

Oman Airports Outlook

2023



مطارات عُمان
Oman Airports

TRANSOM
Handling
المناولة

oman sats
A Subsidiary of Oman Airports

العمانية للاستثمارات الطيران
Oman Aviation Investment

▶ Oman Airports Performance



37.7%

Increase in the number of flights in 2023 compared to 2022



43.5%

Increase in the number of passengers in 2023 compared to 2022



7%

Increase in the number of shipments in 2023 compared to 2022



40*

Total number of airlines



146**

Total number of destinations



2

New airlines

* Includes total scheduled & chartered airlines from all airports

** Includes total scheduled and chartered destinations from all airports

Five Business Drivers: Strategic Framework & Long-Term Goals

Our business drivers are the essential pillars of our strategy to ensure our ambitious objectives are achieved. Each business driver has defined long-term goals, success measures and smart annual targets; while our vision to “Create an exceptional travel experience with lasting memories” functions as the umbrella that connects them into a unified whole.

Customer Experience

Our Customer Experience drive aspires to provide a memorable airport experience throughout the whole airport journey, including all passenger touchpoints.



Business Growth

Our Business Growth and transformation enables us to reshape Oman Airports’ financial sustainability by transforming our core business while diversifying our revenue streams.



Environmental Sustainability

We are leveraging Oman’s ongoing commitment to become a golden jubilee in terms of protecting our environment and preserving our natural resources.



People Well-Being

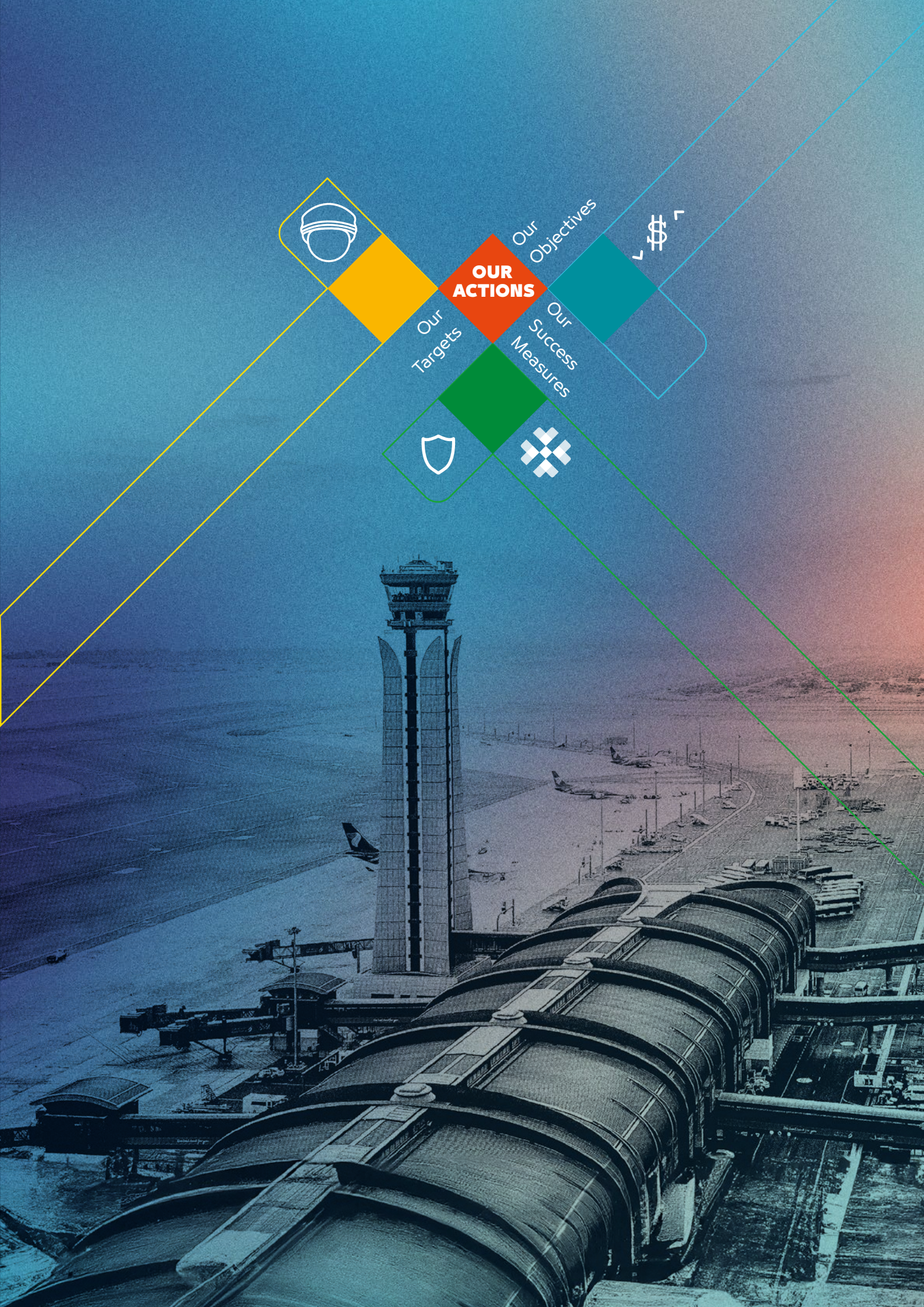
We are committed to providing our employees a culture that proactively encourages equal opportunity for learning, personal growth, creativity and innovation; while instilling a sense of happiness, empathy, respect and opportunity.



