

A new era in Muscat



OMAN AIRPORTS

OAMC 
الشركة العمانية لإدارة المطارات ش.م.ع.م.
OMAN AIRPORTS MANAGEMENT COMPANY S.A.O.C.



الشركة العُمانية لإدارة المطارات هي شركة حكومية مسؤولة عن إدارة وتشغيل المطارات المدنية في سلطنة عُمان، وتتولى الإدارة المباشرة للبنية الأساسية لهذه المطارات كمبنى المسافرين، مبنى الشحن، المدرج، مواقف السيارات، والمرافق الأخرى

Oman Airports Management Company is a government owned company, responsible for the management and operations of the civil Airports in the Sultanate of Oman. The infrastructure of the airports such as the terminal buildings, cargo building, runway, apron, car parking and other facilities are directly under OAMC's management.



جائزة التميز ٢٠١٥
مطار صلالة الجديد
2015 Airport Excellence
New Salalah Airport (OAMC)

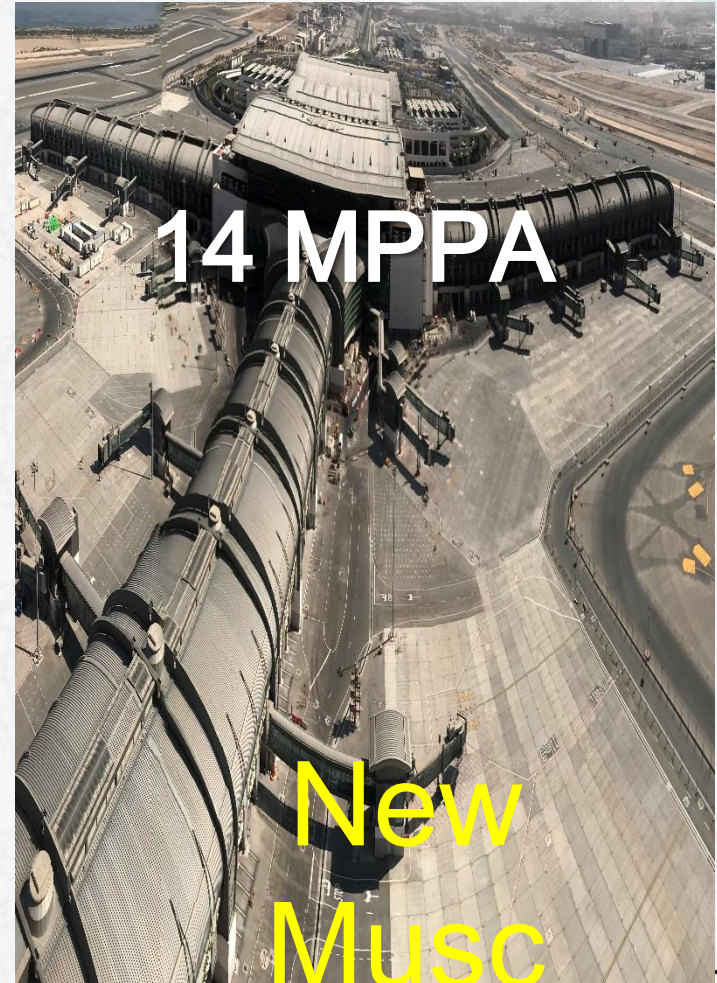
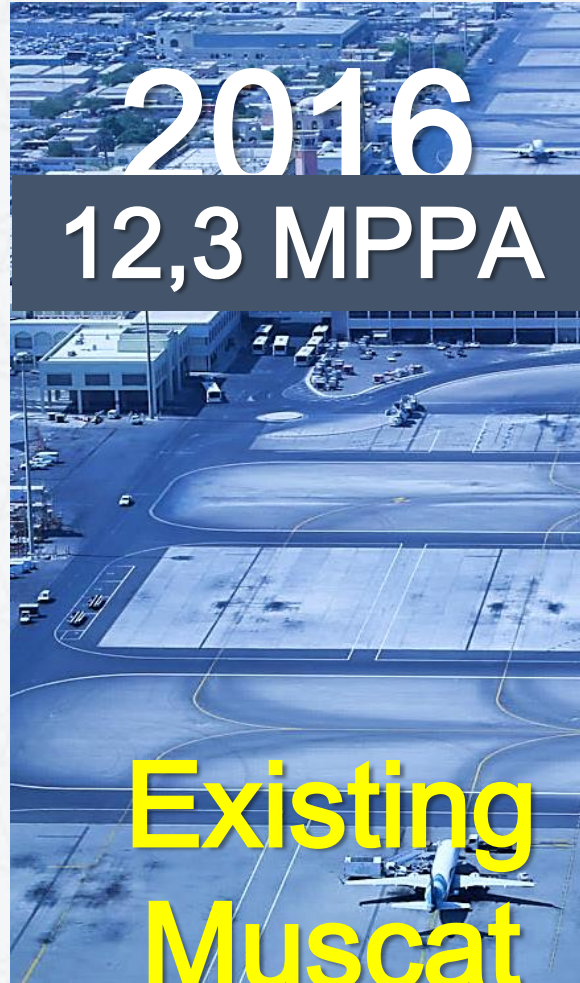
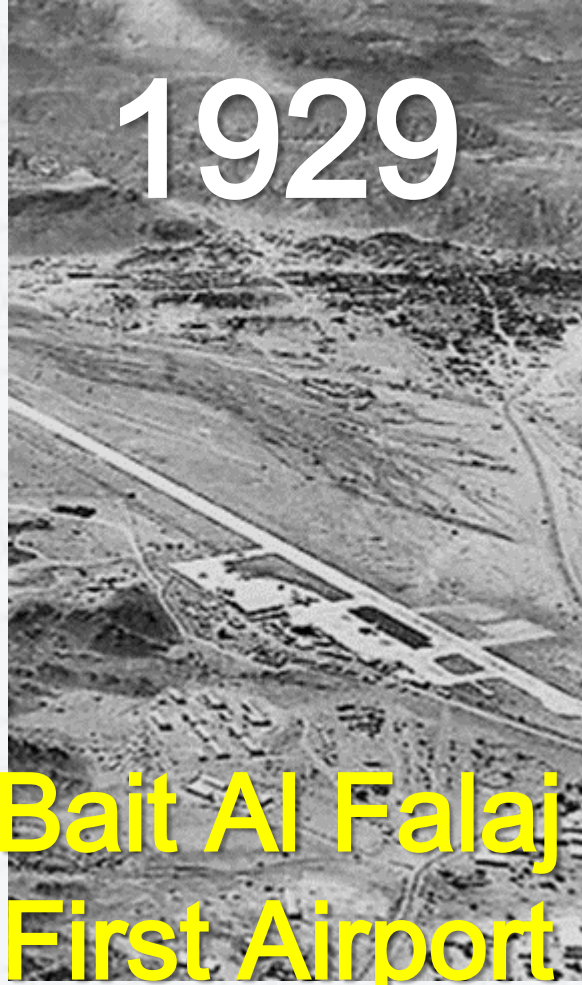


