Source: WEF, National Centre for Statistics & Information, IMF, MEED, Press

Inflation

2nd GCC
9th Globally

Sources: MoF and statista

GDP / Capita (current US\$)

\$21,270 OMAN
\$13,330 World Average

2023, Source: IMF

FDI Net Inflow (% to GDP)

3.2% OMAN
1.7% World Average

2022, Source: The World Bank

Budget Surplus / (Deficit)

\$2.42 bn 2023 Preliminary
(\$1.66 bn) 2024 Projected

Source: MoF

Fitch
BB+ (Stable)
(May'24)

S&P
BB+ (Positive)
(Mar'24)

Moody's
Ba1 (Stable)
(Dec'23)

Source: IMF

Debt
\$39.5 bn

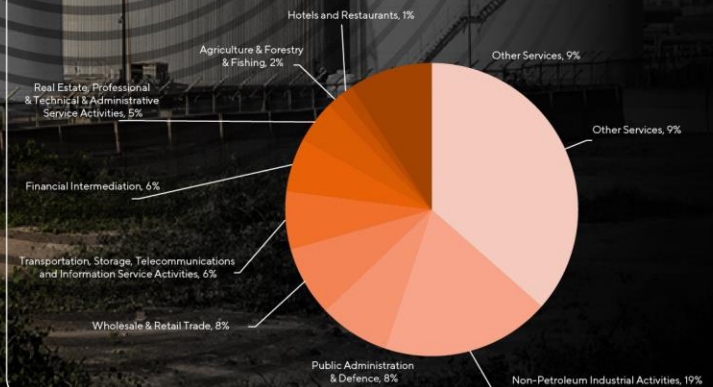
Debt/GDP
35%

Govt. Debt as a % of GDP



Sources: MoF and statista

GDP Composition by Sector*

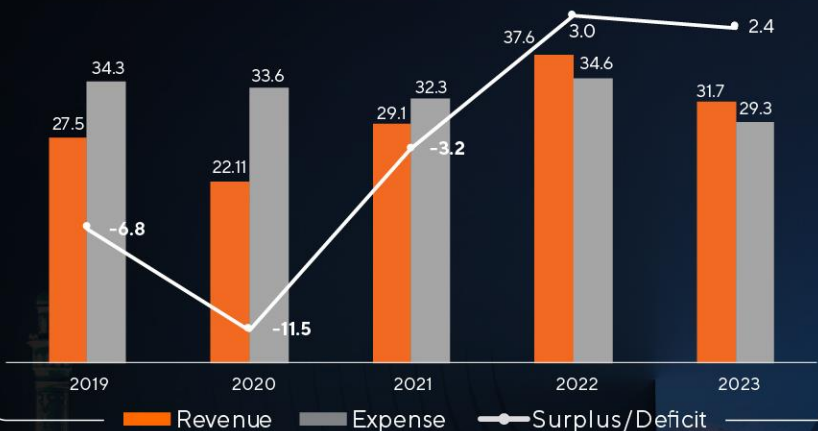


2022, Source: CBO

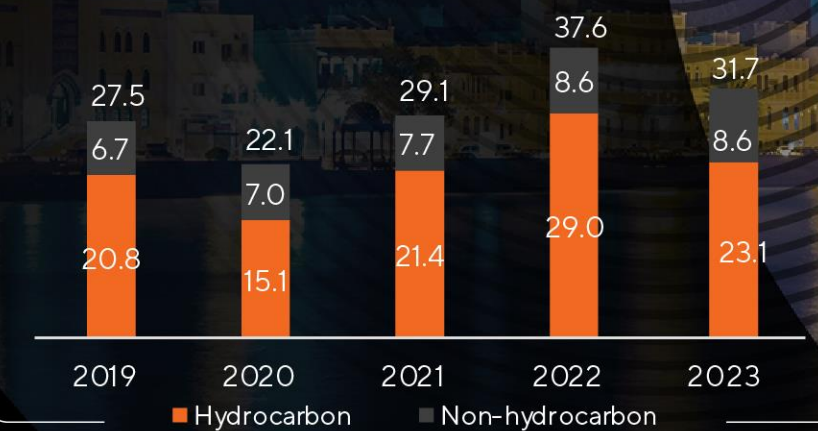
* Excluded: Financial Intermediation Services Indirectly Measured & Taxes Less Subsidies on Products

Fiscal Budget at a Glance

Financial Performance Trend (USD Bn)



Revenue Breakup (USD Bn)



2024 Budgets

Projected Revenue
\$28.6 bn

Projected Expenditure
\$30.4 bn

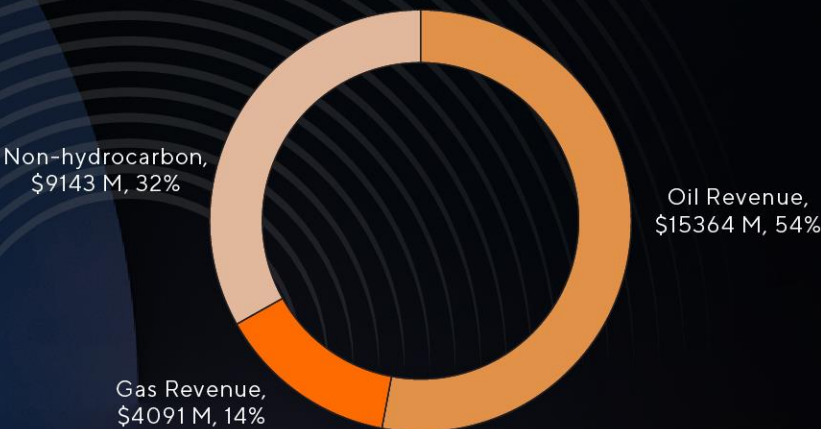
Projected Deficit
\$1.6 bn

Projected average oil price
\$60

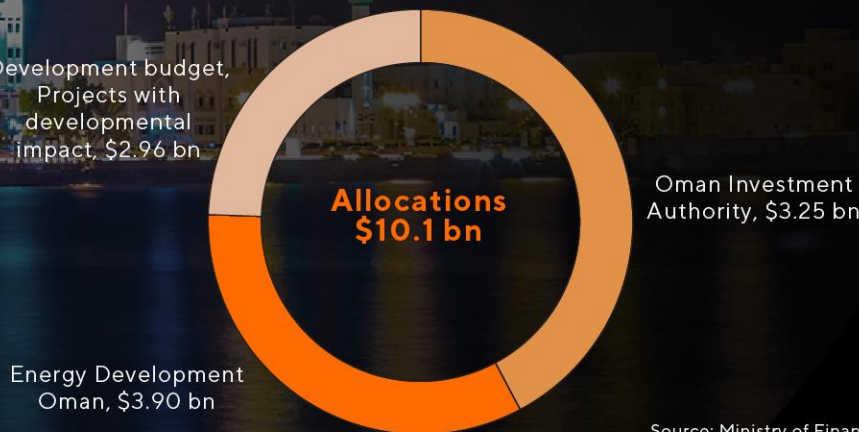
Projected average oil production
1,031

(thousand barrels per day)

2024 Revenues Breakup



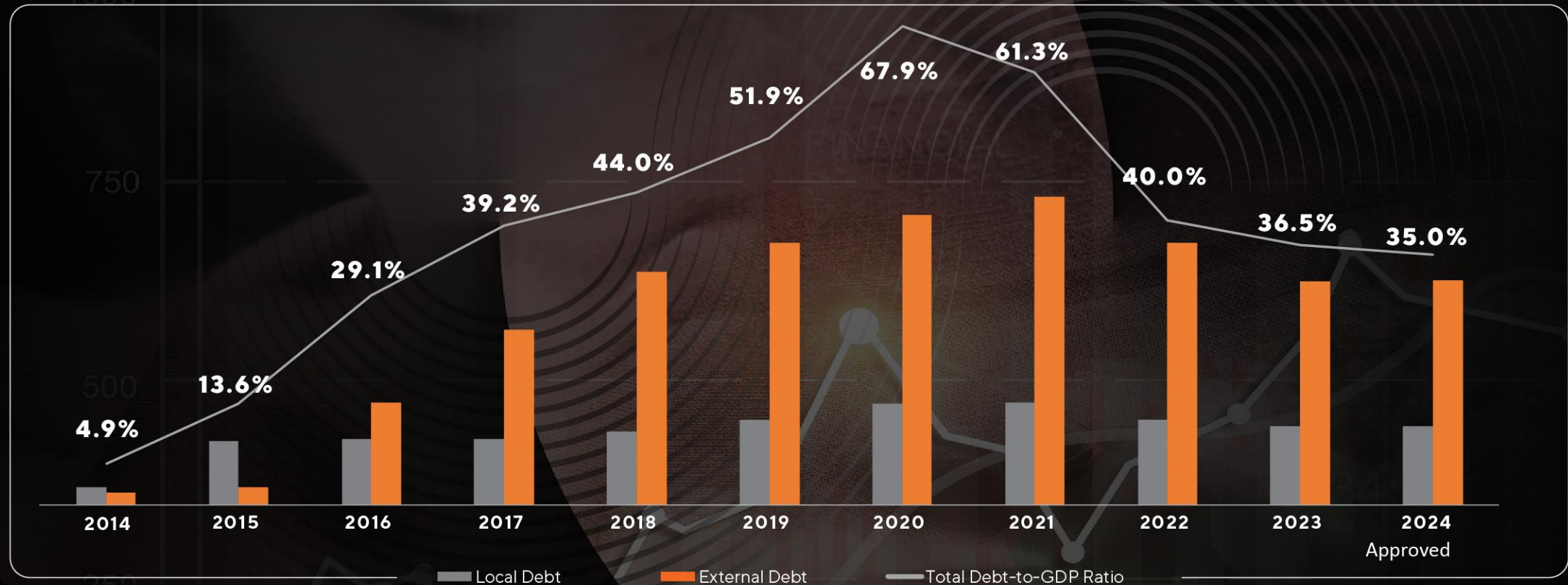
2024 Investment Spending



Source: Ministry of Finance

Trends of Oman's Public Debt

Oman's public debt increased to %29.1 of GDP in 2016 from %4.9 in 2014 and peaked at %67.9 in 2020. Despite low oil prices and the impact of the COVID-19 pandemic on the economy, Oman has managed to reduce public debt to %36.5 in 2023. The public debt stands at RO 15.1 billion by the end of Q2024 1. The Government's efforts continue to reduce public debt by utilizing the additional financial revenues.



Source: Ministry of Finance

* In the case of borrowing to cover the deficit

A Preferred Choice of Investment Destination



Oman Vision 2040 Investment Focus

Priority Investment Indicators

Ease of Doing Business Index	By 2030	By 2040
	Value 79,58 Or among the top 20 countries	Value 81,55 Or among the top 10 countries
Gross Private Investment percentage of GDP	By 2030	By 2040
	25%	22%
FDI Net Inflow percentage of GDP	By 2030	By 2040
	7%	10%

Key Government Efforts

Vision 2040

Oman's roadmap to diversify and strengthen the economy.

Nazdaher Program

Focus on key sectors like tourism, logistics, and energy.

Oman Future Fund

Ensuring economic stability. Public-Private Partnerships for efficiency.

Oman's Investment Advantages

Investor Residency Programme

Attracting committed investors.
Promising Start-ups Support: Fostering innovation.

Key Projects

Diverse investment opportunities.

Export Promotion

Expanding global trade through ports.

Strategic Partnerships

Collaborating with Saudi Public Investment Fund.

Tech & Innovation

Promoting emerging technologies and IoT.

Future Focus

Streamlined IP registration, tech investments, and business environment improvements.

Compelling Investment Opportunities

Flagship Initiatives in the National Program for Investment and Exports Development Nazdaher

Oman GreenEnergy Hub

Optimize new airport capacity.
Faster aviation-related projects.
Comprise hospitality, and free zone gates.

Jindal Green Steel Project

Largest green steel plant at Duqm Port.
Uses green hydrogen and renewable energy.

Yiti Sustainable City

11 million sqm integrated tourist destination.
Eco-friendly practices: electric vehicles, low emissions.

Ghuzayn Copper Project

Underground mining, Al-Ghuzayn location.
6.4 million tons ore, %2.04 copper.

Dhofar Poultry Expansion

Full-scale white meat production.
60,000 tons annual capacity.

Al Jazer Shrimp Farm

1,650-hectare shrimp farm.
18,000 tons yearly production.
Comprehensive shrimp processing facilities.

Sultan Haitham City

Futuristic, smart and sustainable urban city with multi use housing options within a modern environment that stimulates the cultural heritage with wonderful architectural vision that includes all members of society of all categories.
To be spread over 14.8 million sqm and can accommodate over 100,000 people.
Educational, commercial, health, sports facilities with an Internal transport network suitable for private and public needs.

