TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT

NEW PERSPECTIVE DESTINATIONS FROM NOVOSIBIRSK INTERNATIONAL AIRPORT

2016

DECEMBER 2016

NOVOSIBIRSK REGION AND CITY

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT





Novosibirsk region

- Population of Novosibirsk region - 2.7 million
- Population of Siberian Federal District - 19.3 million



Novosibirsk City

- Novosibirsk – 3rd largest city after Moscow and Saint-Petersburg
- Population of Novosibirsk 1.6 million
- Scientific and Educational Center of Russia









ROUTE MAP

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT

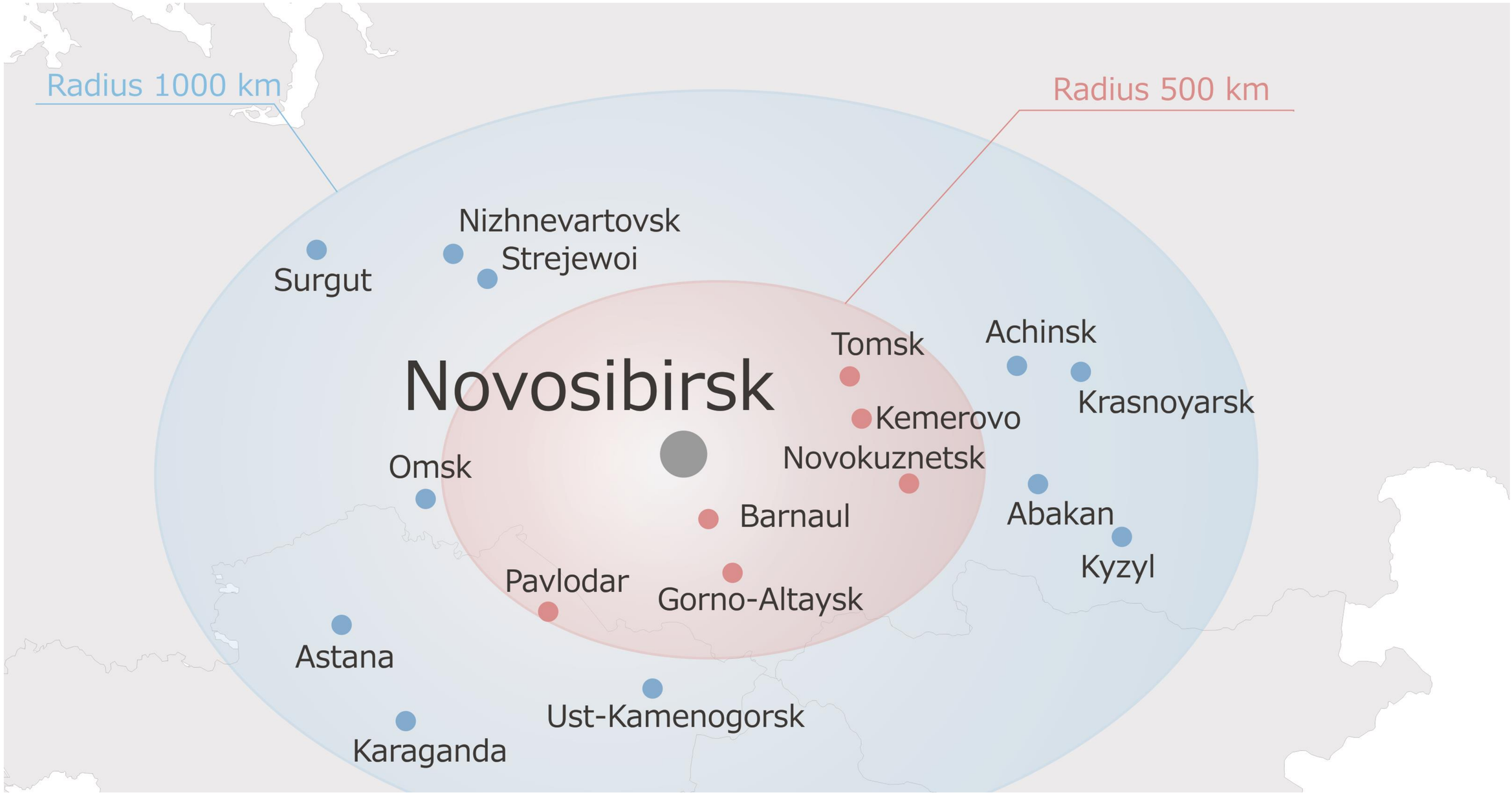
Novosibirsk International Airport is connected with **94** destinations