جائزة أفضل مطار في خدمة
الموظفين في منطقة الشرق الأوسط.
The best airport award for staff
service in the Middle East region.

STRATEGY HOUSE




2017



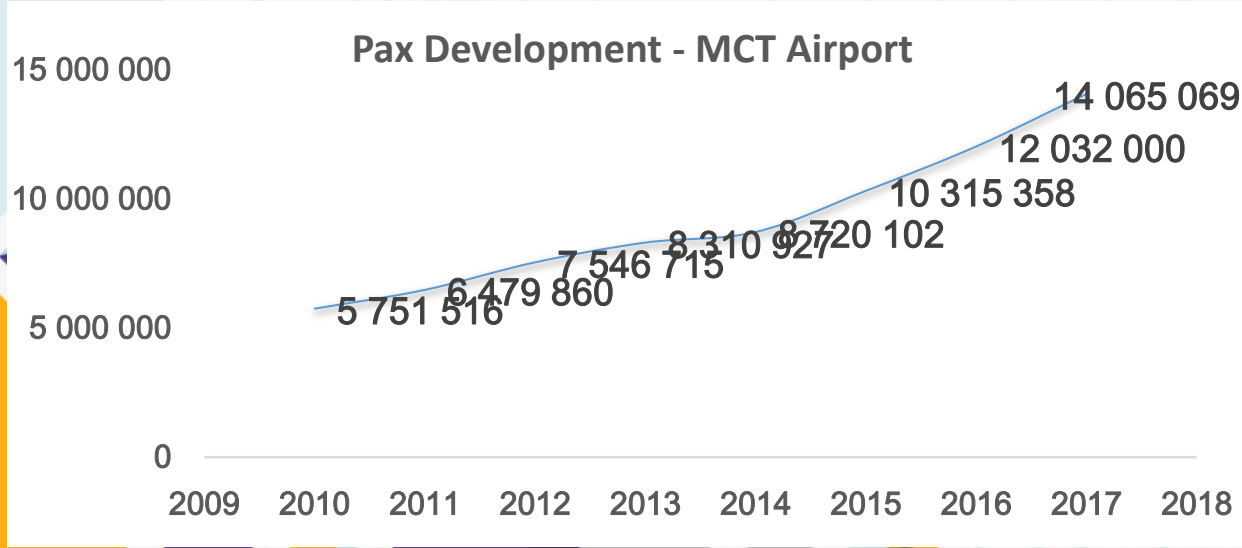
Traffic Growth at Oman Airports

Muscat Int'l Airport



+145% 
growth rate since 2010

14 Mil 
Total PAX as of Dec 2017

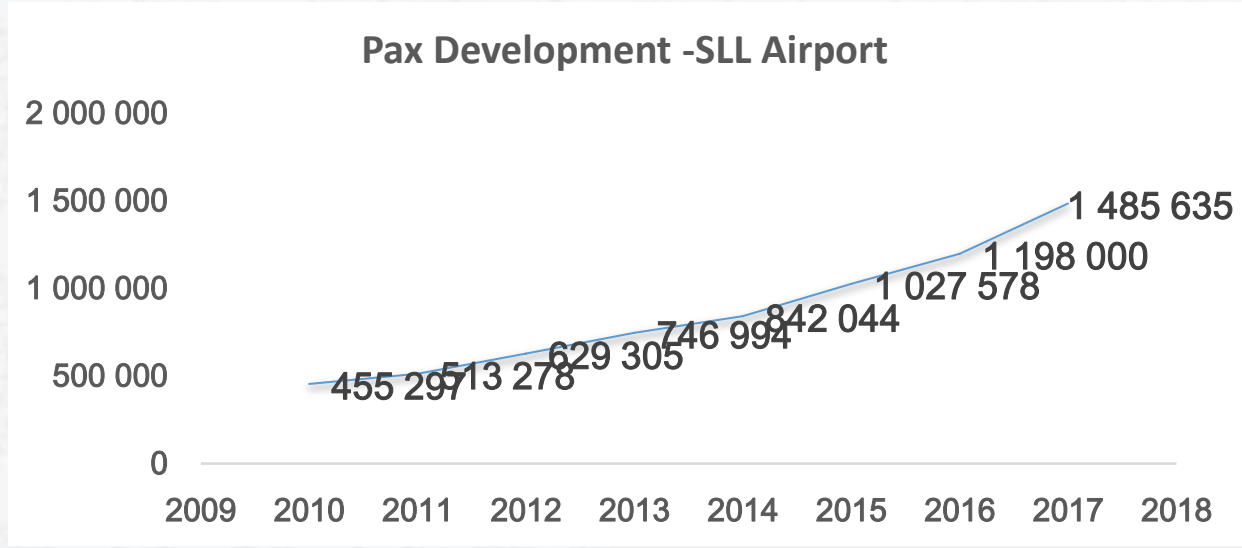


Salalah Airport



+65% 
growth rate since 2011

1.5 Mil 
Total PAX as of Dec'2017



Oman Demographic



4.185M

Oman total population



1.847M

Expatriates Residence

| Region | Expat | Local | Total |
|--------------------------------------|-------|-------|--------|
| Muscat Governorate (MCT airport) | 802k | 486k | 1,287M |
| Dhofar Governorate (SLL airport) | 191k | 196k | 387k |
| Batina Governorate (Sohar airport) | 474k | 774k | 1,248M |
| Sharqiya Governorate (Doqum airport) | 87k | 161k | 248k |
| Dakhiliya Governorate | 95k | 319k | 414k |
| Dhahirah Governorate (Sohar airport) | 100k | 192k | 292k |
| Al Wusta Region (Dqum airport) | 18k | 22k | 40k |
| Musandam Region | 18k | 26k | 44k |

Key Capacity Airport Infrastructure Projects in Oman

| Airport | Cap. [pax] | Stands | Runways | Business Focus |
|---|------------|--------|------------------------------|---------------------|
|  MCT | 20,000,000 | 59 | runway cat. 4F ¹⁾ | Business Tourism |
|  SLL | 2,000,000 | 16 | runway 1 of cat. 4F | Tourism Trade |
|  OHS | 250,000 | 4 | runway cat. 4F | Trade Tourism |
|  DQM | 250,000 | 4 | runway cat. 4F | Trade Tourism |
|  RAH | 250,000 | 4 | runway ca. 4F | Tourism |

1) Capable of accommodating world's largest A/Cs up to A380



New Muscat Airport - Opening

soon!

| INFRASTRUCTURE | MCT CAPACITY |
|--|------------------------------|
| Terminal Building Capacity | 20 million |
| Stage 1 (IATA SVL A) | passengers pa. |
| Terminal Building Capacity | <u>24 / 36 / 48</u> |
| Stage 2 / 3 / 4 (IATA SVL A) | <u>mppa.</u> |
| Total Retail Area | <u>32,000 sqm</u> |
| Total Gross Floor Area | 334,995 m ² |
| Terminal Building | |
| Car Parking Capacity | 8,000 |
| Air Traffic Control Tower Height | 97m |
| Existing runway length after extension | 4,000 x 60m |
| New Runway Specifications | 4,000 x 60m |
| Boarding Bridges / Contact Stands | 29 |
| Bus Boarding Lounges | 10 |
| Remote Aircraft Stands | 30-Oct |
| Stage 1 / 2 | |
| Check-In Counters | 96 |
| Immigration Counters – Departures | 31/56 |
| Arrivals Carousels | 8 intl + 2 dom |
| Aircraft Hangar Capacity | 2 wide body 4 narrow body |
| Airside Hotel Capacity | 90 rooms |