Operational Excellence

Our Operational Excellence focuses on exploring leading-edge solutions that will set new standards within the industry. We recognize, prioritize and address the end-to-end customer experience journey while continuously optimizing our processes.



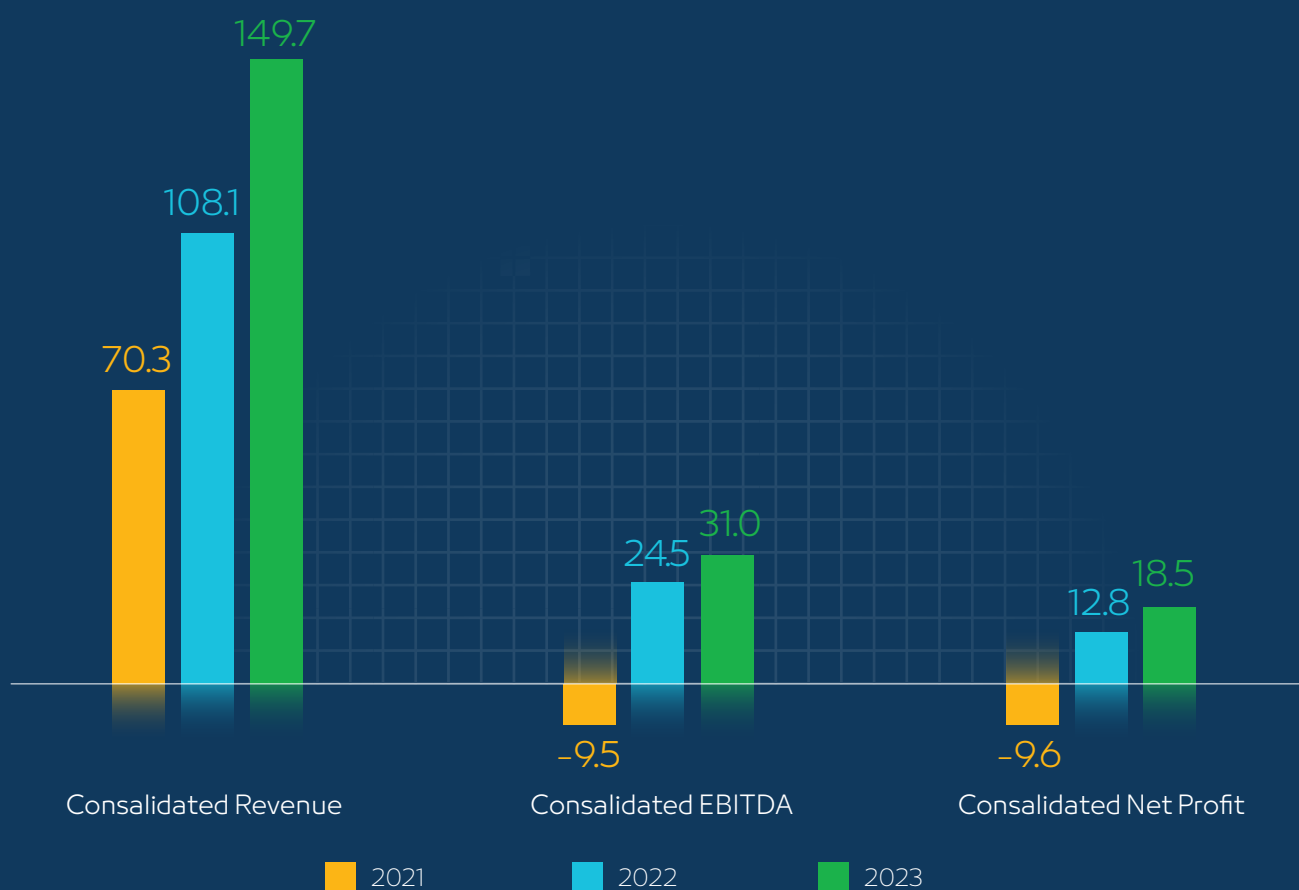


Oman Airports | Financial Results 2023 (Consolidated)

