



OmanCables
الكابلات العمانية

MSX INVESTOR ROADSHOW 2022

BUILDING SUSTAINABLE GROWTH

Cinzia Farisè Chief Executive Officer

Muscat, 6th September 2022

AGENDA

1 Oman Cables Overview

2 Successful Story

3 Business Environment

4 Investment Strategy

5 1H 2022 Results



OMAN CABLES OVERVIEW

OMAN
CABLES
INDUSTRY (SAOG)



OUR COMPANY – A LEADING CABLE COMPANY

Oman Cables Industry (SAOG) develops, manufactures and markets a totally integrated variety of electrical products and services, which include medium voltage power cables, low voltage power & control cables, instrumentation cables, pilot cables, overhead power transmission line conductors, building wires, and network components.

A Brief History

Oman Cables Industry is the leading cable manufacturer headquartered in Oman, with offices in UAE, Qatar, KSA, Egypt and India. With a successful Commercial team supported by a network of Agents and Distributors, the company is well established in Kuwait, Jordan, North African countries, Sub-Saharan Africa and continues to develop new markets through a sustainable growth approach.



38+
Years



39+
Countries



800+
Employees

OUR VISION, MISSION, VALUES



OUR VISION - We, at Oman Cables, ensure that through our product offering, we remain the **leader in our industry in quality and performance**, exceeding the expectations of our customers and shareholders.



OUR MISSION - We, continuously strive for excellence in all aspects of our business through **the integration of sustainable business development and innovation**, enhancing shareholder value and outstanding customer service.

OUR CORE VALUES

EMPOWERMENT

A culture driven by shared values, open communications & accountability

INNOVATION

Cutting-edge innovation for sustainable growth with a dualistic dimension: low environmental impact, safety & wellbeing of people

EXCELLENCE

Customer-centric solutions determined at setting an industry benchmark

OUR CORPORATE STRUCTURE



**associated
cables pvt. ltd.**
MAKERS OF QUALITY CABLES



OmanCables
الكابلات العمانية
100%

Renewables

Utilities

Prysmian Group
51.17%

Government Investments
(PASI + OIA)
14.89%

Mohammed Mustafa Al Lawati
8.72%

Public
25.22%

Building & Construction

Oil, Gas &
Petrochemicals



العمانية لصناعات الألمنيوم التحويلية ش.م.م.
OMAN ALUMINIUM PROCESSING INDUSTRIES LLC



OmanCables
الكابلات العمانية
100%

Transportation &
Infrastructure

Industrial, Mining &
Processing Plant

OUR FACILITIES IN MUSCAT

1



PLANT 1

Full plot area: 52.056 m²
Hall 1 factory shop floor area: 10.417 m²
Hall 2 factory shop floor area: 16.166 m²

Product Range

LV Cables, MV Cables, OH Conductors,
Drylam, Airbag, Airbag Superdry

2



PLANT 2

Full plot area: 115.042 m²
Hall 1 factory shop floor area: 17.518 m²
Hall 2 factory shop floor area: 12.586 m²

Product Range

LV Cables, Control Cables, Building Wires,
Drylam, Airbag, Airbag Superdry, PV
Cables, OCIFLAM X and Instrumentation
Cables

3



PVC COMPOUNDING PLANT

Full plot area: 20.025 m²
PVC plant area: 1.902 m²
ATL plant area: 1.240m²
PP Filler plant area: 428 m²

Scrap recycling full plot area: 4.172 m²
Scrap recycling building area: 510 m²

OUR FACILITIES IN/OUTSIDE OMAN

5



OAPIL – Sohar (Oman)

OAPIL Aluminum Rod-Conductors
(60.000 mt AL)
Current site: 90.000 m²
Under roof: 14.000 m²
Utilities: 2.000 m²
Road/storage/parking; 41.000 m²
Available for further Expansion: 33.000 m²

6



ACPL – Chiplun (India)

Full plot area: 538.500 sq. ft.
Hall A factory shop floor area: 22.536 sq. ft.
Hall B factory shop floor area: 39.679 sq. ft.