Salalah Airport

Opened 15th June 2015

INFRASTRUCTURE

SLL CAPACITY

| | |
|-------------------------------------|---|
| Terminal Capacity | 2 million passengers p.a. |
| Terminal floor area | 65,638 m2 |
| Check-in Counters | 24 |
| Passenger Boarding Bridges | 8 |
| Contact Stands | 4 |
| Remote Stands | 8 |
| Emigration Counters - Departures | 10 |
| Immigration Counters – Arrivals | 20 |
| Arrivals Carousels | 2 International + 1 Domestic. |
| Transfer Counters | 4 |
| Number of Lifts | 29 |
| Number of Escalators & Travellators | 13 |
| Cargo Terminal Capacity | 100, 000 tons per annum (future extension) |



Ground Handling

There are two Ground Handling companies operating at Muscat International Airport:

Oman Aviation Service Company

- Administration & liaison with authorities
- Flight documentation – General Declaration.
- Communication telexes & VHF communication between crew & operation
- i. Ramp Coordination.
- ii. Steps for disembarking/embarking crew/passengers.

Swissport Services includes

- Check-in & Gate, X-bag
- Arrivals, Transit (PRM (Ambulift outsourced))
- Station control
- Flight coordination
- Aircraft Loading/unloading
- Marshalling, pushback
- Baggage sorting
- Baggage transport, Cargo transport, Passenger transport
- GPU, ASU, A/C
- Cabin cleaning, toilet & water services

Fuel Services

- IV. Transport of crew/baggage from aircraft to passenger terminal and vice versa.