Connecting Global Markets



Location Advantage

Strategically positioned at the crossroads of Asia, Africa, and Europe.



Political Stability

A steadfast government dedicated to economic advancement ensures unwavering stability.



Investor-Centric Environment

Tax Incentives
Streamlined Protocols
Full Foreign Ownership



Tax Exemptions



Foreign Ownership



Capital and Profit Repatriation



Transparent Legal System



Custom Exemption



Repatriation Assurance

Investor-friendly policies guarantee seamless profit and capital repatriation.



Skilled Workforce

Investor-friendly policies guarantee seamless profit and capital repatriation.



Economic Diversification

Diverse investment opportunities in manufacturing, mining, tourism, logistics, tech, and more

Connecting Global Markets

Gateway To the world & GCC	0% Income Tax
Dr Dock Facilities	60K+ km Railways Planned
Air Cargo Infrastructure	~2, 300 km Railways Planned
0% Import & Re-Export Duties	6 Ports
VAT – 5%	WHT Tax – 10%
Corporate Income Tax Rate – 15%	

Robust Infrastructure



Modern Airports

- Muscat International Airport
- Salalah International Airport
- Duqm International Airport
- Sohar International Airport
- Khasab Airport



Sea Ports

- Port of Salalah (Dhofar Governorate, Oman)
- Port of Sultan Qaboos (Muscat, Oman)
- Port of Duqm (Al Wusta Region, Oman)
- Port of Sohar (Al Batinah Region, Oman)
- Port of Qalhat (Ash Sharqiyah Region, Oman)



Telecommunications

- Omantel
- Ooredoo Oman
- Telecom Oman
- Renna Mobile
- RedBull Mobile



Free Zones

- Al Mazunah Free Zone
- Sohar Free Zone
- Salalah Free Zone



Air Cargo

Leading air cargo services with worldwide reputation for offering high-standard products and leading customer service.



Special Economic Zones

- Duqm Special Economic Zone
- Knowledge Oasis Muscat Special

Indicators

Special Economic
Zones Free one

2,800+
Companies
& Industries

83,000+
Manpower

\$40+ B
Investments

5.14 million
Population

Green Hydrogen Powerhouse

Transformative Investment for a Sustainable Future by 2050

Cumulative investments by 2050 in Oman Green H2 Economy ~\$ 140 Bn Key Projects

"The Sultanate of Oman has a long pipeline of green hydrogen projects and the clearest strategy in the GCC for the industry's development."

Oxford Analytica

Oman GreenEnergy Hub

- \$36b investment
- ~25 GW electricity capacity
- Production starts in 2008

Madayn Investment

- RO 8Bn planned for industrial cities

Green Hydrogen & Green Ammonia Project

ACME Group and US-based
KBR Technology
\$3.5Bn investment



Gross Production (2021)
a118,909 MWh



Gross Production (2021)
Solar Energy
626,509 MWh



Oman Investment Authority (OIA)

Governance & Transparency

The investment arm of Oman established by Royal Decree operating as an autonomous and independent legal entity reporting to Council of Ministers.

A sovereign wealth fund investing in more than 50 countries worldwide :

Public markets	Private markets
Global stocks, fixed-income bonds and short-term assets	Real estate developments, logistics, service sector, mining, industrial projects, technology

Average annual return up to 2023

9.95% ↑

(2022: 8.8%)

OIA's assets size 2023

RO 19.2 bn ↑

(2022: ~RO 18 bn)

Highlights

- Contribution to the State's General Budget (RO 6bn+ between 2016 & 2023)
- OIA and its companies created more than 1,300 job opportunities for Omanis and a commitment to support society
- Focused on diversifying its foreign and local investments geographically and across various sectors to maximize returns and minimize risks
- Provides an Omani perspective to its international investments to targeted local sectors leveraging technology.
- OIA and its companies continue efforts to maximize In-Country Value (ICV) and enhance the role of SMEs (*Spend on SMEs: RO 202.6 mn*)
- Continuing its efforts to reduce OIA Companies' debt and mitigate financial risks. Re-paid RO 2.4 bn, including RO 300 mn re-paid in 2023.
- These efforts contributed to raising Oman's credit rating by international rating agencies

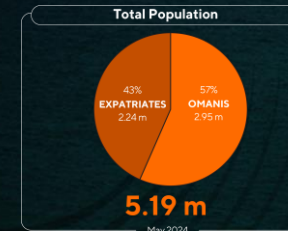
The background of the image features a large, semi-transparent circular graphic. Inside this circle, the 'Sohar International' logo is visible. The logo includes the word 'Sohar' in a large, bold, sans-serif font, with 'international' in a smaller font below it. Above the English text, there is Arabic text: 'سحر' (Sohar) and 'الدولة' (Al-Dawla). The entire graphic is set against a dark, blurred background of a building's facade. In the foreground, there are some out-of-focus green leaves.

Sohar International
Serving the nation & beyond

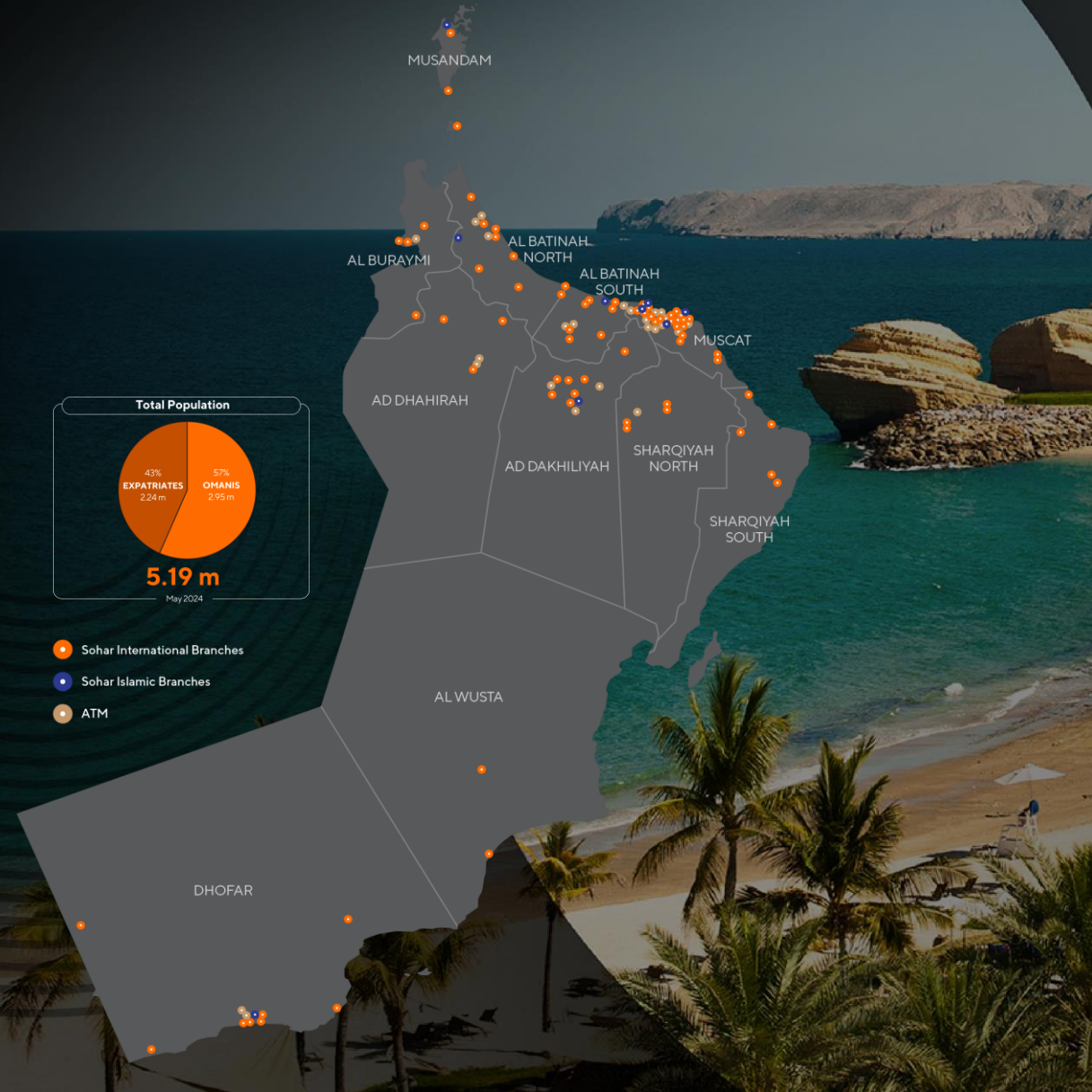


Sohar International at a glance

- Established in 2007 as a public joint stock company
- Sohar International Bank SAOG (formerly Bank Sohar SAOG) is primarily engaged in commercial, investment, and Islamic banking activities.
- Over 1,500 staff
- Over 520,000 customers
- 85 branches (76 conventional & 9 Islamic) and extensive digital channels
- Operating in 2 countries
- Total assets of USD 17.7 billion as at 31 March 2024
- Fastest growing bank in Oman
- 2nd largest bank in Oman
- Operates via 3 main business segments:
 1. Wholesale Banking (~ 70% of total assets)
 2. Retail Banking (~ 20% of total assets)
 3. Islamic Banking (~ 10% of total assets)

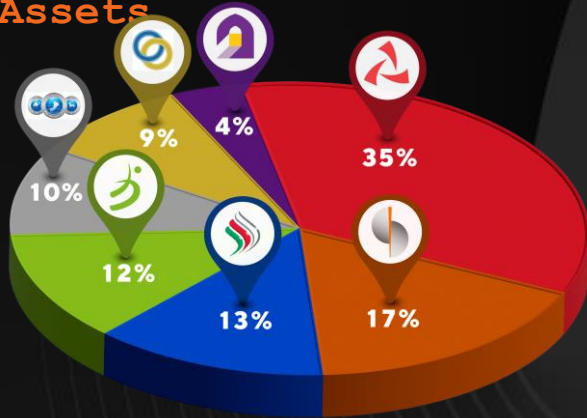


- Sohar International Branches
- Sohar Islamic Branches
- ATM

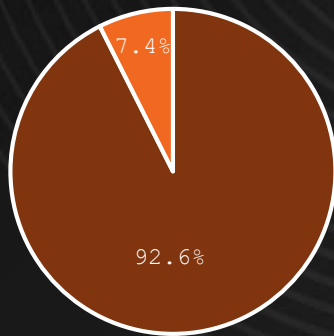


Sohar International at a glance

Market Share – Total Assets



Shareholders



Govt and
Quasi Govt
= 67.3%

■ Organization ■ Individual

Market Capitalization

USD 2.0 Bn

MSX top 4 by market cap

Bank Muscat	USD 5.05 bn
Oman Telecom	USD 2.06 bn
Sohar International	USD 2.03 bn
OQ Gas Networks	USD 1.61 bn

Share Capital

Authorized Capital	RO 1 billion
Issued Shares	5,577,246,270
Paid up capital	RO 572.5 million
Price to book ratio	1.13

Share Price Movement Post Merger

30-May-2024	RO 0.140
17-Aug-2023	RO 0.108
Growth	30%

- The Omani banking sector comprises **19 licensed banks**: 7 local listed banks (including 1 Islamic), 2 state-owned specialized banks, 9 foreign commercial banks, and 1 Islamic Bank subsidiary. Islamic windows are operated by all listed conventional banks.
- Central Bank of Oman (CBO) is a prudent and strong regulator, having introduced many regulations to enable a competitive environment and sustainable banking sector growth, as well as leading the implementation of international best practice including Basel Capital Accord framework and IFRS.
- Islamic banking assets have **17.7 per cent market share** of total banking sector assets as of the end of March 2024



Vision

To be a world-leading Omani service company, that helps customers, communities and people to prosper and grow



Values

Be Open Minded

Do the Right Thing

Be Straight Up

Make it Better

Purpose, Promise, Principles & Personality



Purpose

We Help People 'WIN'



Principles

More Vision
More Value
More Velocity



Promise

Responsive Services to reach your Goal



Personality

Sharp Human
Unstoppable

Strategic Pillars



Re-Imagine Banking Business



Re-Evaluate Value Chains



Re-connect with Our Customers



Re-build the Organization

The winning Formula



Creating an Ecosystem of Services



2030 Mission

Building a Global Enterprise

Creating Sustainable Share Holders' Value



Largest Bank in Oman

Becoming the leading financial institution in Oman, setting a benchmark for banking excellence emerging as the most trusted bank in the country

Global Bank

Expanding footprint into International markets, igniting growth leveraging from developing, emerging markets & trade corridors with Oman

Most Recognized Financial Brand in the Region

Setting unequivocal standard in finance



Market Coverage Strategic Themes



Maximize Profitability



Segment Acquisition Strategy



Establish Presence in Key Markets



Capture International Trade Flows



Gain Market Share in Economic Development



Develop Strategic Trade Hubs



Foster & Increase Foreign Direct Investment



Capability Map Strategic Themes



Excellence in Experience



Excellence in Business Intelligence



Excellence in Operational Efficiency



Excellence in Digitalization



World Class Value Propositions



Excellence in Leadership

Key Strategic Objectives

Best In Class

Service Provider

Superior Customer CX



Best In Class

In Growth

Profitability | Efficiency
With best in Class

ROE | EPS



Catalyst to

Oman's Economic Growth



Best In Class

Value

Propositions

Segmented value propositions & offerings
Ecosystem powered by Digital



Best In Class

Workplace

promoting innovation & collaboration attracts, retains and develops the best talent.



