Webinar: Ground services, equipment and training opportunities in Dubai’s aviation hub

19 JULY 2017
HOW TO ASK QUESTIONS

1. Select “Chat” function

2. Select “Host & Presenter”

3. Type your question here

3. Press ‘Send’
SETTING THE SCENE

ANNA FEDELES – TRADE COMMISSIONER, DUBAI
DUBAI: A GLOBAL AVIATION HUB

Aviation is expected to contribute 1/3 to UAE’s GDP by 2020

Dubai is the 12th most connected city in the world

1/3 of the world’s population within a 4 hour flight

25 million visitors and 100 million passengers by 2020

Source: UN Comtrade, 2015
DUBAI: A GLOBAL AVIATION HUB

Dubai International Airport – largest in passenger handling to 83 million passengers in 2016

266 flights per week between UAE & Australia

Dubai to handle 16 million tonnes of cargo by 2022

Australia exports AU$2.9 billion to the UAE

Al Maktoum Airport – largest airport in the world valued at AU$ 10 billion

After completion, Al Maktoum Airport to process 120 million passengers annually

UAE is currently one of the largest markets in the world for civil and military aircraft.

The UAE re-exports AU$ 15 billion worth of commodities to the world
DNATA

CRAIG MCBRIDE
MANAGER TRAINING

PETER MARTIN
VICE PRESIDENT TECHNICAL SERVICES
Introduction to dnata
Founded in: 1959
Revenue 2015 - 2016: 3.3 billion USD

Number of employees: Over 41,000
Number of countries: 84
Number of airlines customer served: 404
Number of airports: 129
Number of countries: 84
Number of airlines customer served: 404

Number of flights handled by our GROUND HANDLING services:
- ANNUALLY: Over 623,000
- EVERY DAY: Over 1,700

Number of airlines handled by our GROUND HANDLING services: 265

Number of tonnes of CARGO carried:
- ANNUALLY: Over 2.8 million tonnes
- EVERY DAY: Over 7,700 tonnes

Number of airlines serviced by our CARGO services: 200

Number of meals served:
- ANNUALLY: Over 117 million
- EVERY DAY: Over 320,000

Number of bookings handled by our TRAVEL advisors last year:
- Over 3.5 million

Number of bed nights last year:
- Over 7.0 million

Number of passengers last year:
- Over 7.0 million

Number of global hotels in our database:
- Over 305,000

Number of dnata travel outlets worldwide:
- Over 200
Our Vision, Mission & Values (VMV)

**Vision**
To be the world’s most admired air services provider

**Mission**
We will deliver the promises our customers make

**Values**
- Safety and security
- Performance driven
- Service excellence
- Delighting customers
- Imagination
- Respect
Our brand portfolio

- Ground & Cargo Handling
- Travel Services
- In-flight Catering
Global Expansion – GH and CGO

1959
Established in Dubai

1959

1993
First international operation, Pakistan.

1998
Entered ground in South East Asia, Philippines

2000

2004
Acquired CIAS, Singapore

2007
Commenced operations in Switzerland & Australia

2004

2010

2010
Acquired operations in Erbil & United Kingdom

2013

2013
Acquired Cabin Cleaning Services, Broadlex, AUS

2014
Expanded in the UK, MAN,BHX,GLA, EMA,NCL

2014

2015

2015
Acquired Aviapartner Cargo in Amsterdam and acquired RM Ground Services, Brazil

2016

2016
Acquired GSI Ground Services, USA.

2017

2017
Acquired AirLogistix USA, USA.

2018

2018
Soon after acquired a stake in Airport Handling SPA, Milan.

2018
Followed by the acquisition of a 50% stake in GTA Aviation, Canada.
Our Global network – GH and CGO

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A trusted partner for over 400 Airlines
Opportunities in GSE and Training

On the product side, there is a big push towards **innovation, electrification, automation and sustainability**:

- new or improved designs of equipment to increase efficiency, safety and sustainability
- Solutions to reduce ramp congestion
- Autonomous Vehicles / Robotics
Opportunities in GSE and Training

On the training side, there is opportunity for Australian universities / Training centres to offer

- **Structured online programs for technical training** in electrical, mechanical and hydraulic to upskill the operation, maintenance and repair teams.

- **Virtual or simulated options** are highly desired for push back track training.

- **Robotics** R&D partnership
DUBAI SOUTH

TAHNOON SAIF – VICE PRESIDENT, AVIATION
We are not building the largest airports in the world. We are building the aviation capital of the world.”

SHEIKH MOHAMMED BIN RASHID AL MAKTOUTM, VICE PRESIDENT AND PRIME MINISTER OF THE UAE, RULER OF DUBAI
BUILDING AVIATION VALUE CHAIN

6.8km² master plan catering for MROs, FBOs, education institutions and R&D

An integrated platform between sea-land-air with 4 hours connectivity

Target to grow Aviation from 27% Dubai’s GDP to 35% and establish high skill jobs

Empowering self-sustained growth of the aviation and aerospace industry
ECO-SYSTEM

1. Maintenance & Technical Support
   - Completion Center
   - Paint Shop
   - Business Jet MRO
   - Airlines MROs
   - Airside Supply Chain
   - Helicopter MRO

2. General Aviation
   - VIP Terminal
   - Hangars
   - Fuel Farm
   - Catering
   - Ground Handling
   - Helicopter Shuttle

3. Education & Training
   - Emirates Flights Academy
   - Aerospace University
   - Cabin Crew Training
   - Engineering & Technical Studies

4. Commercial Strip
   - Retail & Hotel
   - Show Rooms & Offices
   - Arts & Valuables Terminal
   - Exhibitions Area
   - Aerospace Museum
ECO-SYSTEM

AED$1.2B CLIENT INVESTMENTS IN PLACE

1. Maintenance & Technical Support
2. General Aviation
3. Education & Training
4. Commercial Activities
EDUCATION CLUSTER

Growth of wide bodied aircraft fleet globally, stimulating demand for Type Rated pilots (GCC 30% wide bodied aircraft on order)

By 2035, Middle East & Africa requirement for new pilots will grow at over 4+%, p.a. i.e. 58,000 attributed to large carriers in GCC

Fleet growth, newer technologies & composites fueling demand for aircraft engineers & technicians
Q&A

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ENGAGE…

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