Fuel Suppliers in Muscat Airport

- Oman Oil Company
- Shell Marketing
- Al Maha Petroleum



Commercial



Passengers (YTD) 2017

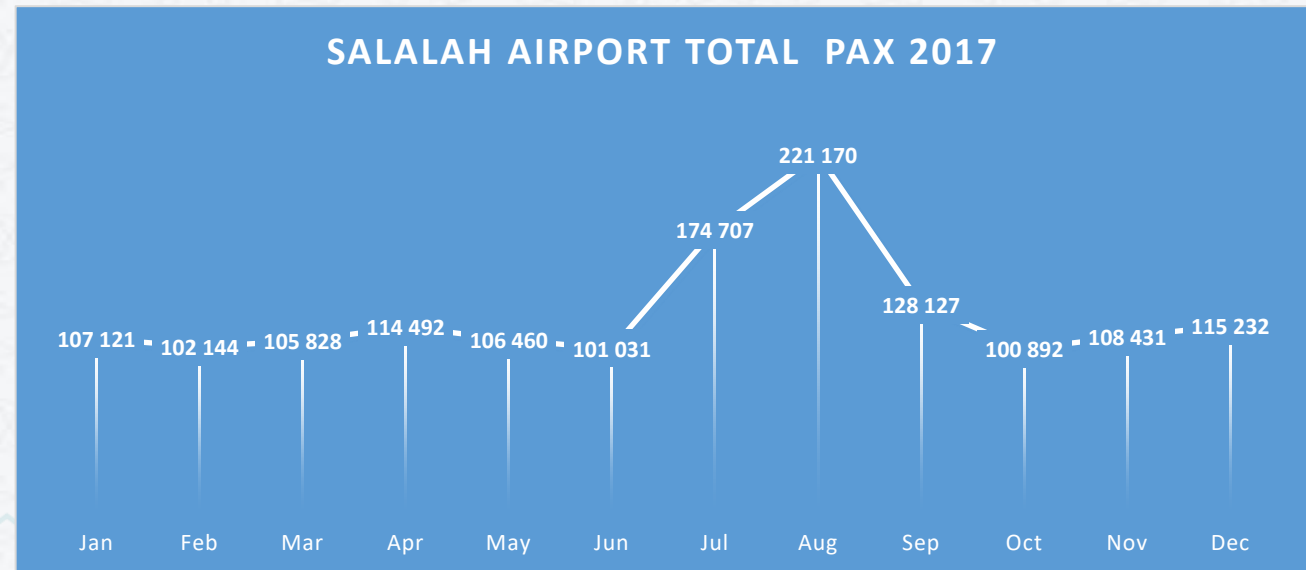
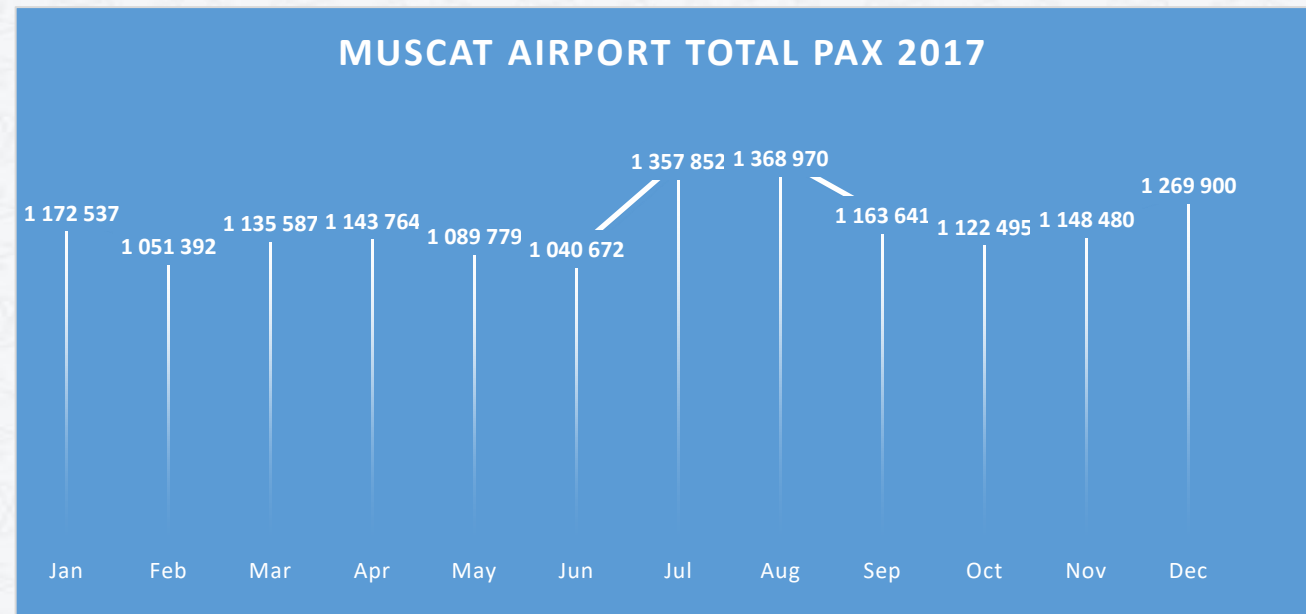
Passenger YTD Dec 17

| Activity | Total Passengers | |
|----------|------------------|----|
| Months | Total Pax | % |
| Jan | 1,172,537 | 15 |
| Feb | 1,051,392 | 16 |
| Mar | 1,135,587 | 17 |