Product Range

FR cables, Instrumentation cables, Thermocouple cables, Control cables and Special application cables

ACHIVEMENTS. PRESTIGIOUS PROJECTS IN OMAN



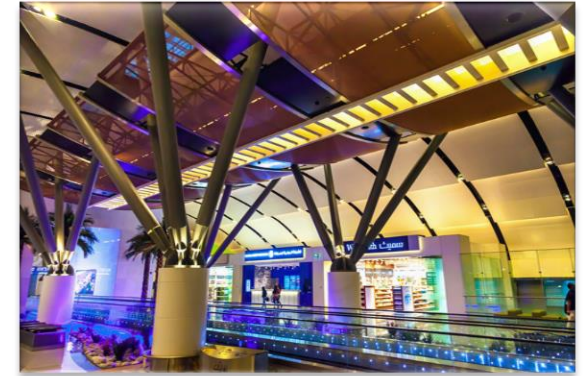
YITI SUSTAINABILITY CITY



ROYAL OPERA HOUSE MUSCAT



SALALAH AIRPORT



MUSCAT AIRPORT



OMAN CONV & EXH CENTER



MUSCAT EXPRESSWAY



AMIN SOLAR PV PARK



DUQM DRY DOCK

ACHIEVEMENTS. PRESTIGIOUS PROJECTS IN THE REGION



LOUVRE MUSEUM ABU DHABI



ETIHAD RAIL



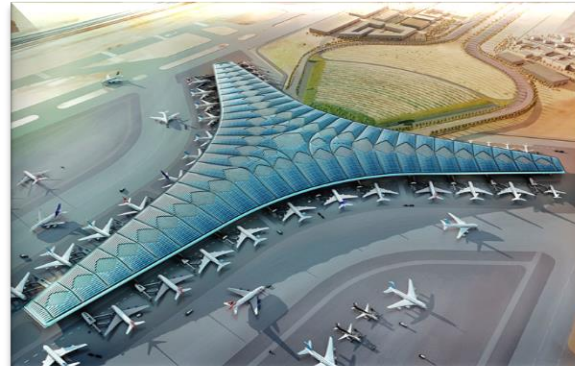
BURJ KHALIFA



DUBAI FRAME



BAHRAIN INT.AL CIRCUIT



KUWAIT AIRPORT



QATAR NATIONAL MUSEUM

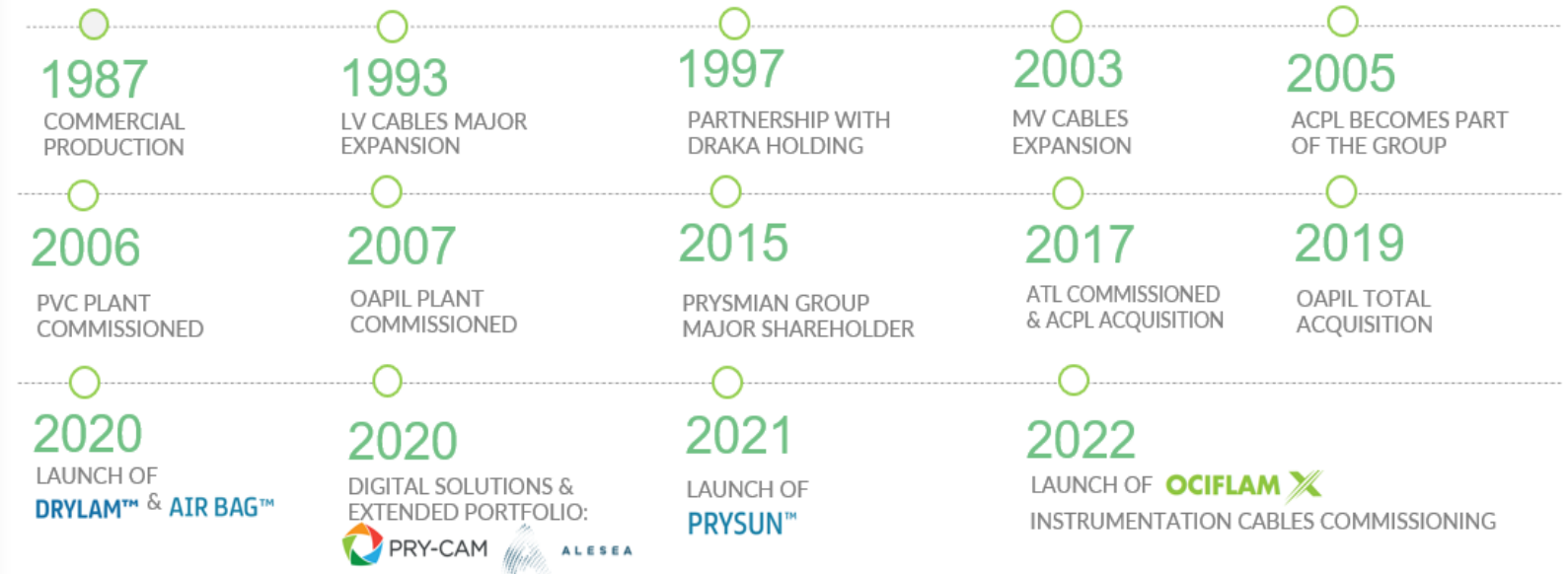


BASRAH GAS PROJECT



SUCCESSFUL
STORY

A SUCCESS STORY, A GREAT CHALLENGE

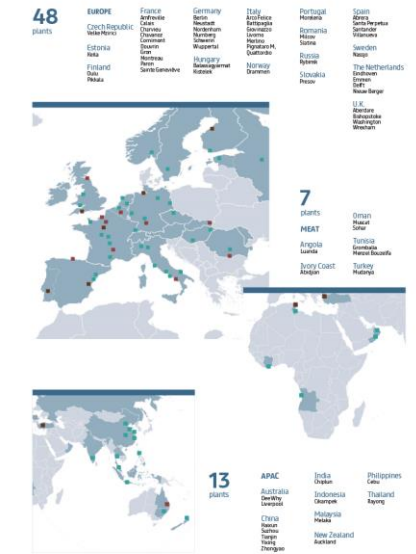


BUILDING A SUSTAINABLE GROWTH.

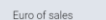
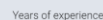
Our goal is to link Oman to the future by enabling the transition to sustainable energy

Prysmian operates in over 50 countries worldwide

- From the depths of the ocean to the pinnacles of the world's tallest buildings, Prysmian Group is helping to bring energy and information to every part of the globe.
- Offering the widest range of services and know-how in the business, the Group manufactures each year thousands of miles of **underground and submarine cables** and systems for power transmission and distribution, as well as **medium and low voltage cables** for the construction and infrastructure sectors, **optical fibres, copper cables and connectivity systems** for **voice, video and data transmission** for the telecommunications sector.



Prysmian Group in the world

31th December 2021

GETTING STRONGER. THE INTEGRATION WITH PRYSMIAN GROUP

1. PEOPLE	2. INNOVATION	3. EXCELLENCE	4. SOLUTIONS
Worldwide recruitment programs and opportunity for training at Prysmian Group's academies in partnership with international Business and Technical schools.	Translation of innovative products and integrated solution development by 25 worldwide Prysmian R&D centers.	Combined management and best practices of 150+ years of worldwide cable expertise.	Wider range of solutions through product portfolio and integrated services
5. QUALITY	6. SERVITIZATION	7. NETWORK	
Access to worldwide testing facilities combining best knowledge with international quality standards.	Revolutionary technology for Asset Management and Virtual Drum management.	Integrated supply chain of 108 Prysmian plants in 50+ diversified countries to address any customer cable requirement.	

Prysmian
Group

The synergy with the worldwide cable leader drives significant value creation for all stakeholders

BUILDING SUSTAINABLE GROWTH

Sustainability has always been a priority for our Group, an integral part of our business and a part of our culture. It is the main driver of our strategy and vision across all levels at OMAN CABLES GROUP.