Brand pillars

What we stand for

This is who we are, and here is where our winning journey begins.



Our vision

Where it all starts

To become a world-leading Omani service company, helping customers, communities and people to prosper and grow.



Our promise

What we do for you

We believe in being one step ahead of the game, equipping you, our customer, with an ecosystem of responsive banking services to reach any goal.



Our purpose

Why we do what we do

At Sohar International, our goal is to help people win every day by delivering banking services designed for an ever-changing world.



Our personality

Who we are

Sharp, human and unstoppable are traits that help us innovate the way we think and do, pushing boundaries to transform the customer experience for the better.



Our principles

What we believe in

More velocity. More value. More vision. That's what we seek to deliver, making things simpler and more relevant by staying connected to the needs and wants of our customers.

Robust Governance Structure and Risk Management Framework

Board of Directors



Key Management Committees



Board of directors

The visionaries

Sohar International's visionaries who bring a wealth of experience and excellence with an illustrious history of bold moves designed for impact and wise decisions that made every difference to our people, our industry and our nation.



The Management Team

The game-changers

The game-changers. The big thinkers. Trusted voices that make a powerful impact in the banking sector with their diverse regional and international expertise.



Ahmed Al Musalami
Chief Executive Officer



Khalil Al Hedaifi
Chief Government & Private
Banking Officer



Abdul Qader Al Sumali
Chief Retail & Premier Banking
Officer



Khalid Al Guthami
Country CEO - KSA Branch



Manish Dhameja
Chief Wholesale Banking Officer



Aziz Al Jahdhami
Chief Priority Banking Officer



Abdul Wahid Al Murshidi
Chief Islamic Banking Officer



Sajeel Bashiruddin
Chief Digital Officer



Hamood Al Sawai
Chief Operating Officer



Saud Al-Shidhani
Chief Transformation Officer



Ali Al-Abri
Chief Corporate Affairs Officer



Craig Bell
Chief Financial Officer



Mahira Al Raisi
Chief Human Resources Officer



Mazin Al Raisi
Chief Marketing Officer



Majid Al Busaidi
Chief Risk Officer



Khalid Al Subhi
Chief Compliance Officer



Hamood Al Aisi
Chief Internal Auditor



Elsamawal Idris
Chief Legal & Governance Officer



Hanife Ymer
Head of ESG

Our people

The Sohar International Team



Driven by Excellence

To become a world-leading Omani service company, helping customers, communities and people to prosper and grow.



Customer-Centric Experts

Highly trained and experienced, our workforce lives our brand values daily. From front office interactions to innovative online solutions, they go the extra mile to meet customer needs efficiently and effectively.



Unwavering Values

Integrity, open-mindedness, and commitment form the foundation of our staff's work ethic. This ensures a winning customer experience, consistently.



Cultivating Growth Together

Through tailored tools, training initiatives, and talent development programs, we cultivate a culture that promotes both professional and personal growth while building a strong sense of belonging, collaboration, and talent recognition.

Five Years Growth

2023
2022
2021
2020
2019
2018

CASA Growth

344 %

Customer Deposits

181 %

Total Assets

120 %

Net Loans

74 %

Net Operating Income

59 %

Profit

140 %

Sohar International Key Strengths

Strong Corporate Governance & Risk Management Frameworks

Strong Ownership Structure, BoD & Management Team

Strong Brand & Corporate Franchise

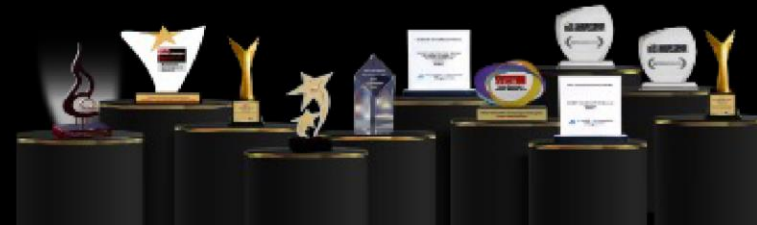
Cutting-Edge Digital Capabilities & Robust Technological Platforms

Well Recapitalized to support growth

Strong Liquidity Buffers and Funding base

Solid Growth and Resilient Financial Performance

Robust Growth Strategy



Milestones

The winning streak

2007

- The birth of Bank Sohar.

2018

- Appointing new CEO.
- Rebranded to Sohar International.
- Redefined a new growth path.
- Delivered market leading financial performance.

2019

- Full throttle implementation of 5-Year Strategy.
- Raised and increased capital by RO 140m.
- Delivered market-leading financial results.
- Established a strategic alliance with EFG.
- Launched the first e-wallet (eFloos).
- Strengthened the top leadership team.

2020

- Weathering the impacts of COVID-19.
- Developed differentiated capabilities.
- Launch of Robust digital platforms.
- Best performing bank in Oman by The Banker magazine (Financial Times).

2024

- Market capitalization of USD 2.0 Bn
- Best Bank in the large banks category
- Highest Year-on-Year Growth in total assets among GCC banks (62 %)
- ROE 14.4 % return on equity
- First bank to introduce API banking portal

2023

- Solidifies position as the fastest-growing and second largest bank in Sultanate of Oman through merger with HSBC Bank Oman.
- Sohar International launches its first step beyond borders by commencing operations in Saudi Arabia.
- First bank to introduce beyond banking ecosystem of offerings

2022

- Crossed USD1 BN in AUM.
- Named Fastest Growing Commercial Bank & Fastest Growing Bank - Large Banks.
- Named best Corporate Bank in Oman & Best retail Banking in Oman.
- Created a dedicated unit & resources for ESG.

2021

- Growing beyond borders.
- Fastest Growing Commercial Bank Award
- Covid Response Innovation Award.
- Best Corporate Bank Award.
- Most Improved Bank in Profitability Management.

Achievements & Recognitions

The art of winning



ESQR Quality Achievements Award - Platinum Category	Debt Deal of the year - Oman	OER Business Excellence Award for creating a World-class Knowledge platform	Most Innovative Campaign of the year	Most Improved Bank in Profitability Management Oman	Most Innovative Bank Oman	Best Employer Brand Award	Process Innovation Award	'Business Leader of the Year' Award	Equity Deal of the Year-Oman	Award for Managing Health at Work	Best Corporate Bank Award-Oman	COVID Response Innovation Award	Industry leadership in Social Impact Award	Best Brand Experience Award	CEO of the Year Award	Best Bank (Large Size) Growth	Customer Journey Re-imagination Award	Best Performing Bank in Oman Award
The European Society for Quality Research (ESQR)	Asian Banking and Finance (ABF) Magazine, based out of Singapore	Viewpoint Organization: OER Business Summi	Oman Banking & Finance Awards	World Economic Magazine	World Economic Magazine	World HRD Congress - Oman Best Employer Brand Awards	Infosys Finacle Client Innovation Awards	Alam Al-Iktisaad Awards	Asian Banking and Finance (ABF) Magazine, based out of Singapore	World HRD Congress Oman Best Employer Brand Awards	Business Outlook Media Awards, UK	Infosys Finacle Client Innovation Awards	Alam Al-Iktisaad Awards	Transform Awards Middle East and Africa	Oman Banking & Finance Award	Oman Banking & Finance Award	Infosys Limited	The Banker Magazine

2022



Best Tourism Promotion Campaign Award	Best Corporate Bank Oman	Best Retail Banking Oman	Best Wealth Management Bank in Oman	Leadership in Corporate Social Responsibility (CSR) Award	Best Performing Company in the Large Cap	Best Advisory for Shariah Compliant Investments	'Business Leader of the Year' Award	Best Digital Bank Award	Best in Class Wealth Management Services of The Year award	Socio Economic Initiative Award	Corporate Social Responsibility Award	Leading CSR Campaign of the year	Wells Fargo Special Recognition Award	Fastest Growing Retail Banking Bank in Oman	Excellence in Digital Transformation Award	Fastest Growing Bank - Large Banks
Best Tourism Promotion Campaign Award	Global Business Review Magazine	World Economic Magazine	Organization: World Economics Magazine	Alam Al-Iktisaad Awards	Alam Al-Iktisaad Awards	Alam Al-Iktisaad Islamic Banking and Finance Awards	Alam Al-Iktisaad Awards	The Arabian Stories Business Award	The Signature Luxury 100 Award event	International Excellence Awards for CSR	World Economic Magazine	OERLwa Digital Transformation Conference and Awards	Organization: Wells Fargo	Organization: The Global Economics, UK	Oman Banking & Finance Awards	Oman Banking & Finance Awards



2023

Industry Leader in Digital Banking	Best Bank in Growth	Key Enable of Sustainable Economics Growth in Oman	Best Investment Bank in Oman	Best Wealth Management Services in Oman	Fastest Growing Retail Banking Bank in Oman	CEO of the year	Best Digital Bank Oman	Best in Class Wealth Management Services of The Year award	Leadership in Sustainable Community Development	CEO of the Year Banking & Leadership	Best place to work in the banking sector	Top Omani Brand in the Banking Sector
Oman Banking & Finance Awards	Oman Banking & Finance Awards	OER Business Summit	Euromoney Awards for Excellence	Global Business Magazine Awards	World Business Outlook	Alam Al-Iktisaad Awards	Global Business Review Magazine Awards	The Signature Luxury 100 Award event	Alam Al-Iktisaad Awards	Le Fonti International Award	The Global Economics UK	Alam Al-Iktisaad Awards

2024



JP Morgan Chase Bank's Global Clearing Quality Recognition Awards (MT103 and MT202)	Highest Year-on-Year Growth in Total Assets among GCC Banks	CEO of the Year - Banking Sector in Oman	Best Bank in the Banking Sector	Most Innovative Digital Bank for Ecosystem Services - Oman	Top Omani Brand in the Banking Sector	Oman's Best Bank
Alam Al Iktisaad Awards	Alam Al Iktisaad Awards	Oman Banking & Finance Awards	Oman Banking & Finance Awards	The Global Economics, UK	Alam Al Iktisaad Awards	Middle East Euromoney Awards for Excellence

ESG Commitment to enable a positive social, environmental and economic impact and change, supporting our stakeholders to prosper and grow



Striving to Achieve **Excellence** In Sustainability

1. Strategic ESG Focus

- Conducted ESG benchmarking and materiality assessment
- Developed final ESG framework
- ESG framework approved by Sohar International Board 29 October 2023
- Official launch of ESG framework scheduled for Q12024



Powered by
ESG Framework

2. Sustainable Financing Activities

- Signed mandate with World Bank IFC for USD200 million of climate-related financing
- Pipeline of over RO 450 million sustainable finance opportunities identified to-date



Powered by
ESG Framework

3. Thought Leadership & Engagement

- Exclusive Bank sponsor for the Green Hydrogen Summit Oman 2023
- Arab Federation of Capital Markets
- Future Sustainability Futures Forum Dubai
- Solar Week Oman 2023
- 3rd Sustainability Conference Oman
- One of two banks in attendance at Estidamah's Sustainable Finance Workshop
- MSX ESG Metrics ESG Data Platform Worksho



Powered by
ESG Framework

Our ESG Framework



Striving to Achieve **Excellence** In Sustainability

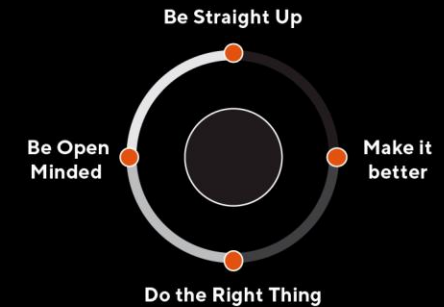
- Sustainable Finance and Investment (Decarbonisation; NetZero; Biodiversity and Natural Capital) E&S Product / Service Innovation)
- Direct environmental footprint (Energy; Waste; and Water management)

- Human Capital (Employee Health Safety and Wellbeing; Diversity and Inclusion; Talent Attraction; Engagement & Retention; Employee Training and Development)
- Customer protection (Privacy and security; Responsible Communications & Marketing)
- Customer experience
- Financial inclusion, accessibility and education (financial empowerment)
- Community investment and socio-economic development [CSR]



- Governance, Compliance and Ethics (Culture) (AML and Anti-corruption; Transparency; Financial performance)
- Sustainable Supply Chain / Procurement
- E and S risk management (ESRM) (including climate risk)
- Digital Leadership

Underpinned by our values



Corporate Social Responsibility

A Community to be proud of

Shaping a brighter future for our communities, workforce, and country – this is a core principle at Sohar International.

