



Malta International Airport

Corinthia Palace Hotel, Attard.
5th September 2007

Table of Contents

<u>Topic</u>	<u>Page</u>
3. Malta Profile	3
4. MLA Profile	14
5. Cruise Market – The Airport Perspective	25
6. Conclusions	27
7. Contact Information	28

Malta Profile

Strategic Location

- Malta is situated in the Mediterranean, strategically located between Europe and Africa
- Distances from Malta

North - Sicily – 93 km

South - Tunisia – 288 km

East - Gibraltar – 1826 km

West - Alexandria – 1510 km



Malta Profile

Population

- Recent population figures
 - 2005 398,934
 - 2006 400,214
 - 2007 (est.) 401,880
- Between 1995 and 2005, Malta's population increased by nearly 27,000 residents
 - This is overall population growth of approximately 7%
- Since joining the EU, Malta has become a popular location for leisure homes among residents of other European countries
 - Malta has favourable regulations for allowing foreign citizens to reside in the country

Source: 2005 Census

Malta Profile

EU Membership

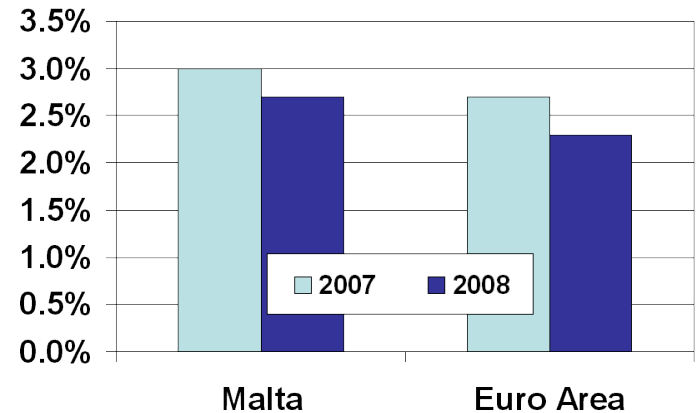
- EU member as of May 2004
 - This has generated significant business and leisure travel to/from Malta
 - Considerable funding has been provided for structural projects in Malta
 - Over EUR 1.2 billion of EU/Maltese funding will be invested in the country over the next five years
- Malta will adopt the Euro in January 2008
 - This is evidence of Malta's stable financial system
 - Adopting the Euro will further stimulate investment in Malta, which will generate additional business travel
- Malta will become a Schengen member in January 2008
 - This will remove an inconvenience for passengers arriving from other Schengen countries, including Norway

Malta Profile

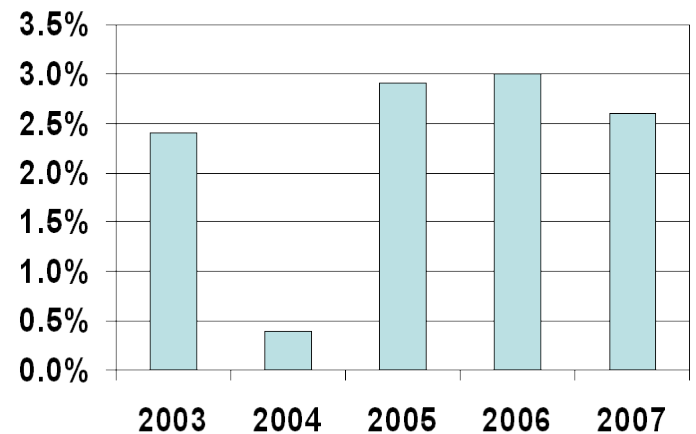
Economic Profile

- Malta's economy is strong and growing
- Malta's GDP is forecast to grow by:
 - 3.0% in 2007
 - 2.8% in 2008
 - This compares favourably to expected economic growth elsewhere in Europe
- Inflation has been kept low due to Euro entry requirements
 - Under 3% since 1998
- Malta's unemployment rate is 6.8%, a decline of nearly 13 percentage points compared to 2006

Forecast GDP Growth



Malta Inflation (CPI)