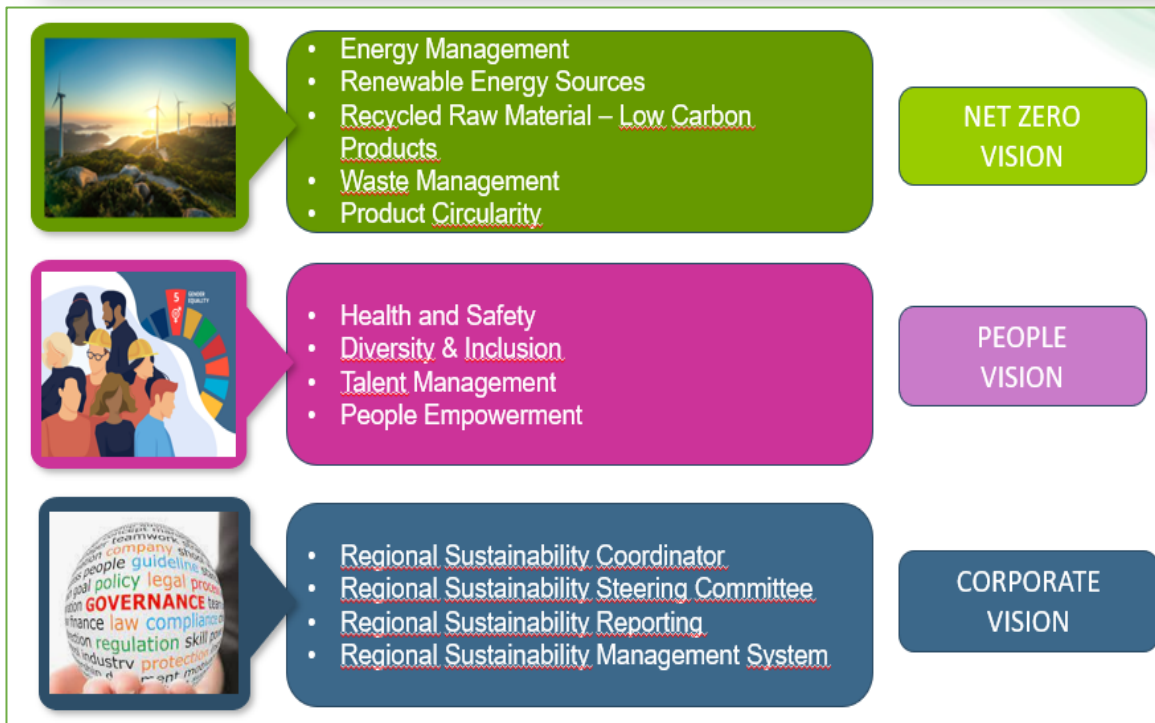


- Our Commitment
- Oman Cables ESG Strategic Approach
- Stakeholders Engagement
- Oman Cables ESG Planning
- Our Sustainability Organization
- OMAN CABLES Group ESG PLAN 2022
 - KPI & targets
 - Main projects
 - Investments 2022
- Sustainability KPI Management System
- Our Sustainability Academy