- **51** international routes
- **43** domestic routes

Scheduled Flights
Charter Flights
Cargo Flights

CATCHMENT AREA

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT

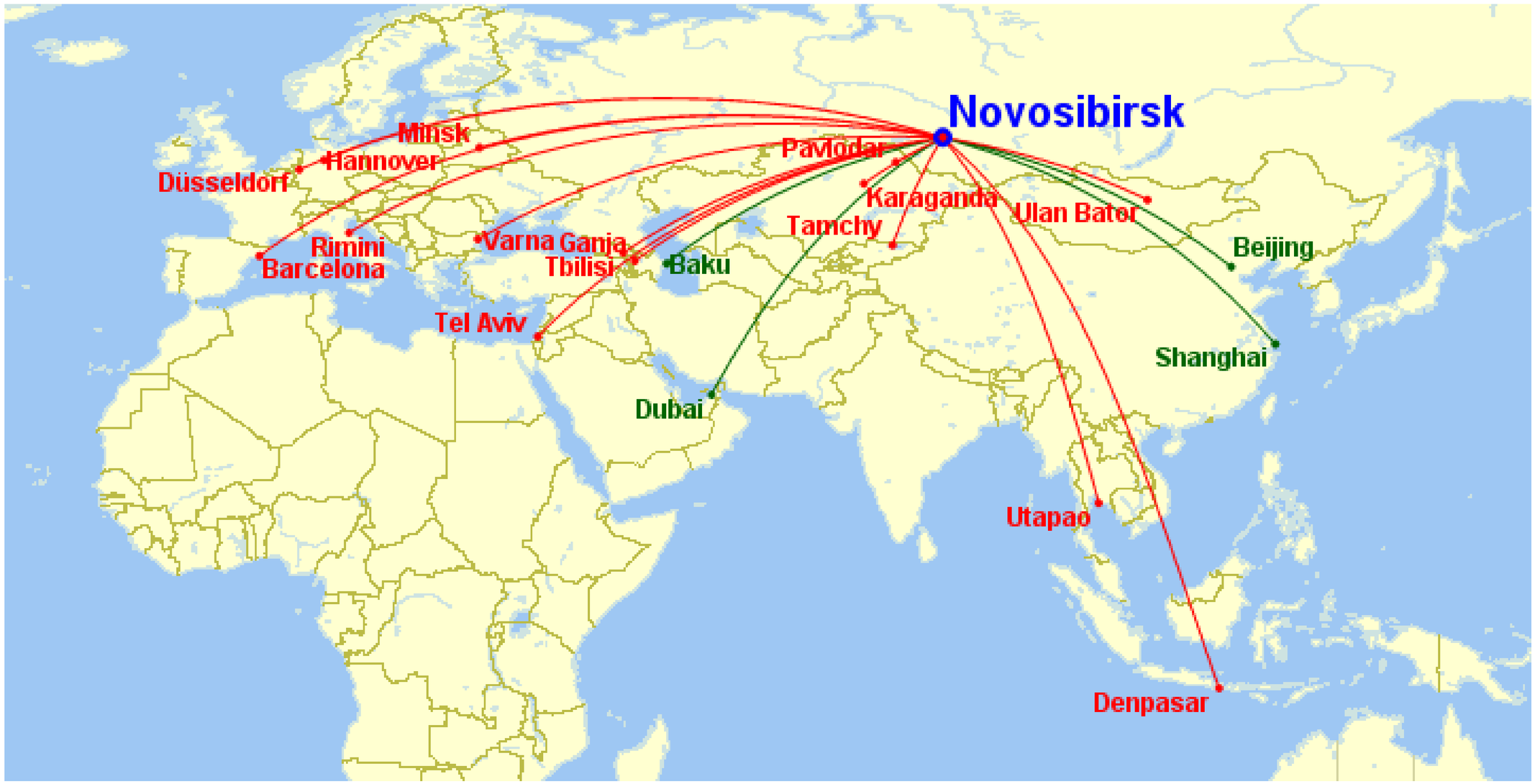


More than 15 big cities of Siberian region, located in 1000 km radius

- 9 million people in 500 km radius
- 20 million people in 1000 km radius

PERSPECTIVE INTERNATIONAL DESTINATIONS

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT



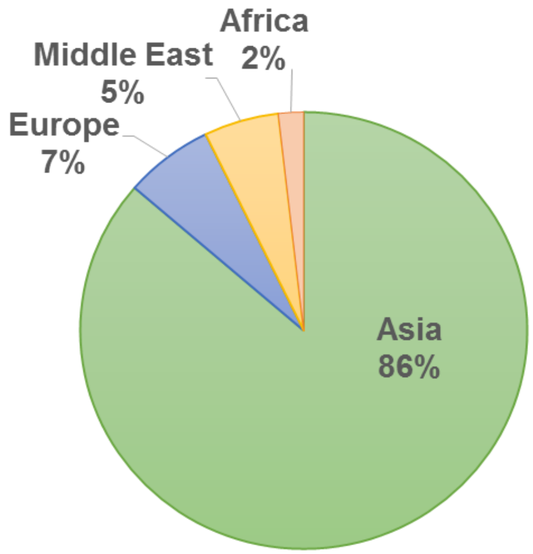
Perspective international destinations for starting new flights