Through government-backed initiatives and sustainable efforts, we champion CSR campaigns that reflect our dedication to the better future. From supporting talents and local sustainability to empowering the differently abled, communities in need, and entrepreneurs, we give back to our nation in every possible way.

Segments



Growing
Omani talent



Supporting
local sustainable
initiatives



Training
and talent
development



Social
development
initiatives



FINANCIAL OVERVIEW & COMPETITIVE LANDSCAPE



Performance

Q1 24

14.4%

Return on Average Equity

1.5%

Return on Average Assets

40.2%

Cost to Income

75.1%

Net Loans to Deposit

2023

11.1%

Return on Average Equity

1.3%

Return on Average Assets

47.1%

Cost to Income

76.8%

Net Loans to Deposit

USD Million Total Assets

2016	6,545
2017	7,384
2018	7,913
2019	9,104
2020	9,379
2021	10,738
2022	10,730
2023	17,373
Q1 24	17,656

USD Million Net loan & Advances

2016	4,969
2017	5,451
2018	5,849
2019	6,374
2020	6,503
2021	6,785
2022	7,596
2023	10,185
Q1 24	10,182

USD Million Customer Deposits

2016	3,978
2017	4,267
2018	4,723
2019	5,448
2020	5,796
2021	6,219
2022	6,650
2023	13,255
Q1 24	13,562

Our Results (as at 31st March 2024)

Earnings (RO m) YoY growth

Operating Income
59.9 (+67%)↑

Net Profit
25.1 (+89%)↑

Operating Profit
35.8 (+70%)↑

Balance Sheet (RO m) YoY growth

Total Assets
6,798 (47%)↑

Total Equity
693 (25%)↑

Net Loans
3,920 (28%)↑

Total Deposits
5,221 (88%)↑

Earnings & Profitability

ROE	ROA	CIR
14.4%	1.5%	40.2%

Credit Quality

NPL Ratio	NPL Coverage
5.0%	142%

Capitalization

CET 1	Tier 1	CAR
14.3%	14.3%	15.1%

Funding & Liquidity

LCR	NSFR	CASA %	LTD %
174%	128%	68%	75%

Our Results (as at 31st March 2023)

Earnings (RO m) YoY growth

Operating Income

163.4(+23%) ↑

Net Profit

70.3 (+102%) ↑

Operating Profit

86.5 (+11%) ↑

Balance Sheet (RO m) YoY growth

Total Assets

6,689(62%) ↑

Total Equity

702 (24%) ↑

Net Loans

3,921 (34%) ↑

Total Deposits

5,103 (99%) ↑

Earnings & Profitability

ROE

11.1%

ROA

1.3%

CIR

47.1%

Credit Quality

NPL Ratio

4.8%

NPL Coverage

143%

Capitalization

CET 1

14.3%

Tier 1

16.6%

CAR

17.9%

Funding & Liquidity

LCR

205%

NSFR

137%

CASA %

70%

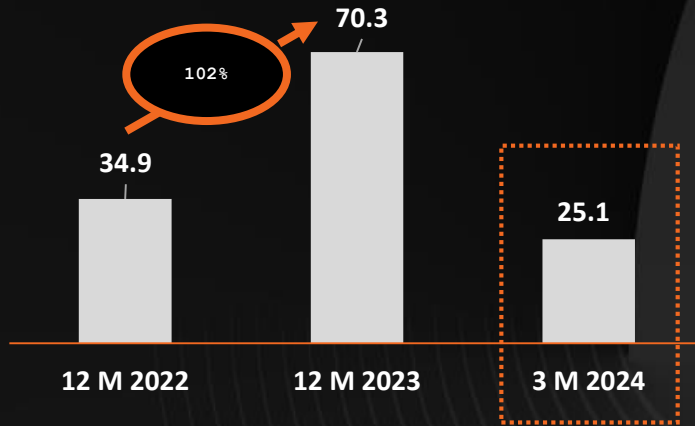
LTD %

77%

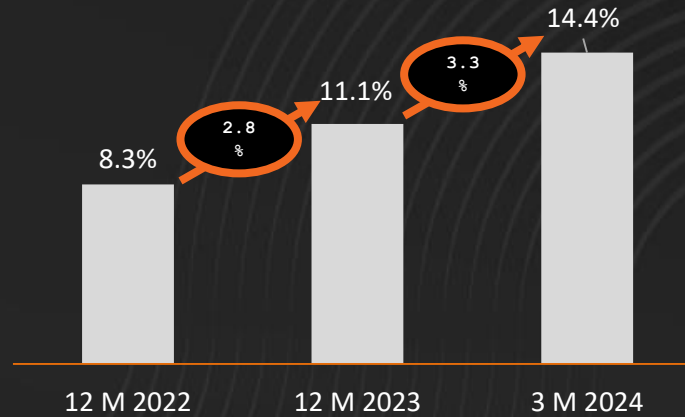
Our Results: Key Highlights (Dec'23 & Q1'24)

1. Net Profit

RO million

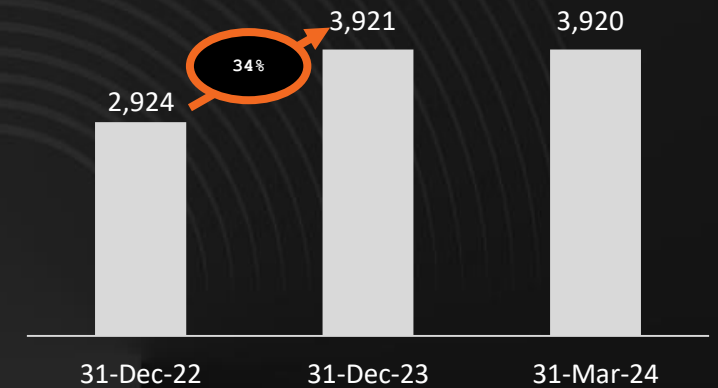


2. Return on Equity*



3. Net Loans and Advances

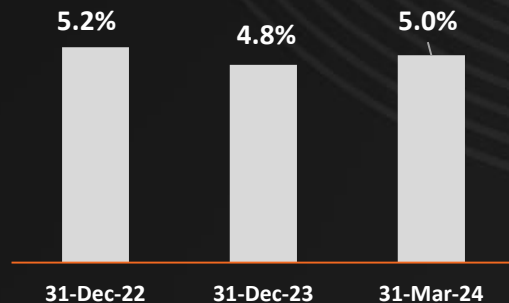
RO million



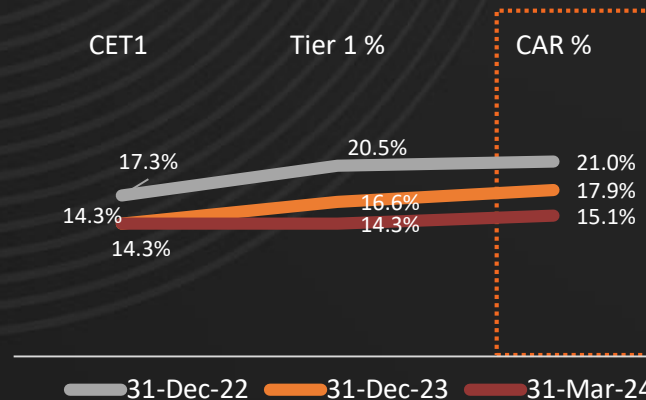
4. Asset Quality

Coverage Ratio		
89%	143%	142%

NPL Ratio %



5. Capital Ratios



6. Credit Ratings

Credit Rating Outlook

Fitch Ratings

BB

Stable

MOODY'S

Ba1

Stable

* 2022 adjusted for right issues

Profit for the 3 months period ended 31 March 2024

RO Million	3 months	3 months	Variance Mar 2024 v Mar 2023	
	<u>2024</u>	<u>2023</u>	<u>Amount</u>	<u>%</u>
Interest income	75.6	52.5	23.1	44.1%
Interest expense	(34.1)	(28.5)	(5.6)	(19.6)%
Net interest income	41.5	24.0	17.6	73.2%
Net income from Islamic financing and investing activities	2.5	2.1	0.4	0.2%
Other operating income	15.9	9.9	6.0	60.2%
Total operating income	59.9	35.9	24.0	66.6%
Total operating expenses	(24.1)	(14.9)	(9.2)	(61.5)%
Net operating income before impairment provisions	35.8	21.0	14.8	70.3%
Loan impairment charges and other credit risk provisions (net)	(5.4)	(5.4)	(0.0)	(0.0)%
Profit before tax	30.4	15.6	14.8	94.7%
Tax expense	(5.3)	(2.3)	(2.9)	(126.4)%
Profit for the year	25.1	13.3	11.8	89.1%
<i>Return on assets (ROA) %</i>	<i>1.5%</i>	<i>1.2%</i>		<i>0.3%</i>
<i>Return on equity (ROE) %</i>	<i>14.4%</i>	<i>9.5%</i>		<i>4.9%</i>
<i>Cost to income ratio (CIR) %</i>	<i>40.2%</i>	<i>41.5%</i>		<i>1.3%</i>
<i>Cost of risk*</i>	<i>0.6%</i>	<i>0.7%</i>		<i>0.2%</i>

* Net loans considered in calculation

Balance Sheet as at 31 March 2024

RO Million	31-Mar-24	% of Total	31-Mar-23	% of Total	Variance Mar 24 vs Mar 24	
					Amount	%
<u>ASSETS</u>						
Cash and balances with Central Bank	183.5	2.7%	173.2	3.7%	10.2	5.9%
Due from banks	733.2	10.8%	440.5	9.5%	292.7	66.4%
Investment securities	1,766.3	26.0%	819.8	17.7%	946.5	115.5%
Loans, advances and Islamic financings (net)	3,920.2	57.7%	3,068.7	66.2%	851.5	27.7%
Other assets	50.9	0.7%	72.5	1.6%	(21.6)	(29.8) %
Investment properties	2.9	0.0%	2.9	0.1%	-	0.0%
Property and equipment	75.1	1.1%	54.4	1.2%	20.7	38.1%
Intangible assets	65.5	1.0%	-	0.0%	65.5	-
TOTAL ASSETS	6,797.6	100.0%	4,632.0	100.0%	2,165.6	46.8%
<u>LIABILITIES</u>						
Due to banks	778.0	11.4%	1,102.1	23.8%	(324.1)	(29.4) %
Customer deposits	5,221.2	76.8%	2,775.1	59.9%	2,446.1	88.1%
Other liabilities	105.0	1.5%	100.3	2.2%	4.7	4.7%
Total liabilities	6,104.2	89.8%	3,977.5	85.9%	2,126.7	53.5%
Total shareholders' equity	693.4	10.2%	554.5	12.0%	138.9	25.0%
Perpetual tier 1 capital securities	-	0.0%	100.0	2.2%	(100.0)	(100.0) %
Total equity	693.4	10.2%	654.5	14.1%	38.9	5.9%
TOTAL LIABILITIES AND EQUITY	6,797.6	100.0%	4,632.0	100.0%	2,165.6	46.8%
Net loans / deposits	75.1%		110.6%			
CASA ratio	68.1%		55.8%			

Profit for the 12 months year ended 31 December 2023

RO Million	12 months	12 months	Variance Dec 2023 v Dec 2022	
	<u>2023</u>	<u>2022</u>	<u>Amount</u>	<u>%</u>
Interest income	240.1	167.3	72.8	43.5 %
Interest expense	(121.7)	(72.7)	(48.9)	(67.3) %
Net interest income	118.5	94.6	23.8	25.2 %
Net income from Islamic financing and investing activities	7.4	9.1	(1.7)	(18.2) %
Other operating income	37.5	29.2	8.4	28.7 %
Total operating income	163.4	132.8	30.6	23.0 %
Total operating expenses	(76.9)	(55.2)	(21.8)	(39.4) %
Net operating income before impairment provisions	86.5	77.7	8.8	11.3 %
Gain on bargain purchase	91.8	0.0	91.8	n/a
Loan impairment charges and other credit risk provisions (net)	(105.1)	(39.7)	(65.4)	(164.9) %
Profit before tax	73.2	38.0	35.1	92.4 %
Tax expense	(2.8)	(3.1)	0.3	9.9 %
Profit for the year	70.3	34.9	35.5	101.7 %
<i>Return on assets (ROA) %</i>	<i>1.3%</i>	<i>0.8%</i>		<i>0.5 %</i>
<i>Return on equity (ROE) %*</i>	<i>11.1%</i>	<i>8.3%</i>		<i>2.8 %</i>
<i>Cost to income ratio (CIR) %</i>	<i>47.1%</i>	<i>41.5%</i>		<i>(5.5) %</i>
<i>Cost of risk**</i>	<i>2.7%</i>	<i>1.4%</i>		<i>(1.3) %</i>