| Apr | 1,143,764 | 19 |
| May | 1,089,779 | 15 |
| Jun | 1,040,672 | 18 |
| Jul | 1,357,852 | 25 |
| Aug | 1,368,970 | 16 |
| Sep | 1,163,641 | 11 |
| Oct | 1,122,495 | 19 |
| Nov | 1,148,480 | 17 |
| Dec | 1,269,900 | 15 |

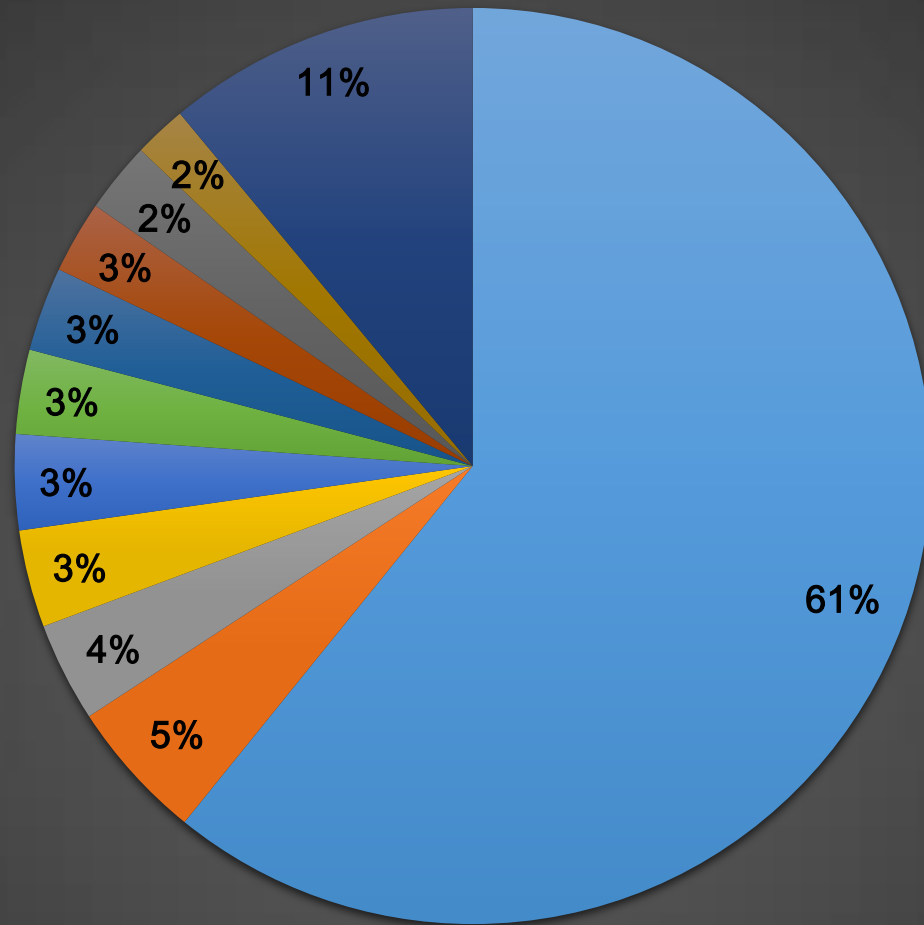
| | | |
|---------------------|-------------------|--|
| Total Muscat | 14,065,069 | |
|---------------------|-------------------|--|