Perspective international destinations for flight frequency increasing

DIRECT INTERNATIONAL PASSENGER TRAFFIC FROM OVB

TOLMACHEVO NOVOSIBIRSK INTERNATIONAL AIRPORT

№	Destination	Passenger Traffic 11M 2016	Growth 11M 2016/11M 2015
1	Bangkok	78 428	-15%
2	Beijing	63 907	23%
3	Cam Ranh	52 919	9%
4	Phuket	47 348	-10%
5	Urumqi	30 300	23%
6	Larnaca	***	74%
7	Istanbul	***	-40%
8	Antalya	***	-81%
9	Hammamet	***	new destination
10	Shanghai	***	new destination
11	Prague	***	-34%
12	Dubai	***	-8%
13	Krabi	***	335%
14	Goa	***	-8%
15	Hong Kong	***	-17%
16	Harbin	***	-14%
17	Frankfurt	***	14%
18	Seoul	***	44%
19	Heraklion	***	new destination
20	Monastir	***	new destination
21	Thessaloniki	***	48%
22	Burgas	***	5%
23	Munich	***	48%
24	Sanya	***	261%
25	Phnom Penh	***	-59%
	Other int. destination	***	
	Total	**454 474**	**-20%**



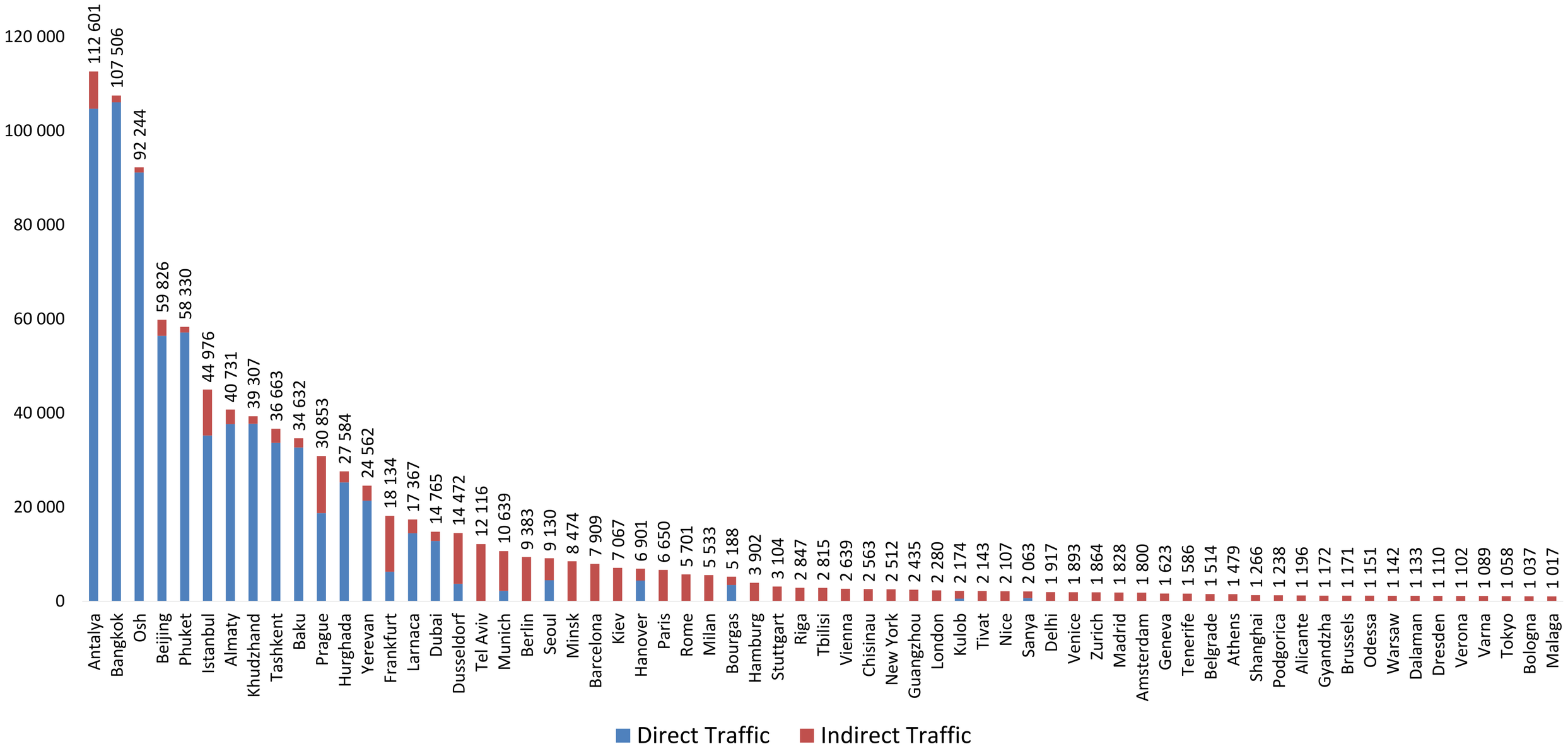
№	Destination CIS	Passenger Traffic 11M 2016	Growth 11M 2016/11M 2015
1	Bishkek	100 409	-5%
2	Osh	88 719	4%
3	Khujand	50 692	48%
4	Almaty	50 603	44%
5	Dushanbe	40 003	2%
6	Tashkent	***	3%
7	Astana	***	12%
8	Baku	***	-16%
9	Yerevan	***	13%
10	Fergana	***	36%
11	Ust-Kamenogorsk	***	57%
12	Shymkent	***	-9%
13	Namangan	***	76%
14	Karagandy	***	-97%
	Total CIS	**477 498**	**8%**