The fiscal year 2023 proved to be a monumental success for Oman Airports and its subsidiaries marking a 45% increase in the net profit (2023 : RO 18.5million) with an impressive growth of 27% in EBITDA (2023 : RO 31million).

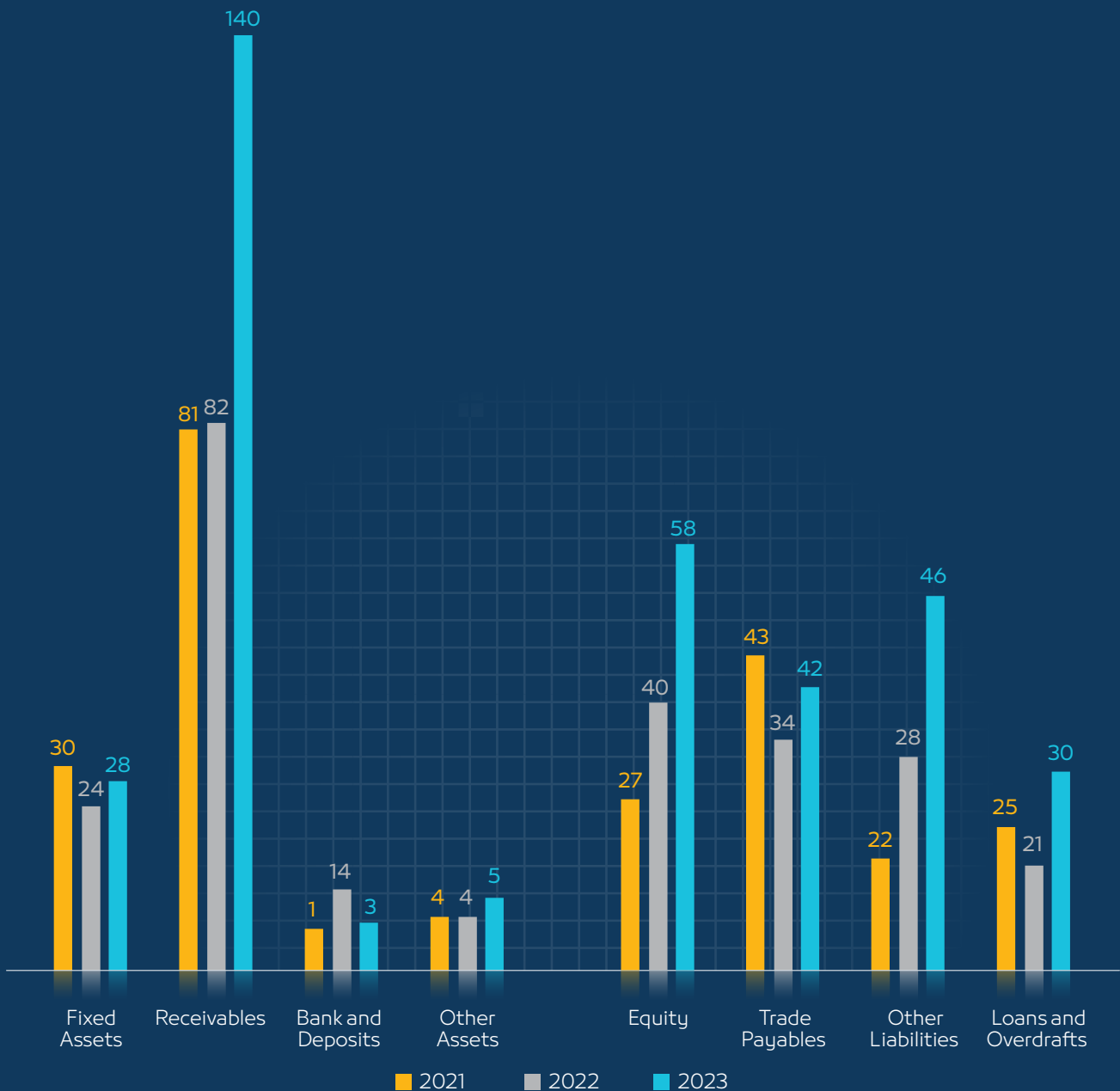
These outstanding achievements stand as a testament to the dedicated efforts, operational efficiency, resource optimization, and relentless innovation exhibited by the management and our teams.