| Months | Total Pax | % |
|--------|-----------|----|
| Jan | 107,121 | 13 |
| Feb | 102,144 | 28 |
| Mar | 105,828 | 30 |
| Apr | 114,492 | 42 |
| May | 106,460 | 28 |
| Jun | 101,031 | 37 |
| Jul | 174,707 | 31 |
| Aug | 221,170 | 12 |
| Sep | 128,127 | 18 |
| Oct | 100,892 | 19 |
| Nov | 108,431 | 23 |
| Dec | 115,232 | 24 |

| | | |
|------------------|------------------|--|
| Total SLL | 1,485,635 | |
|------------------|------------------|--|



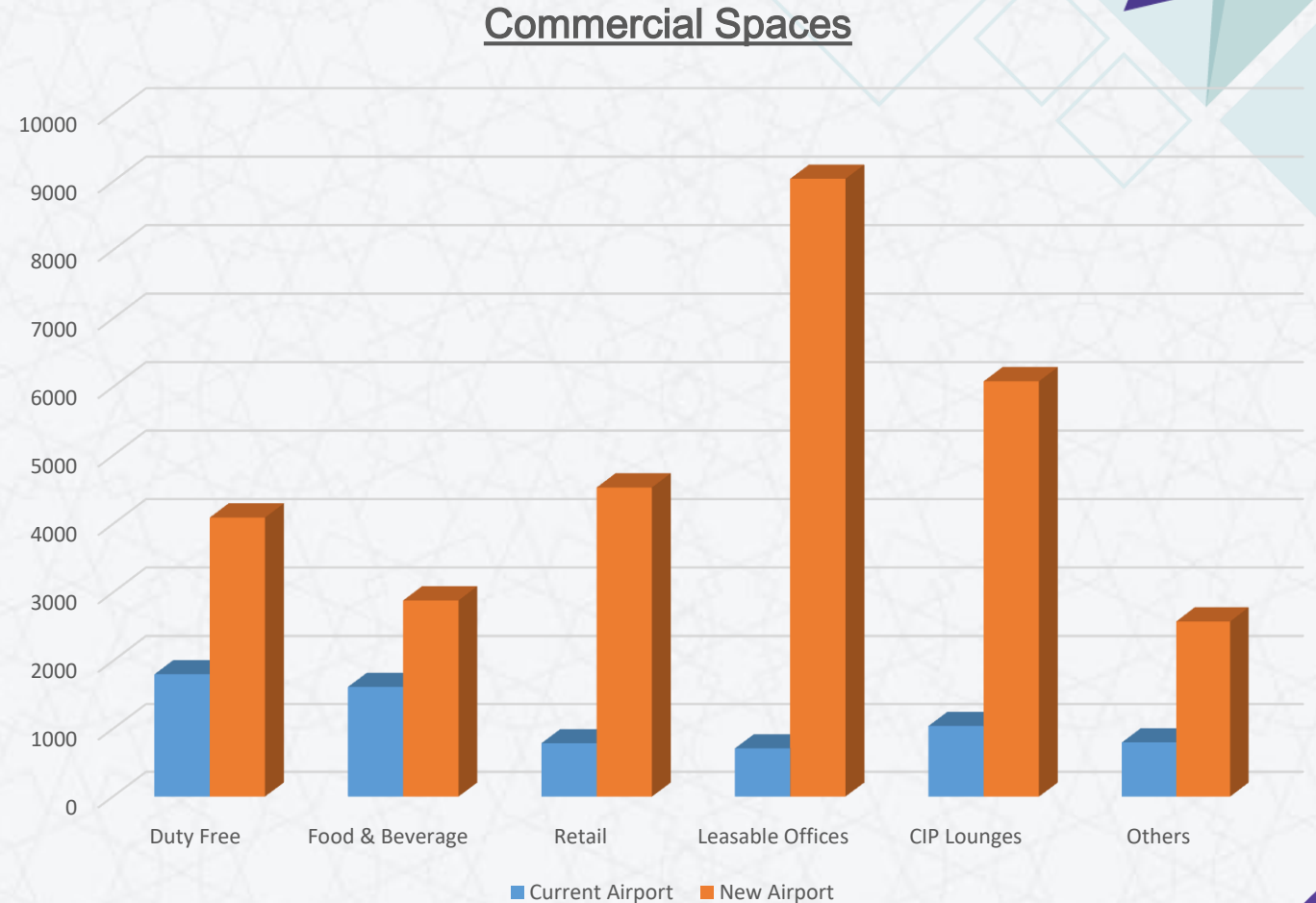
Airline Market Shares - Oman



- | | | | |
|------------------------|-----------------|-------------------|-------------|