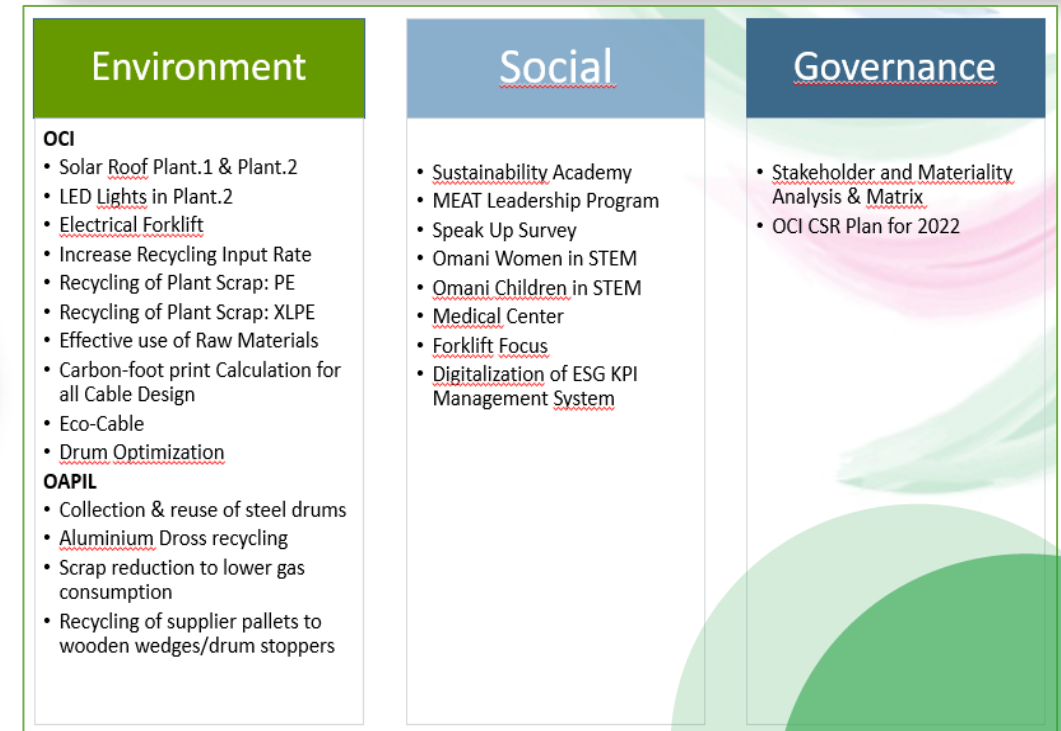
OUR ESG AMBITION & PROJECTS

Our goal is to reinforce our Business model integrating economic, social and environmental responsibility in all aspects of our activities, creating value for our shareholders, our communities and the entire ecosystem.

OMAN CABLES ESG AMBITION



OMAN CABLES 2022 PROJECTS



NOW. OUR “SHE STEMs” INITIATIVE

- Long term global initiative firstly launched in Oman by Oman Cables.
- Training dedicated to young, unemployed Omani Nationals women in different technical discipline with the involvement of a recognized Technical Institute.
- Full endorsement of Ministry of Higher Education, Research and Innovation (MoHERI) and Ministry of Labour (MoL).



Program Outline

- At least 20 students per year
- Technical courses to lead to the working world
- Possibility to be hired by Oman Cables at the end of the course
- Course duration: 6 months (including OJT at OCI)
- Approved from Ministry of Higher Education and Ministry of Labor



Target Group

- Unemployed Omani women who have completed grade 10
- Aged 18 to 28



Sponsorship

- OCI will sponsor the course tuition fees
- Students will receive a monthly allowance in order to prevent dropouts



NEXT. OUR SUSTAINABILITY ACADEMY



The 5th Global Academy Center of Excellence in Prysmian Group, based in Oman for the Group

Goal 4 QUALITY EDUCATION

Ensure that all learners acquire the knowledge and skills needed to promote sustainable development, including, among others, education for sustainable development and sustainable lifestyles, human rights, gender equality, promotion of a culture of peace and non-violence, global citizenship and appreciation of cultural diversity and of culture's contribution to sustainable development.



@ Advanced Testing Laboratory

Independent building spanned over 1,500 m² with possible external expansion

State of the art building servicing following purposes

- Research and development
- Training facility & Conference room
- Lab equipped for full cable testing
- Fire and Fire Survival Testing





BUSINESS
ENVIRONMENT

THE ENERGY TRANSITION IS UNDERWAY

A NEW ENERGY ECONOMY IS EMERGING. HELPING TO MEET TODAY GREAT CHALLENGES

- The transition towards renewable energy is connected to the capability and ability to transmit and dispatch the energy from one place to another from where it is produced to where it is consumed.
- Developing reliable and capable grid infrastructure for power transmission and distribution is the key for the integration of renewables.
- Our Company is among the enablers of this transition, towards a decarbonized future energy system. By our wide products' offering to the market, we have an important role in the energy transition.
- The solar and wind projects, supplied to by our company, undercuts the cost of existing power plants.