➤ Oman Airports and its Subsidiaries | Financial 2023 | Profit and Loss (2021-2023) – (Amounts in RO. million)





➤ Oman Airports | Consolidated Financial Position
(2021-2023) – (Amounts in RO. million)

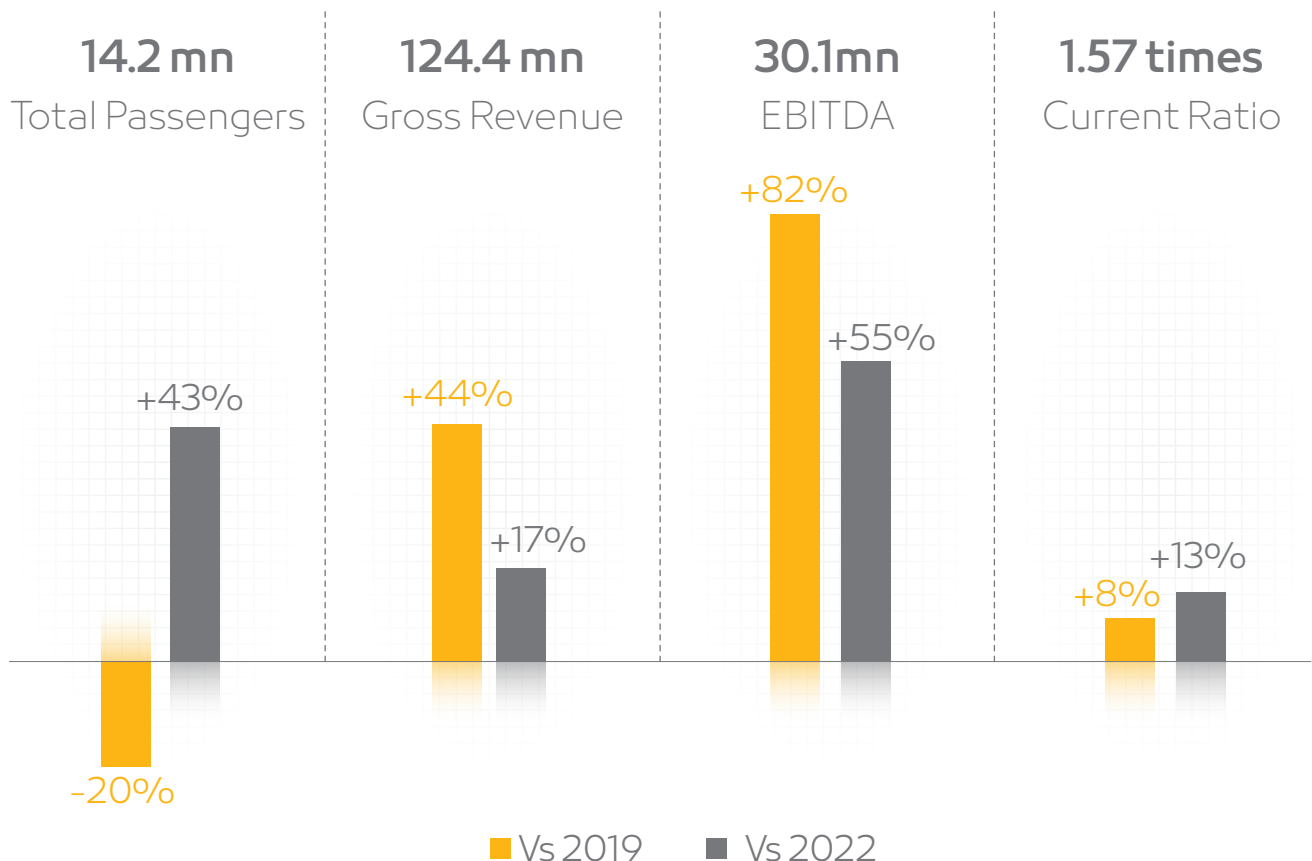


Oman Airports | Standalone Performance Highlights 2023

- ◆ Oman Airports Management Company SAOC include overseeing a portfolio of seven airports in the Sultanate, with a workforce of 1,346 personnel.
- ◆ For 2023, Oman Airports has experienced a notable surge in passenger numbers, recording 14.2 million passengers, marking a remarkable year-on-year increase of 43.4%. This substantial growth underscores Oman Airports' effectiveness in catering to evolving passenger demands, enhancing connectivity, and driving economic development within the region.
- ◆ The company recorded a total revenue of OMR 124.4 million in 2023, compared to OMR 86.3 million in 2022.
- ◆ The EBITDA margin of Oman Airports stands at an impressive 24%, reflecting strong operational efficiency and profitability. This healthy margin signifies the organization's ability to generate substantial earnings while effectively managing operating expenses, further solidifying its financial stability and competitiveness in the aviation market.



Oman Airports Financial Year 2023 | Key Ratios | Performance Indicators – (2023 compared with 2019 and 2022)