* 2022 adjusted for right issues

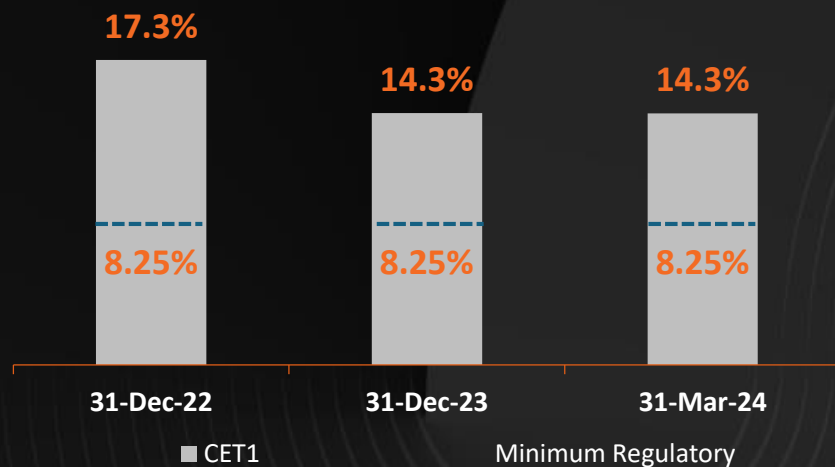
** Net loans considered in calculation

Balance Sheet as at 31 December 2023

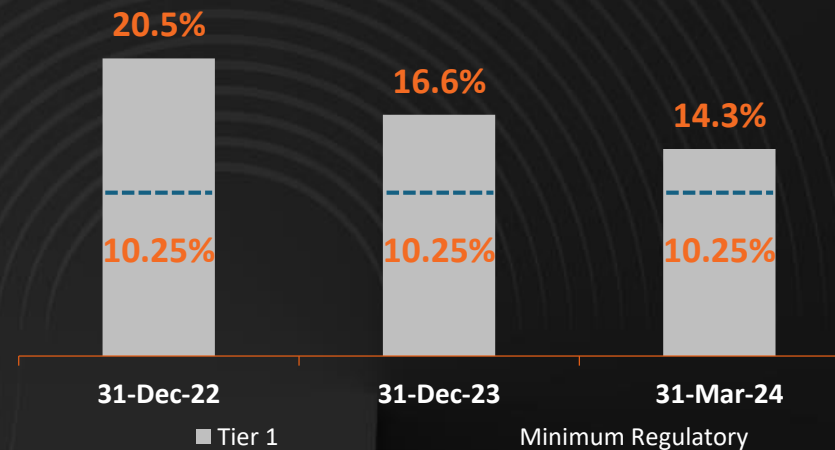
RO Million	31-Dec-23	% of Total	31-Dec-22	% of Total	Variance Dec 23 vs Dec 22	
					Amount	%
<u>ASSETS</u>						
Cash and balances with Central Bank	205.7	3.1%	125.9	3.0%	79.8	63.4%
Due from banks	652.0	9.7%	103.9	2.5%	548.1	527.3%
Investment securities	1,711.2	25.6%	853.8	20.7%	857.3	100.4%
Loans, advances and Islamic financings (net)	3,921.2	58.6%	2,924.3	70.8%	996.9	34.1%
Other assets	53.6	0.8%	66.7	1.6%	(13.1)	(19.6) %
Investment properties	2.9	0.0%	2.9	0.1%	-	0.0%
Property and equipment	75.6	1.1%	53.4	1.3%	22.1	41.4%
Intangible assets	66.6	1.0%	-	0.0%	66.6	100%
TOTAL ASSETS	6,688.7	100.0%	4,131.0	100.0%	2,557.7	61.9%
<u>LIABILITIES</u>						
Due to banks	676.1	10.1%	806.0	19.5%	(129.9)	(16.1) %
Customer deposits	5,103.0	76.3%	2,560.1	62.0%	2,542.9	99.3%
Other liabilities	107.5	1.6%	99.4	2.4%	8.1	8.1%
Total liabilities	5,886.6	88.0%	3,465.5	83.9%	2,421.1	69.9%
Total shareholders' equity	702.1	10.5%	565.5	13.7%	136.6	24.2%
Perpetual tier 1 capital securities	100.0	1.5%	100.0	2.4%	-	0.0%
Total equity	802.1	12.0%	665.5	16.1%	136.6	20.5%
TOTAL LIABILITIES AND EQUITY	6,688.7	100.0%	4,131.0	100.0%	2,557.7	61.9%
Net loans / deposits	76.8%		114.2%			
CASA ratio	70.0%		63.8%			