The energy transition
From fossil fuels to renewable sources for low carbon future



The digitalization of our world
Channeling and transporting an explosion of big data



The electrification of society
Enabling the application of electrical power throughout the world

Our innovative and sustainable products support the energy transition.

Protecting the environment,
investing in our People
and Local Empowerment,
transferring Technology & Knowledge,
boosting Innovation & Digitization,
Supporting our Community
are our commitments toward 2040 Vision.

Enabling the Energy transition: the energy transition is already underway

OMAN. THE RIGHT TIME, THE RIGHT PLACE

The Sultanate has developed the long-term strategy and vision 2040 with the objective to accomplish its development strategy for diversifying the sources of national income and reducing dependence on oil.

Sustainable environment

Strategic geographical position

Political and economical stability

Public & Private partnership

Incentive scheme underway

New enablers for new investments



- Oman's Vision 2040
- Oman's Economic Reforms
- OIA's Privatization Plan
- Capital Market in Oman
- Muscat Stock Exchange Strategy

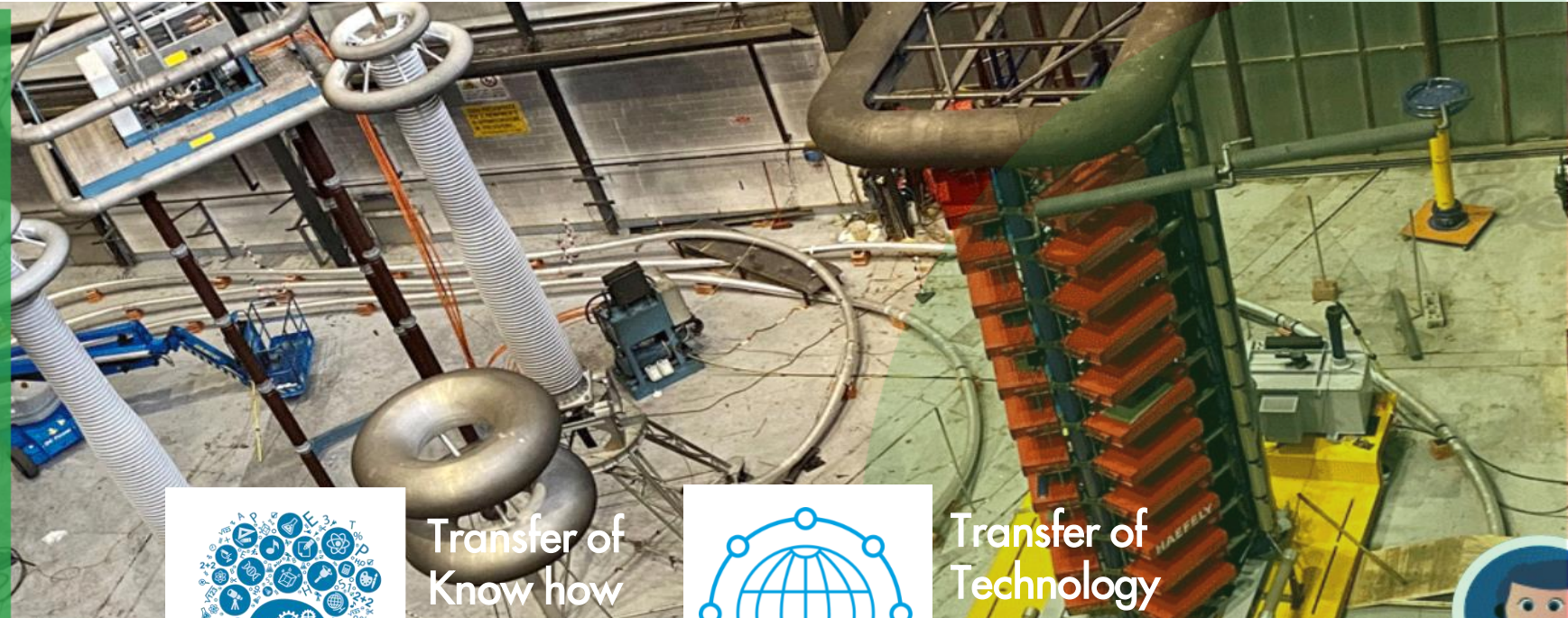


OUR INVESTMENT STRATEGY

GROWTH & INNOVATION

Over the past four decades, and so today, our company has marked its reputation with its **manufacturing capabilities** and **efficient operations**. We are aware that we are a Company that has had and will continue to play a key role in the Country of Oman, contributing to the realization of the '2040 Vision' under the leadership of His Majesty Sultan Haitham bin Tarik Al Said.