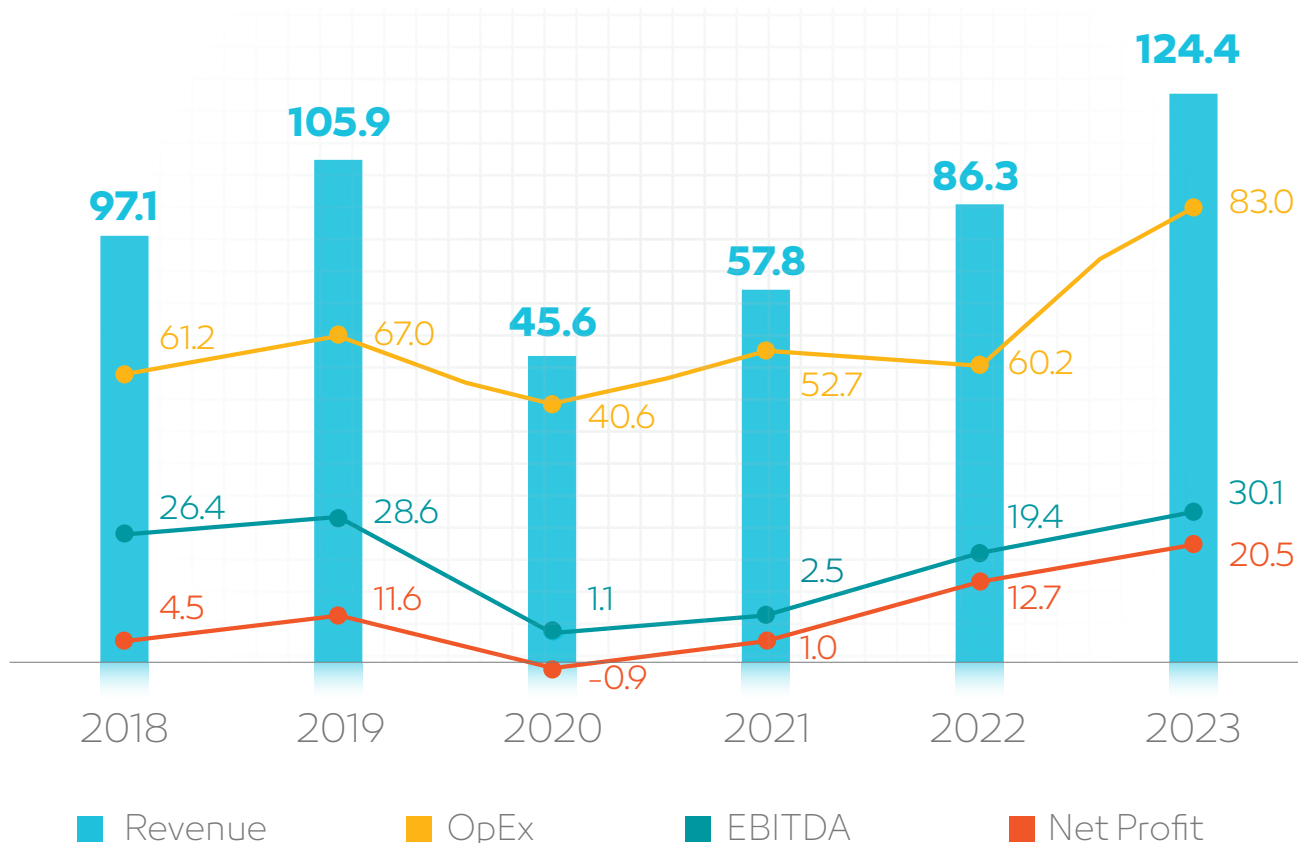


Oman Airports | Standalone Financial Highlights 2023

Year 2023 has been a remarkable year, marked by unprecedented financial success. Notably, the net profit soared to an impressive 20.6 million, a substantial increase from the previous year's 12.8 million. Equally noteworthy is the exceptional growth in EBITDA, reaching 27.3 million compared to 19.4 million in the preceding year. These outstanding figures signify the dedicated efforts and strategic initiatives undertaken through the year 2023.

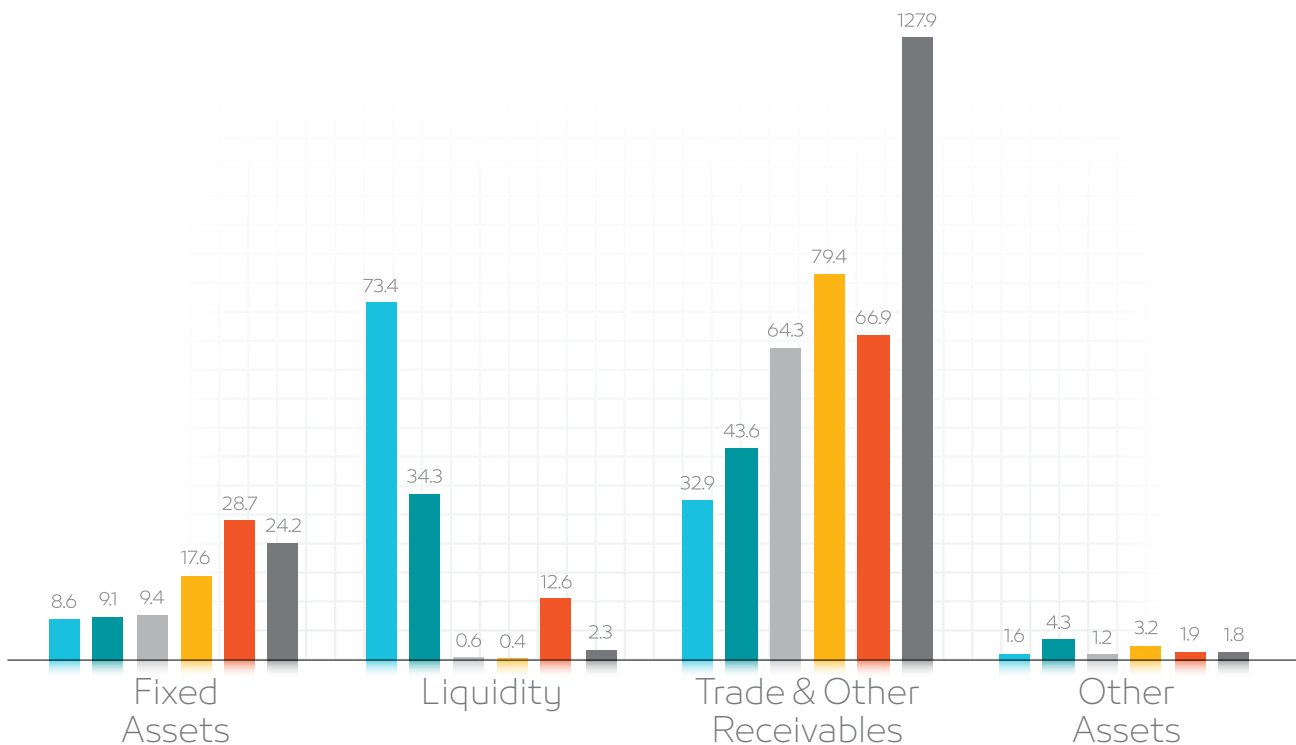
Oman Airports SAOC standalone has however recorded a revenue of RO. 124.4 million in 2023 as compared with 86.3 million in 2022 which is higher by 44%. The operational expenses incurred 85.8 million in 2023 as compared with 60.2 million in 2022 which is higher by 43%, mainly due to the Expected Credit Loss (ECL) of 16.7 million, a result of heightened receivables from our main partners. As we navigate these challenges, we remain committed to prudent financial management, operational efficiency, and adaptability. Our focus on strategic initiatives will be pivotal in sustaining our growth trajectory and overcoming hurdles on the horizon.