Capital & Leverage

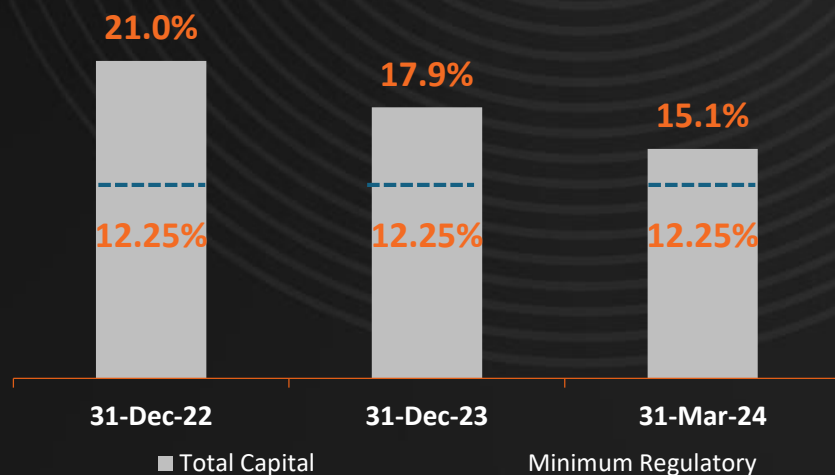
1. CET 1 Ratio



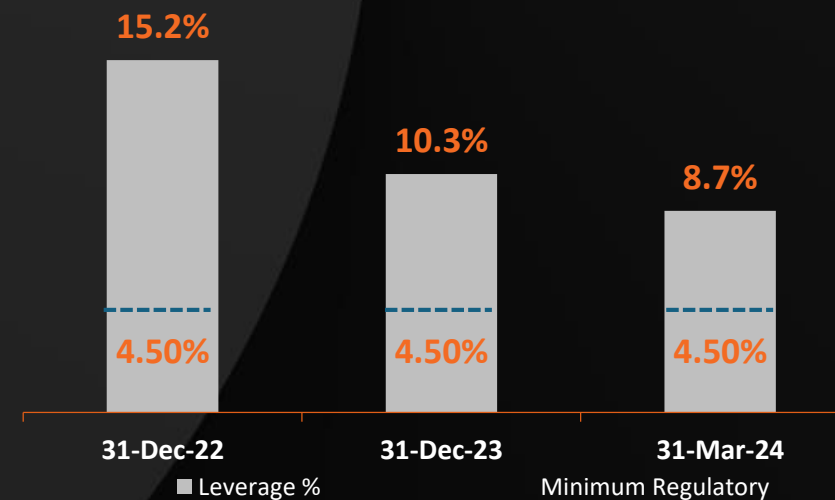
2. Tier 1 Ratio



3. Total Capital Ratio

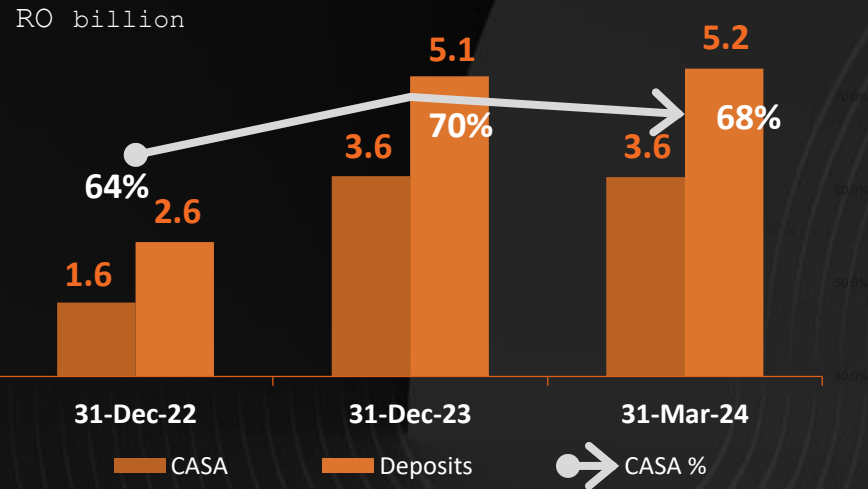


4. Leverage Ratio (Local Regulatory basis)

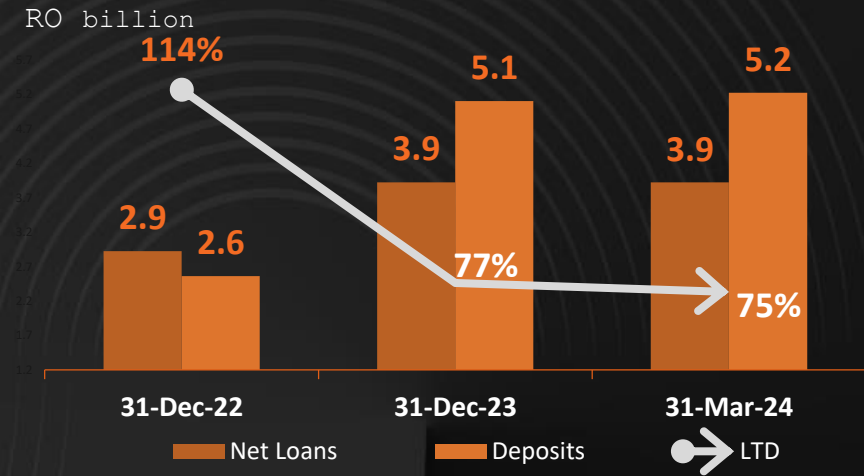


Funding & Liquidity

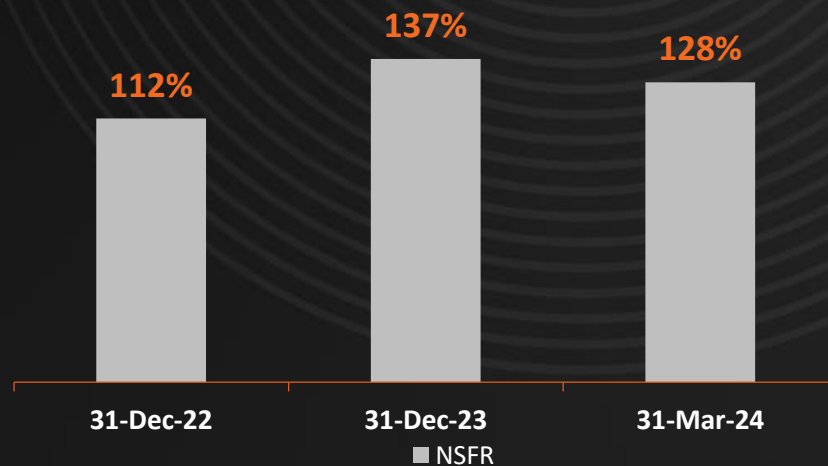
1. CASA / Customer Deposits %



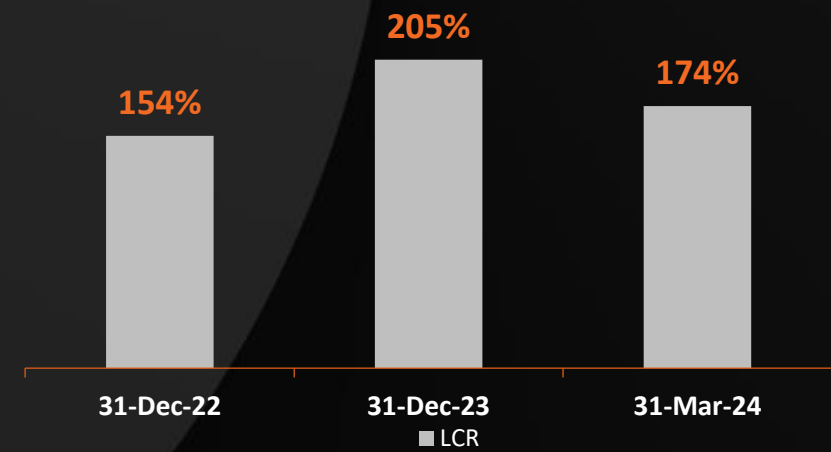
2. Net Loans to Deposits %



3. Net Stable Funding Ratio (NSFR)

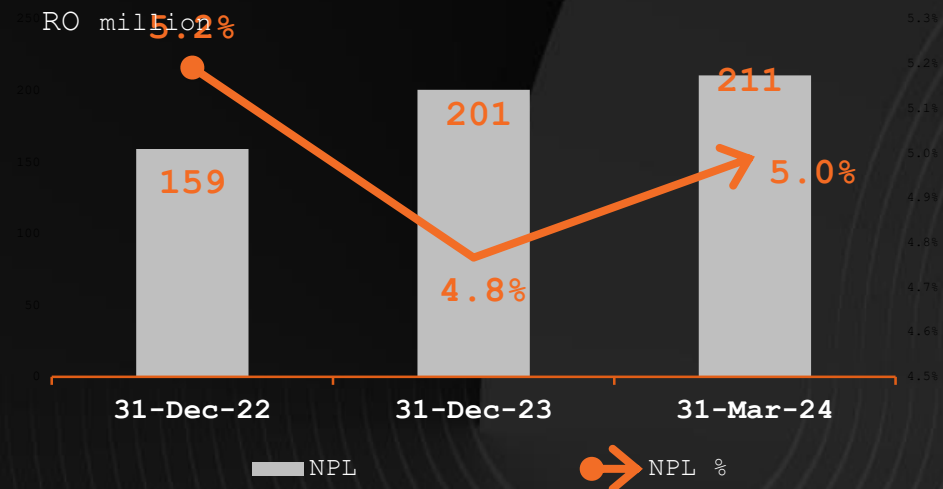


4. Liquidity Coverage Ratio (LCR)

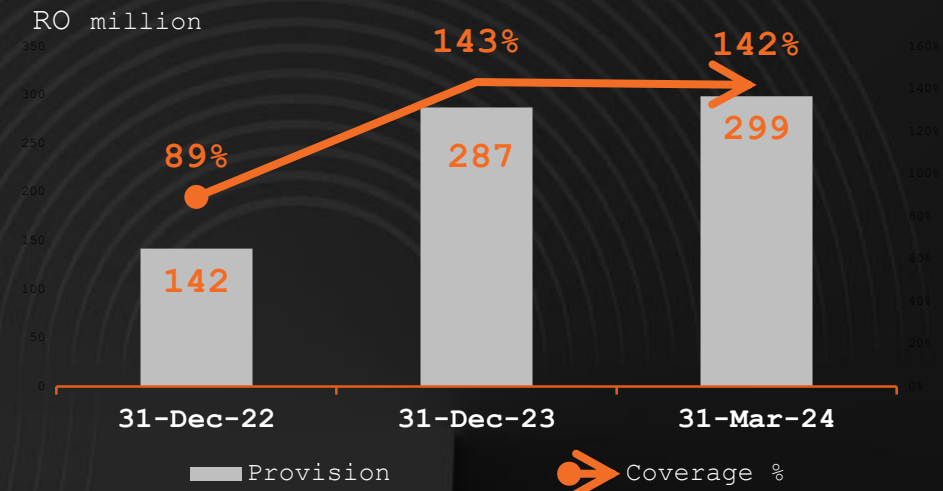


Credit Quality

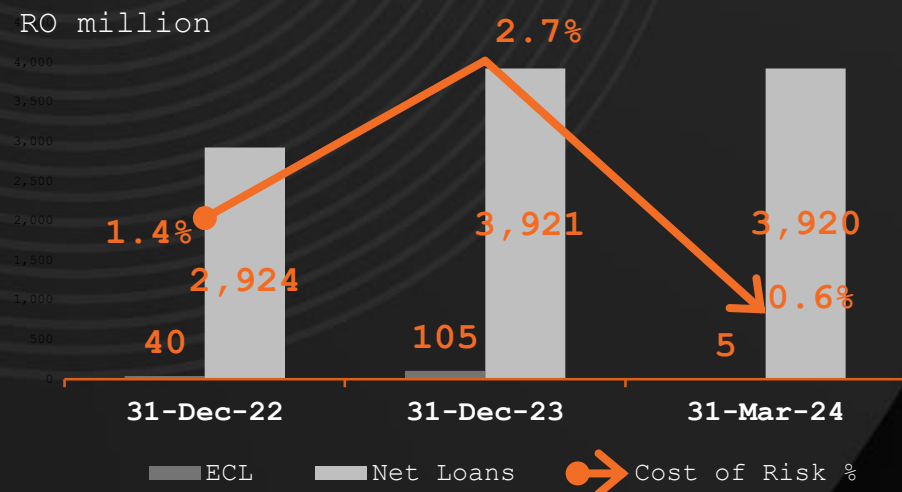
1. Non Performing Loans (NPL)



2. NPL Coverage



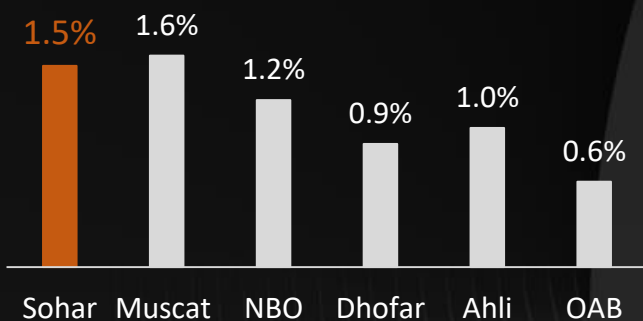
3. Cost of Risk



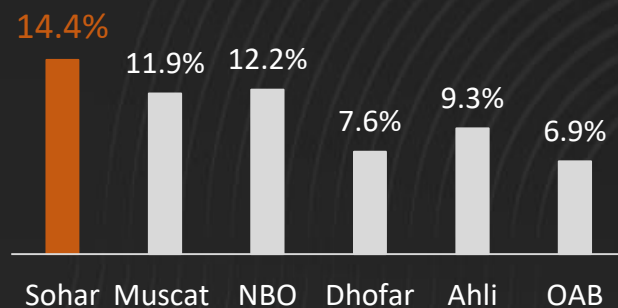
Market Comparison – P&L (31st March 2024)

Figures in RO'M

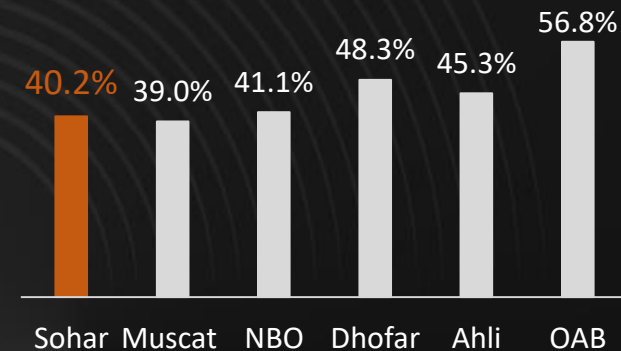
Return on Average Assets



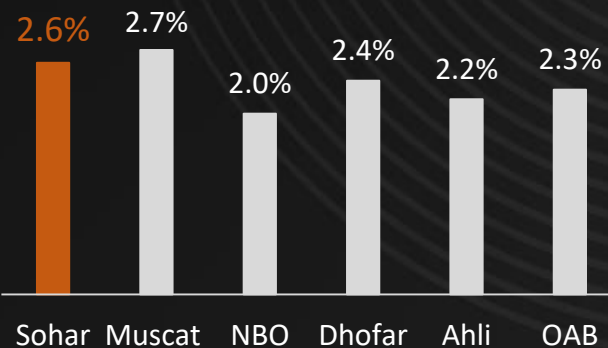
Return on Average Equity



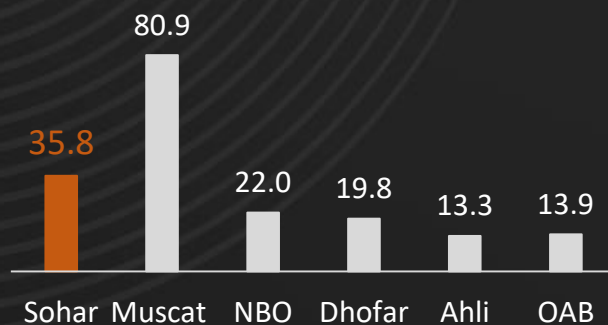
Cost to Income



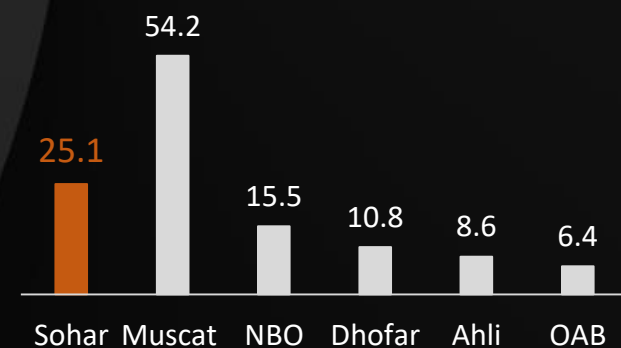
Net Interest Margin



Operating Profit



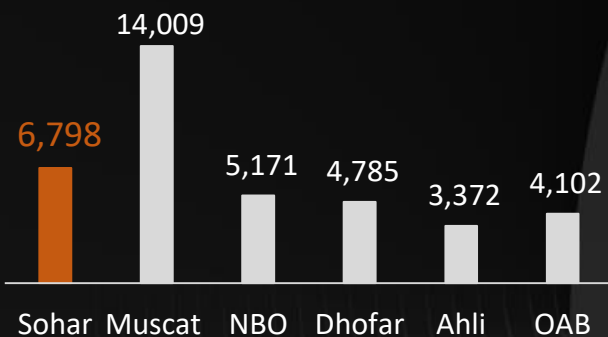
Net Profit



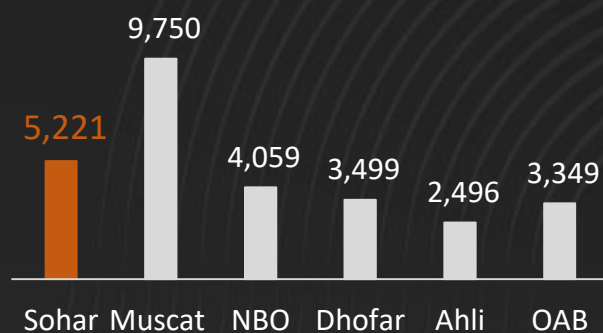
Market Comparison – BS (31st March 2024)

Figures in RO'M

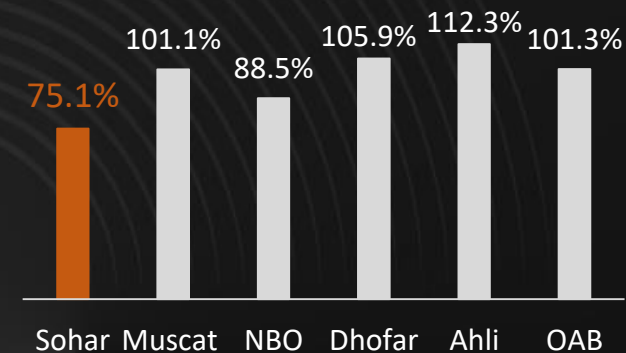
Total Assets



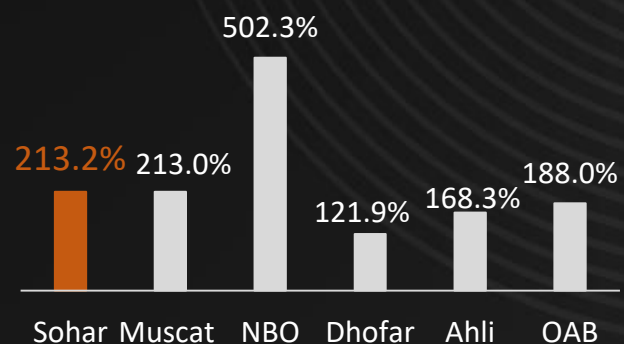
Customer Deposits



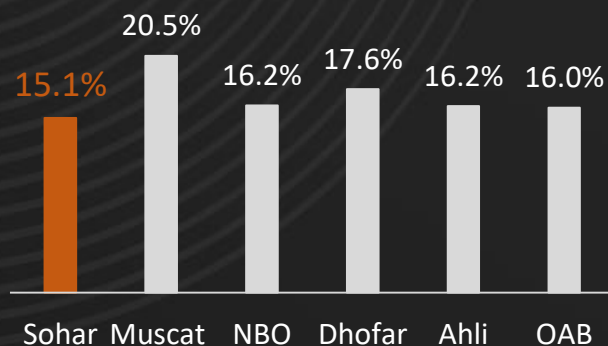
Loans/ Deposits ratio



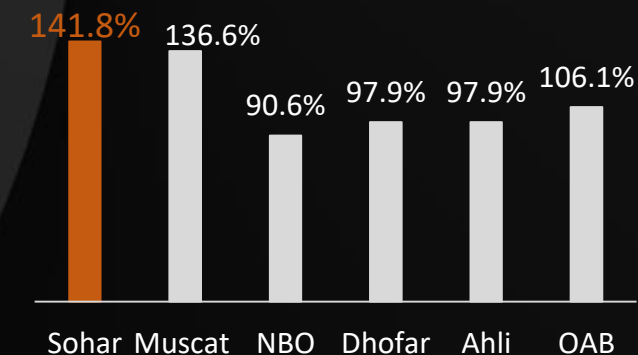
LCR



Total Capital Adequacy Ratio



NPL Coverage Ratio



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From customer service to tech innovations, we strive to give you the best experience, both online and in-person.

