

# Pankaj Kanaksi Khimji



**DOB:** September 10, 1961

**Marital status:** Married, has three children

**Education:**  
1985 - Building Construction Engineering,  
Hammersmith & West London College, UK

**Spoken Languages:** English, Indian dialects  
& Arabic

**Interests & Hobbies:** Cricket, Driving, Tennis

**Sector:** Diversified

**Ownership:** Private

**Established in:** 1870

## Director, Khimji Ramdas Group

With the help of his construction engineering skills and a tremendous amount of experience in business, Pankaj Khimji oversees the operations of one of the largest business groups in Oman.

The history of Khimji Ramdas group dates back to 1870, when the first member of the Khimji family relocated from India to Oman in order to gain access to a strategic location for trading. Over six generations, the Khimjis have grown their business exponentially, and the group has become a powerful contributor to the development of the country as well as a key influencer in various governmental institutions. In recognition of their great contributions to Oman, His Majesty Sultan Qaboos has granted Omani citizenship to the Khimjis, as well as the title of Sheikh to the current eldest head of the group, Kanaksi Khimji.

Pankaj Khimji joined his family's business right after finishing his studies, and has been there ever since. Over time, he has worked in several of the group's business verticals and was actively involved as the Chief Operations Officer in the restructuring of the organization, which took place in the late 1990s. In 1999, he became the director of the group, the position he still holds today.

Khimji Ramdas Group's activity is highly diversified, with over 40 business verticals grouped into four main categories: consumer products, lifestyle, infrastructure, and projects & logistics. Each of the business areas is managed by a CEO who has almost complete autonomy. However, as Mr. Khimji explains, the family members set the group direction, mentoring and supporting these business leaders to enable them to achieve expected goals. All of the Khimji family is involved in the business, and Mr. Khimji is thrilled to see the next generations join and participate in keeping the family legacy alive.

The consumer products division is currently the largest of the group. Over the years, Khimji Ramdas has formed partnerships with a long list of top global brands, such as Procter & Gamble, Kellogg's, Red Bull, and Philip Morris. It also partners with Spar, which is

currently the largest grocery store chain in Oman. In the luxury category, the group has partners like Rolex, Cartier, Chopard, Samsonite, and Swarovski. *"We believe that brands should have some sort of an ethos and a value proposition which is not only reflected in the products they sell, but also in the way they do it,"* says Mr. Khimji, pointing out that the group places a high importance of the value it provides to customers, and to the community.

Mr. Khimji says the group aims to always be in line with the government's general objectives and priorities in regards to the economy. As a result, it has started focusing more on the transport and logistics sector, as well as looking into new sectors such as renewable energy sources, desalination, and waste management practices. Plans for the near future also include implementing an ecommerce strategy, as the country is slowly moving towards online processes.

Mr. Khimji sees Oman as still in recovery after the oil crisis, which is reflected in the amounts the government is spending on new projects. Although it's not directly involved in the oil and gas sector, Khimji Ramdas provides a series of services to the sector, such as equipment maintenance services. When it comes to other business services, the group offers comprehensive packages that include everything its customers need, whether its travel packages, insurance, air cargo, shipping and logistics, and more.

Beyond its businesses, Khimji Ramdas tries to give back to the community through its extended CSR program which focuses on helping and improving the lives of children and women through education and healthcare initiatives. Mr. Khimji is an active supporter of educational change, especially when it comes to equipping young Omanis with the right skills for starting their own businesses in the future.

Pankaj Khimji is also the chairman of the Oman-India Joint Business Council. The two countries have been trading partners for over 3,000 years, given the considerable range of complementary products that they can offer each other. Over the last 40 years, India has provided Oman with manpower, as well as food items like rice, wheat, coffee, tea, and a variety of fresh foods. Due to the Omani government's increased focus on developing agriculture, fisheries, and mining, Mr. Khimji believes India could provide a lot of valuable experience in these sectors, and he is currently working with the council on facilitating these kind of

### My advice to youth:

I think with our youth we are well on our way to a bright future. What will differentiate us from the region and the globe is hard work, the right attitude, and having the skills to meet all the challenges.

### My message about Oman:

Oman is world's best kept tourism and trading secret. We're an extremely receptive nation with the old world charm of Arab hospitality, but at the same time, the ability to adapt. Consider Oman as a gateway to not just the Middle East, but to all the Indian Ocean countries.



collaborations.

Since 1997, Mr. Khimji has been an active member of the World Economic Forum, and he's currently involved in the Oman Business Forum, which focuses on the key areas that can contribute to the development of the country, such as educating youth, training leaders, and other work aimed at transforming and empowering society. For the past 14 years, Mr. Khimji has also been part of the Ministry of Manpower's delegation to the annual International Labor Conference in Geneva. An avid cricket lover and former player, Mr. Khimji also serves as director of the Oman Cricket Association. According to Mr. Khimji, the Oman cricket team's best-ever ranking was 15th in the world, which he considers an amazing performance.

In recent years, Pankaj Khimji has been actively involved in public policy and has participated in a series of government think tanks which discuss different ways in which policies can be improved. One of the topics that he is especially interested in is increasing the ease of doing business in Oman in order to support SMEs and foreign investments. In everything he does, he hopes to contribute to the betterment of the Omani society and economy, as entire generations of his family did in the past.

## Affiliations, Awards & Honors

Global Leader for Tomorrow, World Economic Forum, 1990