| Oman Air-international | Fly Dubai | Qatar Airways | Jet Airways |
| Emirates | Indian Airlines | Air India Express | Air Arabia |
| Etihad Airlines | Gulf Air | Others | |

New Terminal Vs Current - Commercial Spaces

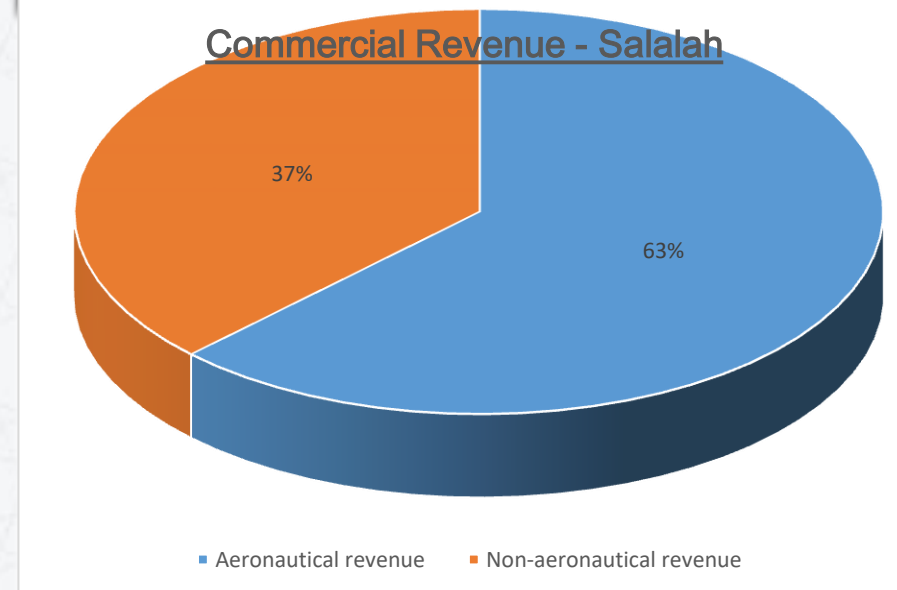
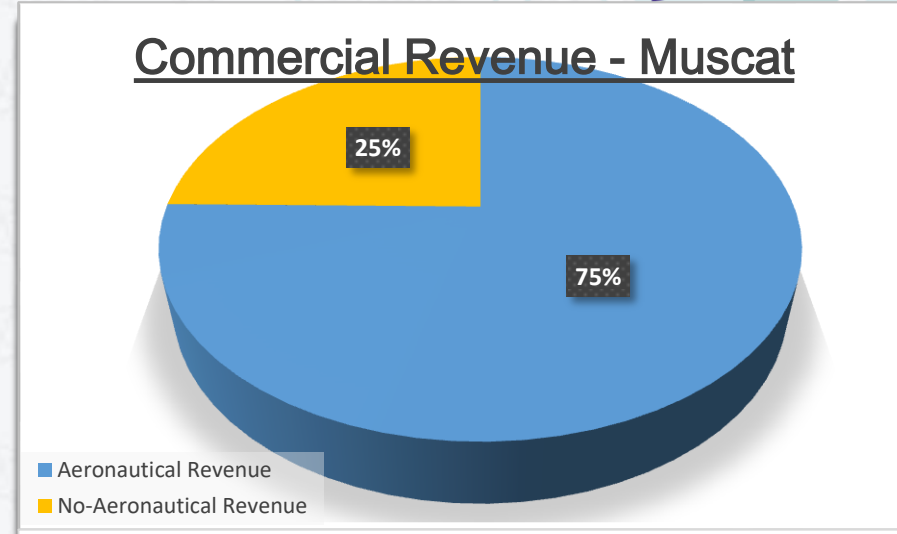
- Duty Free area increased by more than 100%
- F & B area increased by more than 80%
- Retail area and CIP lounges increased by more than 400%
- Other commercial areas increased by more than 200%
- Ground Handler Facility area approximate 6,850 sqm
- Management offices approximate 21,000 sqm
- New Airside hotel for 90 rooms, all day dining, health spa, swimming pool & gym.