- Our vision on investments is focused on growth: we are convinced that this is the perfect time to broaden to the new opportunities, looking beyond the comfort zone and exploring the unexplored potential in the Region for all the different business.
- In this context, **innovation at 360'** is key as a catalyst for growth.
- But it is not just about creativity and generating ideas. At its heart, is a resource-allocation issue when it comes to empower people (*transfer of know how*), identify the needed assets (*transfer of technology*) and direct management attention in support of our best ideas.



Transfer of
Know how



Transfer of
Technology

7 DIMENSIONS FOR OUR INVESTMENTS

1. People

Empowerment and continuous know how transfer to OCI Group employees

2. MarCom

Getting tangible about intangibles, revitalizing all the Communication platforms

3. Digitization

Transforming Company and Customer experience during the hybrid era

4. Health & Safety

Planned projects (6S, Zero & beyond) need are supported by an extra effort

5. Competitiveness

Boost design-to-cost optimization

6. Innovation

To increase the value of the Company and drive growth

7. Sustainability

Incorporating sustainability in our value proposition, making it visible and tangible to our Customers

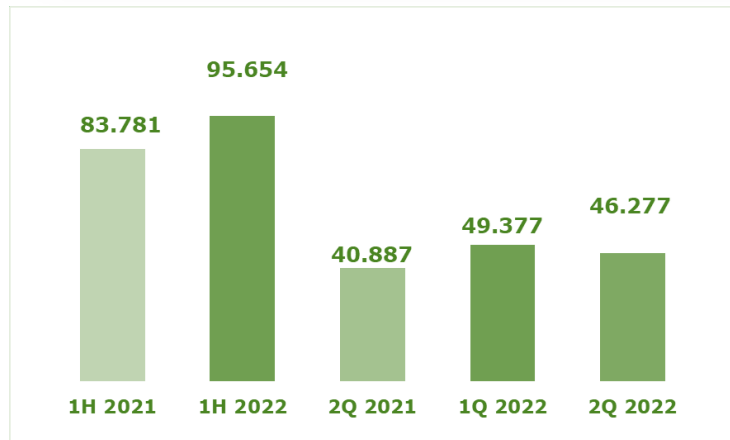
Innovation at 360' is key as a catalyst for growth

A photograph of an offshore oil rig at sunset. The rig is a complex structure with multiple levels, pipes, and smokestacks. The sun is low on the horizon, creating a warm orange and yellow glow that reflects on the water. The sky is blue with some clouds. A large green semi-circular graphic is overlaid on the right side of the image.

1H 2022 RESULTS

REVENUE, EBITDA AND NET INCOME

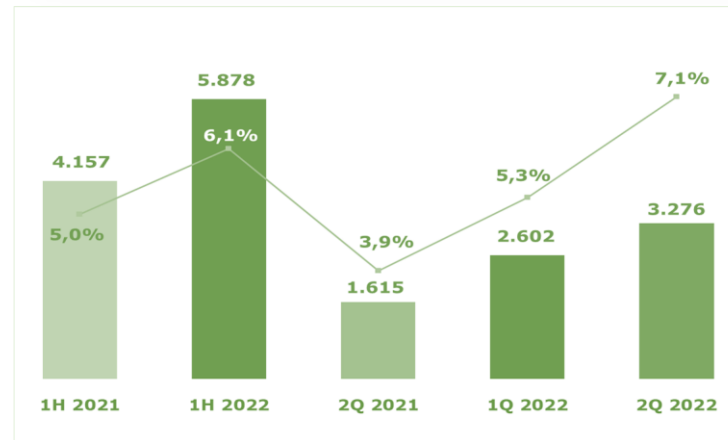
REVENUES (000'OMR)