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Non-IFRS measures

This presentation also contains non-IFRS financial detail.



Scan QR code to view
Corporate Profile

Sohar International looks forward to the future with confidence and ambition. With every step, we see things more clearly – the opportunities, the success stories and greater wins for us all. We are ready

#Hello_Winning



Retail Banking

Retail Banking

Enhancing the Financial Journey Through Digital Banking and Personalised Solutions

In the dynamic world of banking, understanding the unique requirements of each customer is crucial. At Sohar International, we hold ourselves to the highest standards, striving for excellence in every interaction.

This entails not only offering a diverse array of products and services that go beyond traditional banking but also embracing digital innovation to elevate the overall financial experience.

Transforming the Banking Experience

Our commitment revolves around the consumer. We believe in catering to their aspirations and needs with a digital-first approach.

Recognising the pace of modern life, we offer cutting-edge digital banking solutions that align with all lifestyles. Our digital banking options aim to simplify the banking experience, making it more accessible, convenient, and secure.

Digital Banking Solutions



Mobile Banking

- Manage accounts, transfer funds, and pay bills from a user-friendly mobile app.



Internet Banking

- Access account information securely and conveniently via the online portal.



SMS Banking

- Conduct transactions and receive updates through simple text commands.



My Life

Beyond Banking



My
Travel



My
Bills



My
Entertainment



My
Health



My
Transportation

Banking



Cards

- Debit Cards
- Credit Cards
- Prepaid Cards



Insurance

- Term Life
- Female Cancer
- Education Shield
- Domestic Helper
- Personal Accident Plan for Embassies
- Voluntary Group Life and Accident Insurance
- Hospital Cash Benefit
- Medical Insurance
- Motor Insurance
- Personal Accident
- Home Contents

Retail Banking

Products



My Goals

Beyond Banking



My
Car



My
Child's
Education



My
Home



My
Financials

Banking



Savings & Deposit Accounts

- Savings Account
- Minor Account
- Youth Account
- Deposit Account



Wealth Management

- High Profile Wealth Advisors
- Premium Banking Lounges
- 24/7 Call Centre
- Relationship Managers



Premier Banking

- Easy Liquidity
- Currency
- Risk Mitigation
- Regular Updates
- Taxation
- Portability
- Bespoke Portfolio



Housing Loans

- Purchase Flexibility
- Developer Properties
- Tenor & Repayment Plans
- Construction & Renovation



Personal Loans

- Flexible Repayment
- Special Interest Rates
- Versatile Use



Car Loans

- Rapid Finance
- Secured Options

Beyond Banking

We understand that banking isn't just about transactions; it's about enriching consumer's life.

Our goal is to make a consumer's life easier, more convenient, and more enjoyable.

- Pay all types of bills like phone, Wi-Fi, Electricity, Water, School
- Recharge for Prepaid Accounts
- Payment for Landline and Broadband
- Recharge of Prepaid Accounts
- DTH Recharge
- OTT subscription

- Travel Portals for travel packages
- Flight & Hotel Booking in 150+ countries
- Travel Shield / Insurance
- Attractions over 26 countries and 88 cities

- Buy and manage subscriptions of OTH platforms like Netflix, Amazon Prime etc.
- Deals & Coupons marketplace for booking in Oman

- Medical Insurance

- Buy a car



My Life My Goals

Banking filed as: Internal - Confidential Banking

My Goals

Banking

My Life Banking

Empowering Financial Freedom with Diverse Card Options

Our prepaid, debit, and credit cards have been meticulously tailored to meet the distinct financial needs of our customers. These cards epitomise our unwavering dedication to empowering individuals on their path to financial independence.

At Sohar International, we understand that the financial objectives of our customers are unique, and as such, we've curated a comprehensive selection of cards.

Each card type is designed to offer unparalleled convenience, security, and flexibility.



Cards

Debit Cards

- Seamlessly merge banking activities with modern shopping.
- Make purchases, withdraw cash, and manage finances effortlessly.
- Benefit from contactless payments, thorough transaction tracking, and robust security.

Credit Cards

- Enjoy boundless possibilities while earning rewards for spending.
- Competitive interest rates, generous rewards programs, and exclusive benefits.

Prepaid Cards

- Enjoy unparalleled financial control, managing expenses with precision.
- Convenience meets budgeting as funds are loaded upfront, preventing overspending.



My Life
Beyond Banking

My Life
Banking
Classified as: Internal - Confidential

My Goals

My Goals
Banking

My Life

Banking

Comprehensive Insurance Solutions for Peace of Mind

At Sohar International we understand the importance of consumers wanting to safeguard themselves and their loved ones from unexpected events.

This commitment drives us to offer a wide range of life and non-life insurance options tailored to their needs, ensuring comprehensive coverage.

Insurance



Term Life



Personal Accident



Critical Illness



Domestic Helper



Hospital Cash Benefit



Female Cancer



Education Shield



Motor Insurance



Voluntary Group Life and Accident Insurance



Personal Accident Plan for Embassies



Medical Insurance



Home Contents

My Life
Beyond Banking

My Life

Classified as: Internal - Confidential Banking

My Goals

Classified as: Internal - Confidential Banking

My Goals

Banking

My Goals

Beyond Banking

Turning Dreams into Reality

Realising life goals necessitates meticulous planning and unwavering support. This is why we offer a spectrum of financial products tailored to assist consumers at every juncture.

Whether it's retirement planning, financing your child's education, acquiring a home, or pursuing advanced education, our financial solutions are designed to transform dreams into tangible achievements.



My Car

- Acquire quick car loans for dream vehicles.
- Renew car insurance for on-road peace of mind.



My Home

- Fulfil homeownership dreams with home loans.
- Safeguard investments with comprehensive property insurance.
- Access trained service professionals and interior design services.



My Child's Education

- Invest in child savings plans for a bright future.



My Financials

- Access brokerage services for FX, metals, and stocks.

My Life

Beyond Banking

My Life

Banking defined as: Internal Confidential

My Goals

Beyond Banking

My Goals

Banking

My Goals

Banking

Bank Account

Our comprehensive range of Savings and Debit accounts cater to various needs and preferences, ensuring everyone's financial journey is tailored to their specific requirements.

With features like daily interest calculation, flexible withdrawal options, and easy access through ATMs, internet banking, and mobile apps, we empower consumers to manage their finances with ease.

Savings & Deposit Accounts



Savings Accounts

- High Yield Savings Account
- Savings Account
- Savings Plus Account
- Savings Smart Account
- Gold Account
- Silver Account
- Platinum Account



Youth Account

- 7/24 Access mobile and internet banking services
- Mobile Phone Bill Payments and Top-ups
- Local & International Fund Transfers
- No ATM Withdrawal Fees
- Multi-currency Account
- Discounts and Offers



Minor Account

- Free Debit Card for children aged from 15 to 17 years
- Free Cash Deposit Card for children below 15 years
- Zero minimum balance charges
- Can be maintained in OMR, AED, GBP USD
- Internet Banking Facility: View access to parents
- Discounts and Offers



Deposit Accounts

- Recurring Deposit
- Instant Interest Time Deposit
- Retail Business Smart Account
- Cumulative Fixed Deposit Account
- Flexible Fixed Deposit Account
- Structured Fixed Deposit Account
- Gold Fixed Deposit Account
- Standard Fixed Deposit Account

My Goals

Banking

Premier Banking

Sohar International's Premier Banking offers tailored financial solutions to ensure a consumer's financial journey is both prosperous and secure. Our range of investment options includes Bonds & Sukuks, Mutual Funds, and Exchange Traded Funds (ETFs). Our services include:



High Profile Wealth Advisors

- Gain access to investment products guided by experienced wealth advisors



Premium Banking Lounges

- Access exclusive lounges and priority services at Sohar International Branches



Relationship Manager

- Receive personalised advice and portfolio management, aligned with your financial goals



24/7 Call Centre

- Dedicated officers are available around the clock



Taxation

- Oman's tax scenario ensures no deductions, but VAT @%5 applies to transaction and custodian fees



Currency

- Investments are primarily conducted in USD



Risk Mitigation

- Custodians offshore reduce country and bank-related risks



Portability

- Transfer holdings to overseas banks for added flexibility



Easy Liquidity

- Mutual Funds and ETFs are highly liquid, allowing convenient purchases and redemptions within days



Bespoke Portfolios

- Our experienced Wealth Advisors create personalised portfolios tailored to consumer's needs



Regular Updates

- Stay informed about various holdings with regular updates, reviews, and opportunities, giving consumers greater control over their portfolio

My Goals

Banking

Car Loans

Driving the Future

Sohar International's Car Loans offer affordable solutions to put you in the driver's seat of your dream car.

Rapid Finance

- Swift car finance solutions for both new and used cars

Secured Options

- Loans secured against salary assignment or post-dated cheques

Personal Loans

Empowering Financial Goals

Sohar International's Personal Loans cater to immediate needs and special occasions, offering tailored financial solutions for Omanis and expatriates.

Flexible Repayment

- Enjoy a tenor of up to 10 years with flexible repayment plans

Special Interest Rates

- Benefit from a loan with a special interest rate

Versatile Use

- Use the loan to meet immediate financial needs or invest in life's special moments

Housing Loans

Helping Consumers Realise their Homeownership Dreams

Sohar International's Home Loan Solutions pave the way to help consumers buy their dream homes with flexible options.

Purchase Flexibility

- Buy land, ready or under-construction properties, and even takeover housing loans from other banks

Developer Properties

- Extend loans to approved developer projects like Muscat Hills and Waves Muscat

Tenor and Repayment Plans

- Enjoy a special interest rate with a tenor of up to 25 years, coupled with flexible repayment plans

Construction and Renovation

- Fund self-construction, expansion, or renovation of existing properties



Priority Banking

Invest in the future of a prosperous nation

Partner with Sohar International today and embark on a journey marked by professionalism, security, and the limitless possibilities that Oman has to offer.

In the dynamic landscape of banking and financial services, Sohar | Priority Banking stands out as a strategic arm dedicated to advancing Oman's global aspirations through exclusive banking services tailored for individuals seeking to invest in the thriving landscape of Oman, a nation that has firmly established itself as a secure haven for investors. Oman's strategic location on the global map, coupled with its unwavering political stability, makes it an enticing destination for those seeking to grow their wealth.

Inspired by Oman's Vision 2040, our commitment to excellence is exemplified by our dedicated team, bolstered by local expertise and extensive networks within Oman's dynamic market. We possess a profound understanding of the intricacies that make Oman an investment hotspot with boundless potential.

When you choose Sohar International as your financial partner, you can expect:



Professionalism

We pride ourselves on our professionalism, ensuring that your investment journey is guided by seasoned experts who are committed to your financial success.



Comfort, Safety, and Security

Your peace of mind is our top priority. We offer a secure environment that not only protects your investments but also ensures you feel comfortable throughout your investment journey.



Endless Investment Opportunities

Oman's burgeoning economy is brimming with opportunities waiting to be seized. We are here to facilitate your investments in Oman, enabling you to tap into a world of potential.

Join us in realising your global financial goals and explore a future full of possibilities with Sohar International.

The background image shows an offshore oil rig at sea. A prominent white control tower with a glass-enclosed upper section is visible on the left. Several large yellow and red cranes are positioned around the rig's deck. The rig's complex structure, including various pipes and platforms, is visible against a clear sky. The water in the foreground is dark blue.

Wholesale Banking

Wholesale Banking

Unlocking Growth Opportunities

Running a business comes with its own set of challenges. As your banking partner, Sohar International recognises the need for financial expertise that allows you to focus on optimising every opportunity for maximum success.

It's why our wholesale banking client-centric model takes a step away from the norm, moving into an advisory role, adding value when you need it most.

Our wholesale banking client-centric model takes a step away from the norm, moving into an advisory role, adding value when you need it most.