➤ Oman Airports Standalone Profit and Loss Summary (2018-2023) – (Amounts in RO. million)

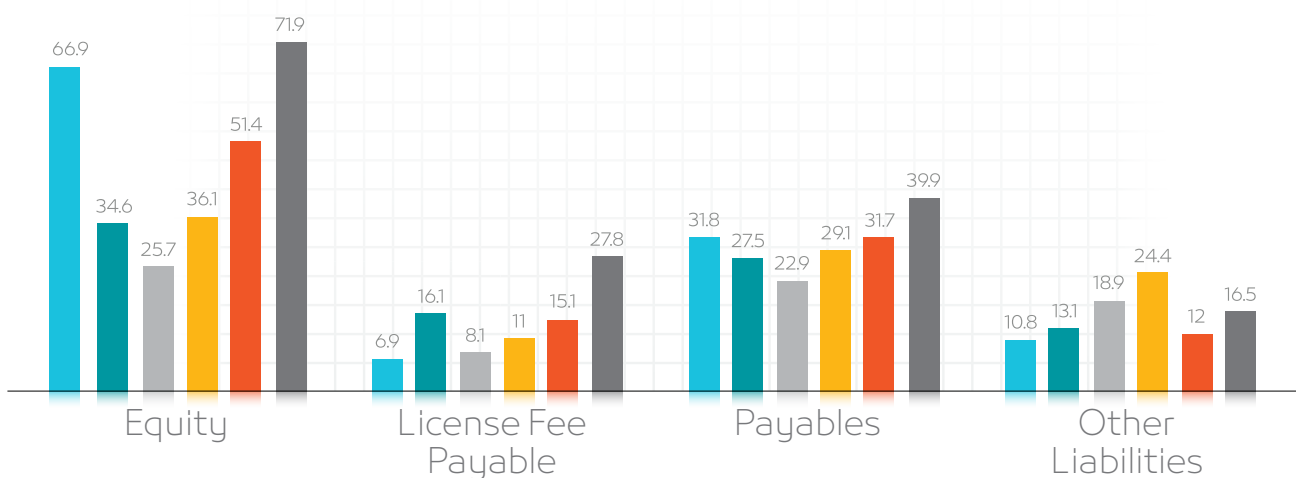


Oman Airports | Standalone Financial Position Summary (2018-2023) (Amounts in RO. million)