*** *For additional information on direct passenger traffic data from OVB please contact to Aviation Business Development Department.*

ПРЯМОЙ И ТРАНСФЕРНЫЙ ПАССАЖИРОПОТОК НА МВЛ

TOLMACHEVO NOVOSIBIRSK INTERNATIONAL AIRPORT

O&D Passenger Traffic from OVB in 2015 (two way traffic)



In **2015** total international passenger traffic from OVB to the destinations named above amounted **934,000 PAX**.

Share of initial transfer passenger traffic – **24% (223,000 PAX)**.

INCENTIVES FOR GROUND HANDLING (NEW FLIGHTS)

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT

GENERAL CONDITIONS OF THE INCENTIVES PROGRAM FOR **NEW SCHEDULED DESTINATIONS** FROM OVB*

For scheduled passenger flights to a new destination from Novosibirsk:



- 1st year of operation – 40% discount for GH
- 2nd year of operation – 20% discount for GH

** For scheduled flights to a new destination. Discounts are applied since the start of the flights to a new destination to the major airport charges and fees:*
- Landing, Aviation Security, Terminal charges and Passenger Handling Fee.

INCENTIVES FOR TRANSFER PASSENGER HANDLING

TOLMACHEVO NOVOSIBIRSK INTERNATIONAL AIRPORT

Joining the program of transfer passenger traffic development via OVB

- 10%

Achieving a fixed level of transfer passenger traffic via OVB**

- 50%

Further development of transfer passenger traffic via OVB**

- 70%



Number of transfer passenger*.	0 – 230 000	230 001 – 293 000	293 001 and higher
Discount	**10%**	**50%**	**70%**



** The discount is determined by the total number of transfer passengers airport.*

*** Discounts are applied to transfer PAX related tariffs - Terminal charge and Passenger Handling Fee.*

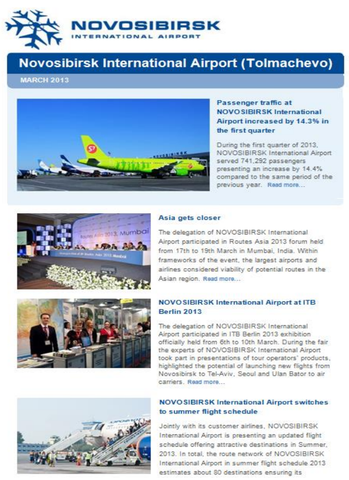
**** For additional information please contact to addresses listed at the end of the presentation.*

ADVERTISING SUPPORT

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT











Presentation of the first flight

Outdoor advertising

Radio

Newsletters

ADVERTISING CAMPAIGNS

Advertising on corporate website

Cake cutting

Advertising on WEB portals

Airline ticket envelope

Other



Love
ХИТ FM
РУССКОЕ РАДИО
РАДИО ЮМОР FM



@mail.ru
sibnet.ru
ВКонтакте
Яндекс
CN.RU



CONTACT INFORMATION

TOLMACHEVO
NOVOSIBIRSK
INTERNATIONAL AIRPORT

Commercial Director

Tel. +7 (383) 216 – 91 – 36,

E-mail: **sultan@ovbport.ru**

Aviation Business Development Department

Tel. +7 (383) 216 – 92 – 17

E-mail: **i.leontiev@ovbport.ru**

Airport Contacts

Tel.: (383) 216 – 90 – 80

Fax: (383) 216 – 91 – 69

E-mail: **ap@ovbport.ru**

AFTN: UNNTAPDU, UNNTAPPV

SITA: OVBBFXH, OVBZPXH

JSC «Airport Tolmachevo»

Ob-4, Novosibirsk Region,

633104, Russian Federation



Web-site: http://www.tolmachevo.ru