Segments



Multinational Companies



Large Business Conglomerates



Large & Mid Corporates



Small & Medium Enterprises



Banks, Finance companies, Equity funds, Exchange houses



Charitable Entities



Government Ministries Establishments



Government Companies

Wholesale Banking

Products

Services to Run Your Business



Account Services

- Statements
- Commercial Accounts



Cash Flow Management

- Collections
- Payments



Merchant Services

- E-Commerce
- Payment Solutions



Digital Banking

- Cards
- FX Online
- Payroll
- Reconciliations
- Fund Transfers
- Mobile Banking



ERP Integration Capability

- Host to Host (H2H)
- Application Programming Interface (API)



Services to Grow Your Business



Business Services Beyond Banking

- Advisory
- Asset Management
- Custody



Supply Chain

- Payables Solutions
- Receivable Solutions



Trade Finance

- Imports & Exports Services
- Digital Trade Finance
- Trade Advisory



Strategic Growth

- Project Financing
- Working Capital



Financing

- Sector Specialisation
- Product Specialisation

Wholesale Banking

Services to Run Your Business

Our tailored solutions are designed to cater to diverse industries and address your specific needs, ensuring efficiency and effectiveness in managing your business.

We offer an array of services specifically tailored to help you run your business' financial needs smoothly.

Benefits



Account
Services



Cash flow
Management



Merchant
Services



Digital
Banking



ERP Integration
Capability

Wholesale Banking

Services to Run Your Business



Account Services

- Cheque book(s)
- Customised special cheques
- Outstation and local cheque clearing facilities
- Demand Drafts or Pay Order

Statements



E-Statement Delivery

- Consolidated interactive E-Statement via email such as Credit cards statements



Digital Channels

- On-demand
- Multi-format such as CSV, TXT, PDF, XLS & MT940

Commercial Accounts



E-Statement Delivery



Interest-bearing Call Account



Interest-bearing Term Deposit Account



Escrow account for structured transactions



Available 30+ currencies



Account
Services



Cash flow
Management



Merchant
Services
Internal - Confidential



Digital
Banking



ERP Integration
Capability

Wholesale Banking

Services to Run Your Business



Cash Flow Management

Collections



E-Statement Delivery

- Virtual account rationalization & reconciliation
- Direct debit for recurring receivables



Digital Channels

- Remote cheque deposit for speedy credit
- Express international & local cheque clearing solutions



Reporting & Reconciliation

- Cash flow forecasting tools for overall cash estimation
- Customised reports for automated reconciliation

Payments



Electronic Payments

Comprehensive Transfer services

- Internal, domestic, and international transfers
- Batch and bulk payment processing with native B2B capability
- Standing instructions, sweeps, and pooling mechanisms

Wide currency range

- Dealing in over 25 currencies, including GCC, G10, and major asian currencies
- Strategic partnerships with leading international banks



Physical Payments

- Remote Cheque Printing with Client-End Facility
- Authorized Signatory Signature



Account
Services



Cash flow
Management



Merchant
Services
Internal - Confidential



Digital
Banking



ERP Integration
Capability

Wholesale Banking

Services to Run Your Business



Merchant Services

E-Commerce



Payment Gateway

- Seamless B2C e-commerce payment integration
- Frictionless customer experience
- Scalable solutions for high transaction volumes
- Secure transaction methods



Aggregator Services

- Websites/applications
- Supported card types: Visa and Mastercard
- Access to a dedicated merchant portal for MIS and analytical reports

Collection Solutions



Acquiring Bank Services

- Integration with operational accounts
- 7/24 customer support
- Expertise in holistic solutions for consumer, retail merchant, hospitality, travel & tourism, and hypermarkets



POS Terminals

- Accepts Visa, Mastercard, and Amex (local & international)
- Access to a dedicated merchant portal for MIS and analytical reports



Account
Services



Cash flow
Management



Merchant
Services



Digital
Banking



ERP Integration
Capability

Confidential

Wholesale Banking

Services to Run Your Business















Digital Banking

Digital Banking Channels

We offer a variety of digital solutions for adaptive growth opportunities like:

 Unified Login Access for Parent and Associate Entities	 Integrated Payroll Solutions with WPS
 Multi-Level Approval Workflow	 Utility and Tax Payment Capabilities
 Profile Management and Corporate Administrator Features	 Credit Card and Pre-Loaded Card Inquiry, Statements, and Payments
 Seamless Integration with ERP and Swift, Supporting Various File Types	 Batch/Bulk File Upload - Based Transactions
 Domestic and International Payment Options (ACH, RTGS, Swift)	 Customized FX Rates for Currency Transactions
 Account Balance Inquiry and Statements in Multiple Formats (MT940, XLS, PDF, CSV)	 PAYMATE - payment to suppliers bank account using Credit Card

Digital Transactions

Payroll	Fund Transfers
 Digital Salary Transfer Requests for Corporates (WPS)	 Internal
 Convenient File Upload with Real-time CSV Format Validations	 Domestic (RTGS/ACH)
 Both File-Based and Transaction-Specific Status Updates	 International (Swift)
 On-Demand Access to Historical Transaction Status and Salary Reports	 Bill Payments
 Real-time Corporate Account Balance Checks Before Transactions	 Credit Card Payments
	 Instant transfers between Sohar International accounts
	 Tax Payments

Corporate Credit Card

- Utilised for Commercial Purchases, travel & admin expenses
- Allocates an overall credit limit at the corporate level
- sub-limits for designated employee credit cards
 - No restriction in issuing multiple cards
 - Issued for specific purpose along-with restrictive controls for usage at specified merchant categories
- Easy to manage through Corporate Internet Banking
 - Card inequities: Outstanding balance and available limit
 - Card management (activate or block)
 - PIN management
 - Transaction history & monthly statements
- Analyse your spends through Visa Portal
- Credit Card Statements integrated with ERP
- **Virtual cards**
 - Card can be used for all or particular POS, payment gateway, withdrawal, e-commerce
 - 2FA / 3D-secure data transfer
- **Pre-loaded Carfs**
 - Topped up using bank ATMs or transfer (through CIB)
 - Control spends online or POS
 - Card can be used for POS, payment gateway, withdrawal, e-commerce
- **Cash Deposit Cards**
 - Used for depositing cash 24x7 across select Sohar ATMs
 - Instant credit in account (self) or 3rd party (Sohar customer only)
 - Not allowed for cash withdrawal / any spends across POS / internet / e-commerce / transfer



Account Services



Cash flow Management



Merchant Services
Internal - Confidential



Digital Banking



ERP Integration Capability

Wholesale Banking

Services to Run Your Business



ERP Integration Capability

H2H



Seamless Transactions

- Comprehensive transaction banking platform via DigiTrade + DigiCash



H2H Integration

- Seamless and secure integration with corporate ERP and financial systems



Secure Data Files

- Secured file transfer, multiple workflow approval, and full payment/transaction automation



Streamlined Corporate Solutions

- Streamlined Business Processes
- Integrated Business Intelligence
- Enhanced Cash Flow, Operational Efficiency, and Opex Reduction

API



Embedded Banking Services

- Seamless banking service integration with corporate platforms via APIs



Finance System Integration

- APIs Bridging Enterprise, Treasury, and Accounting Systems with bank data



API-Enhanced Transaction Banking

- APIs Bridging Enterprise, Treasury, and Accounting Systems with bank data



Account
Services



Cash flow
Management



Merchant
Services
Internal - Confidential



Digital
Banking



ERP Integration
Capability

Wholesale Banking

Services to Grow Your Business

We help you scale up your business faster in the most efficient and effective manner by offering tailored solutions that focus on growing revenue, improving profitability, increasing market share, accelerate customer acquisition and focus on customer retention. You can optimize your cash through our cutting-edge receivable and payable solutions, leverage our global reach along-with local expertise for trade. Our digital trade finance capabilities make things simpler and speedier for your transactions.

Benefits



Business Services
Beyond Banking



Supply Chain
Finance



Trade
Finance



Strategic
Growth



Financing

Wholesale Banking

Growing Your Business



Business Services Beyond Banking



International Tie-ups

- Access to international platforms including EFG, Julius Bar, Allfunds, and many others.



Investment Banking Advisory

- Expert team with tailored insights
- Empowering informed decision-making
- Maximising value in complex financial transactions



Capital Markets

- International and Domestic Bonds
- Public Market Equity Options
- IPO (Initial Public Offering)
- Right Issue
- REIT (Real Estate Investment Trust) for Idle Property



Advisory Services

- Expertise in Sell-Side and Corporate Divestiture Transactions
- M&A Advisory Services
- Strategic Alternatives Reviews
- Corporate Recapitalizations and Restructurings
- Proficiency in Leveraged Buyouts
- Shareholder Rights Plans and Takeover Defense Advisory
- Strategic Stock Repurchases and Other Advisory Activities



Custody & Fund Administration

- Fund Administration
- Fund Accounting
- Legal, Compliance, and Tax Support
- Transfer Agency Services
- Escrow Account Services



Business Services
Beyond Banking



Supply Chain
Finance



Trade
Finance



Strategic
Growth



Financing

Wholesale Banking

Growing Your Business



Supply Chain Finance

Receivable & Payable Solutions



Integrated Technology Platform

- Unified transaction banking platform for buyer and seller connectivity



Invoice Support

- Support for bulk and individual invoice financing and payments



Value Chain Control

- End-to-end digital control of the value chain from purchase order initiation to invoice payment



Numerous Financial Products

- Diverse financing products including vendor and receivable financing



Easy Connectivity

- Seamless ERP integration



Business Services
Beyond Banking



Supply Chain
Finance



Trade

classified as: Internal - Confidential



Strategic
Growth



Financing

Wholesale Banking

Growing Your Business



**Trade
Finance**



Global Trade Facilitation

- Global trade facilitation with over 500 bank partnerships



Personalised Advisory

- Personalised advisory from our trade finance product team



Import & Export Services

- Comprehensive import and export service offerings



Expert Handling

- Expertise in handling various Letter of Credit and Letter of Guarantee structures



Digitised Solutions

- End-to-end digital trade finance solutions with real-time monitoring



Structured Solutions

- Structured trade finance solutions aligned with international standards



Business Services
Beyond Banking



Supply Chain
Finance



Trade
Finance



Strategic
Growth



Financing

Wholesale Banking

Growing Your Business



**Strategic
Growth**



Project financing

- Funding across various sectors (greenfield & brownfield)
 - Manufacturing
 - Mining
 - Oil & Gas
 - Tourism
 - Power & Water Projects
 - Telecommunication
 - Fisheries
 - Services
 - Logistics
- Ability to arrange financing in USD or OMR currency
- Structure facility with Recourse or Non-Recourse
- Tenor ranging from 12 - 7 years based on project specifics
- Originate a syndicated loan (act as a lead arranger; either singly or together with other banks)
- Arranging for bilateral or syndication arrangements (agency or participating)



Working capital financing

- Overdraft, Short-term loans, Export & Import financing
- Transactional Banking focussed approach
- Self-liquidating and Cash Flow driven financing
- Project financing linked to assignments
- Foreign Exchanges flows
- We specialize in accelerating the growth of your business by providing customized solutions that prioritize the enhancement of revenue, improvement of profitability, expansion of market share, acceleration of customer acquisition, and dedicated attention to customer retention.
- Unlock the potential of your cash flow with our state-of-the-art receivable and payable solutions. Capitalize on our global reach combined with local expertise for seamless trade operations. Our advanced digital trade finance capabilities simplify and expedite your transactions, ensuring efficiency at every step.



Business Services
Beyond Banking



Supply Chain
Finance



Trade
Finance

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Strategic
Growth



Financing

Wholesale Banking

Growing Your Business



Financing



Working Capital Management

- Overdrafts, short-term loans, export, and import financing
- Transactional banking-focused approach
- Self-liquidating and cash flow-driven financing
- Project financing linked to assignments
- Foreign exchange flows



Long-term Capital Financing

- Cash flow-based funding
- Acquisition financing
- FX spot, forwards, swaps, and options
- Interest rate derivatives including IRS and interest rate options
- Commodities trading, including aluminum, copper, and oil futures



Competitive Benchmarks

- Financing tied to competitive market interest rate benchmarks
- Tenure and repayment schedule aligned with cash flows



Business Services
Beyond Banking



Supply Chain
Finance



Trade
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Strategic
Growth



Financing

Our Network & Social Touchpoints

You matter most

From customer service to tech innovations, we strive to give you the best experience, both online and in-person.

From customer service to risk management, product development to tech-led innovations, we ensure your needs are met and deliver effective solutions.

Our expanding touchpoints build an inclusive banking platform that contributes to the nation's overall economy.

On-Ground Platforms



Branches



ATMs/CDMs

Digital Banking



e-Banking



Mobile App

Connect



Website



Email



Call Center 2473 0000

Social Platforms