Assets



Equity & Liabilities

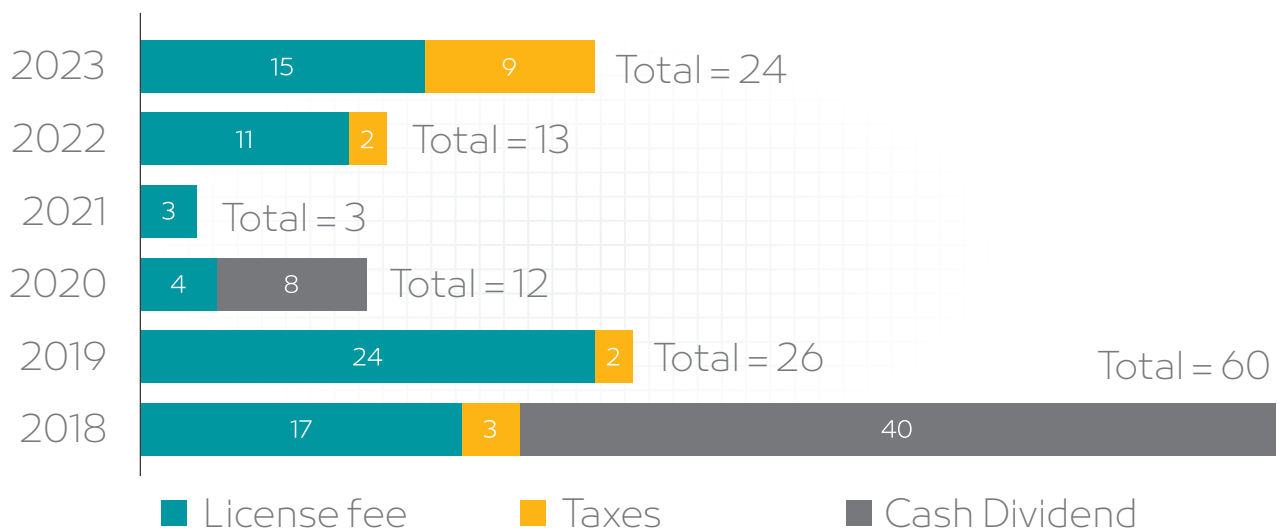


■ 2018
 ■ 2019
 ■ 2020
 ■ 2021
 ■ 2022
 ■ 2023

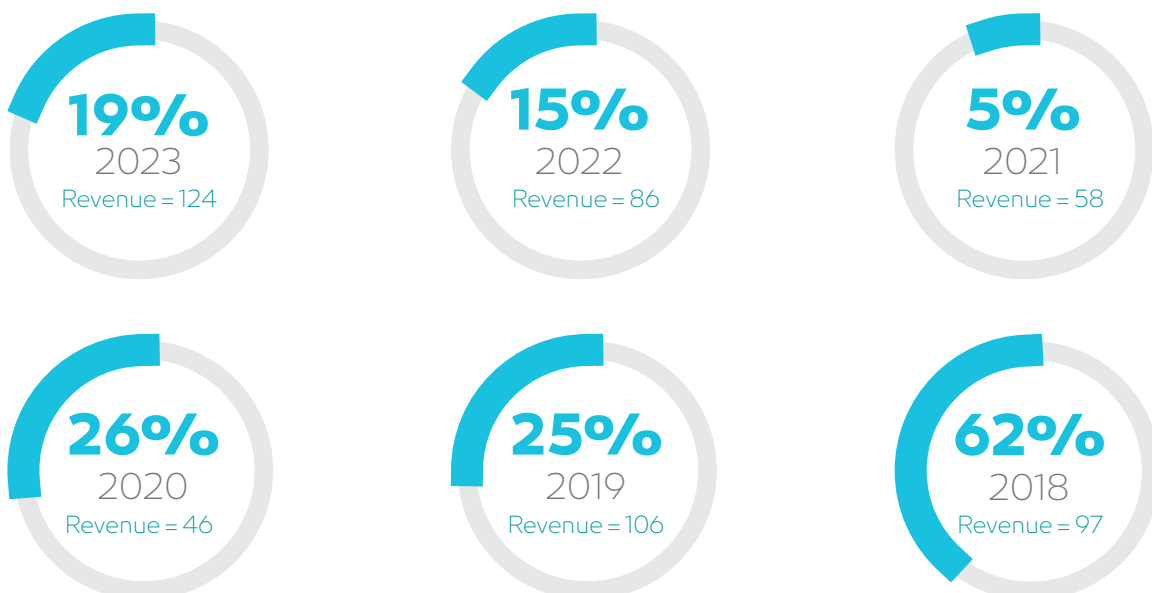
Oman Airports | Contribution to the Economy (2018 - 2023)

Our commitment to supporting the Government (CAA, MoF, shareholders) and Government entities has been unwavering. Unlike seeking subsidies, we've proactively stepped in to support a ground handling company that has been struggling financially. The company has taken the initiative to ensure adequacy of working capital, demonstrating our dedication to supporting essential services without relying on external assistance.

Oman Airports Financial 2023 | Contribution to the Government (2018 - 2023) – (Amounts in RO. million)



Payout Ratio vs Revenue





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