New Terminal Vs Current Commercial Revenue

We forecast a 100% growth in the non aeronautical revenue and + 50% for aeronautical

Non Aeronautical Revenue



Retail Mix:

Duty Free & Retail

Operator: Oman Sales & Services (*JV between Aer Rianta ME & Oman Air*)

Total Space 5,320 sqm

One Operator for

- Fragrance
- Cosmetics
- Liquor
- Tobacco
- Confectionery
- Toys
- Cigars
- Gourmet Foods
- Cash & Car Raffle
- High Street Fashion, Leather, Accessories, Watches
- Sports & Accessories
- Sunglasses
- Electronics
- Arrivals DF
- Express / Last Minute DF

New Terminal Vs Current Commercial Spaces

Food & Beverage

Operator: 

- Innovative... Dynamic... High-Quality, and Delicious

Total Space 5,000 sqm

One Operator for



Specialty Retail

- **Total Space** **2,265 m2**
 - Different Concessionaire for:
 - Souvenirs
 - Gold & Jewelry
 - Convenience / Grocery
 - Travel Accessories
 - Telecom Counters
 - News / CTN– *5 locations AS & LS*
 - High Street - *Fashion (75%), Sports (25%)*
 - Pharmacy- *LS Check In, AS Dpt*
 - Foreign Exchange – *9 locations As & LS*
 - 2 Bank Branches & 18 ATMs
 - 10 Car Rentals & 4 Hotel reservation counters

New Terminal Vs Current Commercial Spaces

Main Concessionaires in the new Terminal:

- Muscat Duty Free -Oman Sales & Services (*JV between Aer Rianta ME & Oman Air*)
- Food & Beverage – BTA (*Turkish Company*)
- CIP Lounge – TAV Operation Services (*Prime Class*)
- CTN – WHSmith
- SPA – BeRelax
- Gold & Jewelry – Gallery Argan
- Foreign Exchange – Travelex & Global Exchange
- Pharmacy – Muscat Pharmacy
- Luggage Wrapping & Travel Accessories – Seal & Go
- Airside Hotel – Plaza Premium (*Aerotel*)

- SME sector is a growing sector, receiving support from the government, with a clear goal to make it one of the leading sectors, it is also a key contributor to the economic growth of the country, not to mention a source for job creation for Omanis.
- Encouraging entrepreneurship and building up an entrepreneurial attitude among the youth is the key to develop the SME sector.
- Along with the Government, we encourage SMEs to compete with International brands in the retail areas in the Airport, we reserved 15% of all spaces to be managed and operated by SMEs.
- In the new Airport:
 - 4 locations for F & B are awarded for SMEs, 3 locations in Retail are awarded for SMEs
 - More location shall be awarded for SMEs in the 2nd and 3rd phase

Why Visit Oman

Oman ranked 4th in terms of safety and security by the Geneva-based World Economic Forum in its latest report 2017

- 5,000 year-old traditions, culture and rich history
- Four UNESCO World Heritage sites
- More than 500 forts / castles to discover
- Explore 3,165 km of scenic Coast lines
- Host to the highest mountain in the Arabian Peninsula and the second largest Grand Canyon in the world
- One of the biggest nesting season location for 5 turtle species
- Classified as adventure tourism destination with outdoor activities for sport junkies
- Luxury hotels, boutique, resorts and spas to eco friendly and desert and mountain camps
- Awe inspiring Scenery with a variety of unique landscapes
- Featured on Conde Nast and Lonely planet

and of course a New Contemporary Airport to experience at time of Arrival

Top 5 Nationalities Visiting Oman in 2016

| Country | Pax 2016 |
|----------------|-----------|
| GCC countries | 1,453,336 |
| India | 299,568 |
| United Kingdom | 173,684 |
| Germany | 136,950 |
| Pakistan | 89,258 |
| Others | 847,204 |
| Total | 3,150,050 |

*Source of data: Ministry of
Tourism Oman*

14% Increase in visitors 2016 vs 2015

Oman Airports Management Company (OAMC)



Thank you