14% YoY sales increase in 1H 2022 mainly due to

- RM price increase
- Mix improvement
- New innovative products launch

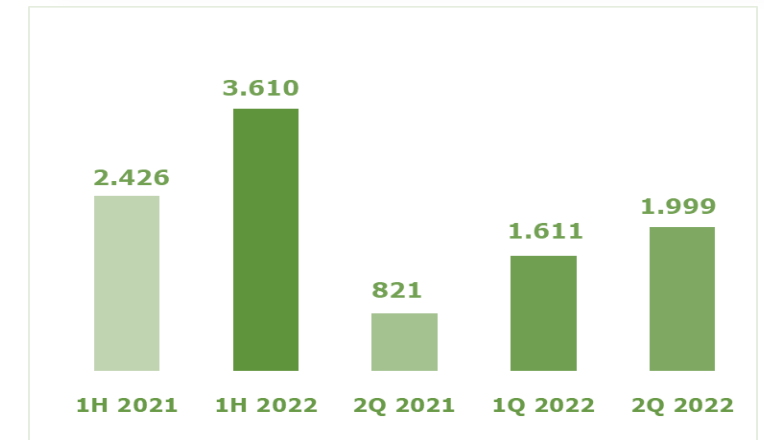
EBIT & EBITDA MARGIN (000'OMR)



41% YoY EBITDA increase in 1H 2022 mainly due to

- Dynamic pricing to reflect RM price increases
- Continuous cost improvement through Design-To-Cost
- Focus on fixed cost management

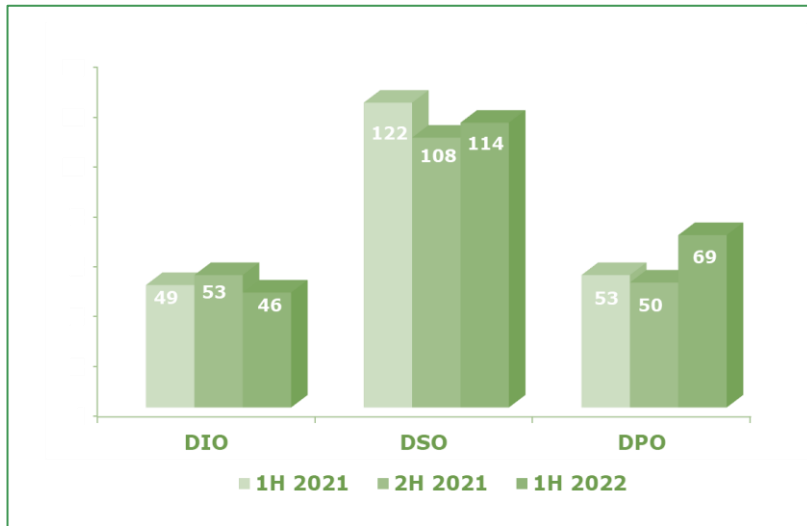
NET INCOME (000'OMR)



49% YoY Net income increase in 1H 2022 mainly due to

- Successful price Management
- Overheads under control
- Financial discipline

EFFECTIVE MANAGEMENT DESPITE TOUGH MARKET CONDITIONS



NWC / Annualized Sales

1H 2021	2H 2021	1H 2022
33,1%	32,1%	23,9%

NET FINANCIAL POSITION

1H 2021	2H 2021	1H 2022
24.480	28.424	31.749

Financial discipline and strong Cash management bring NFP improvement and reduction on NWC/Ann Sales Ratio vs PY

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- *This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. Any future outlook statements or comments are associated with known and unknown risks and uncertainties, hence this presentation provides no guarantees or commitments for any future results not expressly nor impliedly.*
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THANK YOU

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