Sources: Government of Malta, European Union, CIA World Factbook

Malta Profile

Tourism Profile

- Beaches
- Day cruises
- Diving and watersports
- High end resort spas



Malta Profile

Tourism Profile

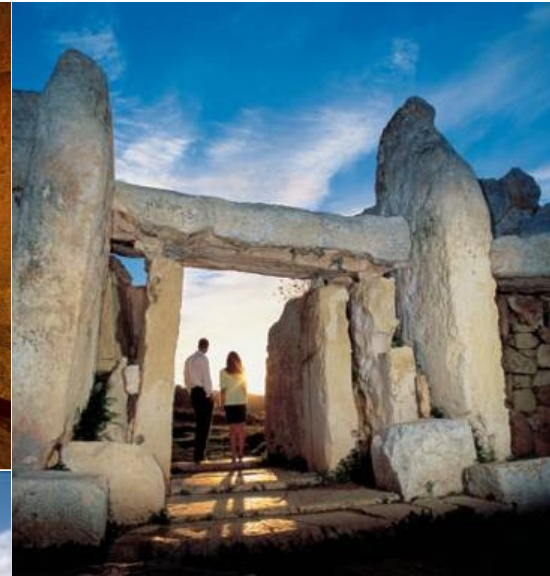
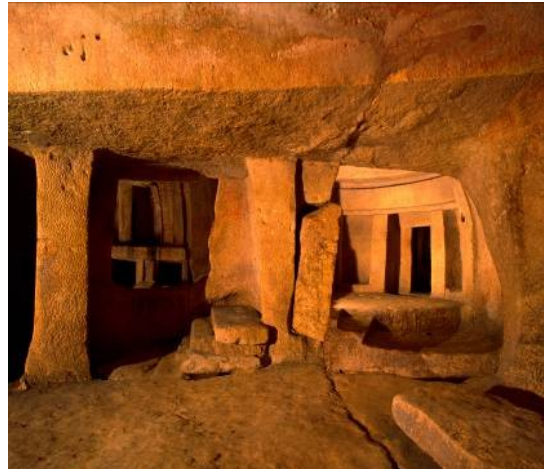
- Summer feast celebrations



Malta Profile

Tourism Profile

- Historical sites & temples
- Golf
- Shopping
- Seafood



Malta Profile

Tourism Profile

- Culture
- Arts



Malta Profile

Tourism Profile

- Malta International Airport welcomed nearly 1,350,000 arriving passengers in 2006
- Top 5 Markets as follows.

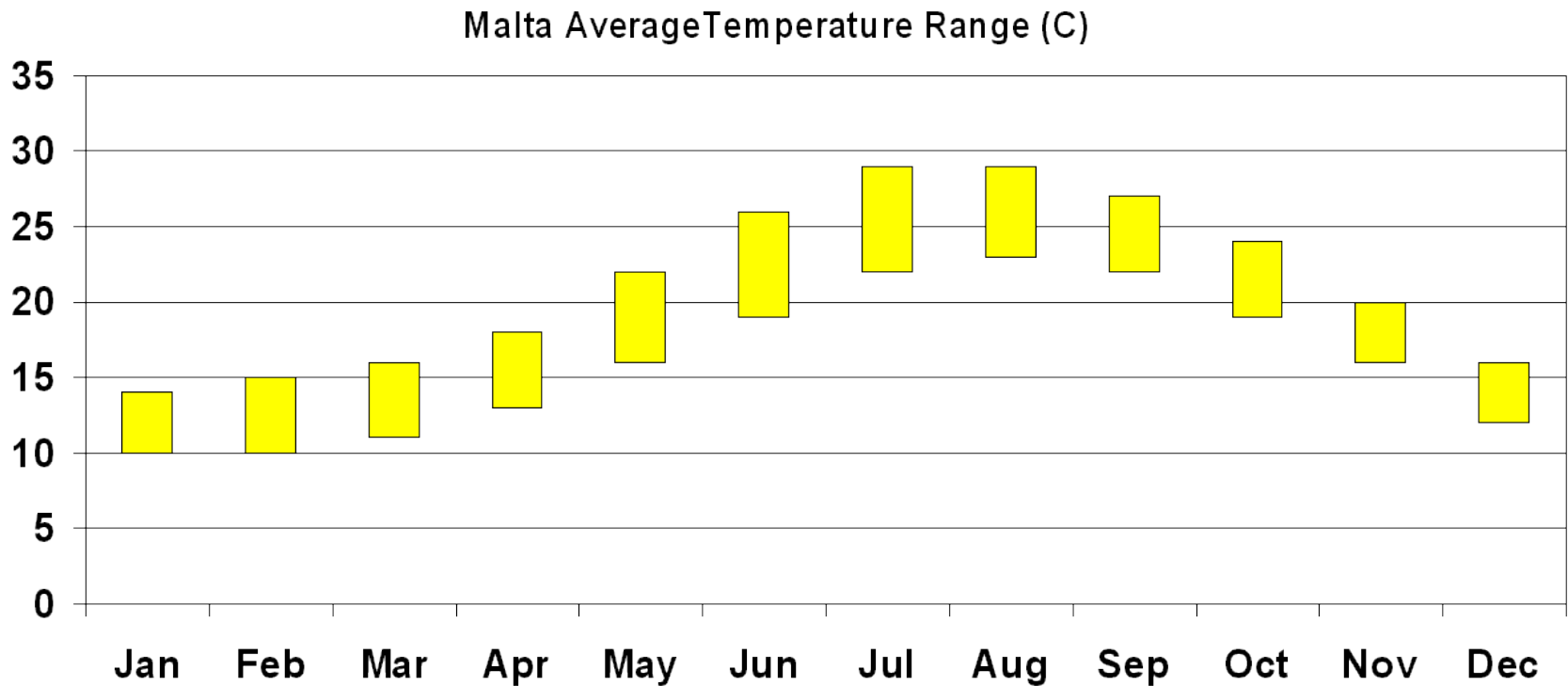
Country	Arriving Passengers
UK	489,779
ITALY	202,882
GERMANY	180,767
FRANCE	72,029
BELGIUM	41,259

Source: Malta International Airport

Malta Profile

Tourism Profile

- Malta is a year round tourist destination with an extended summer season

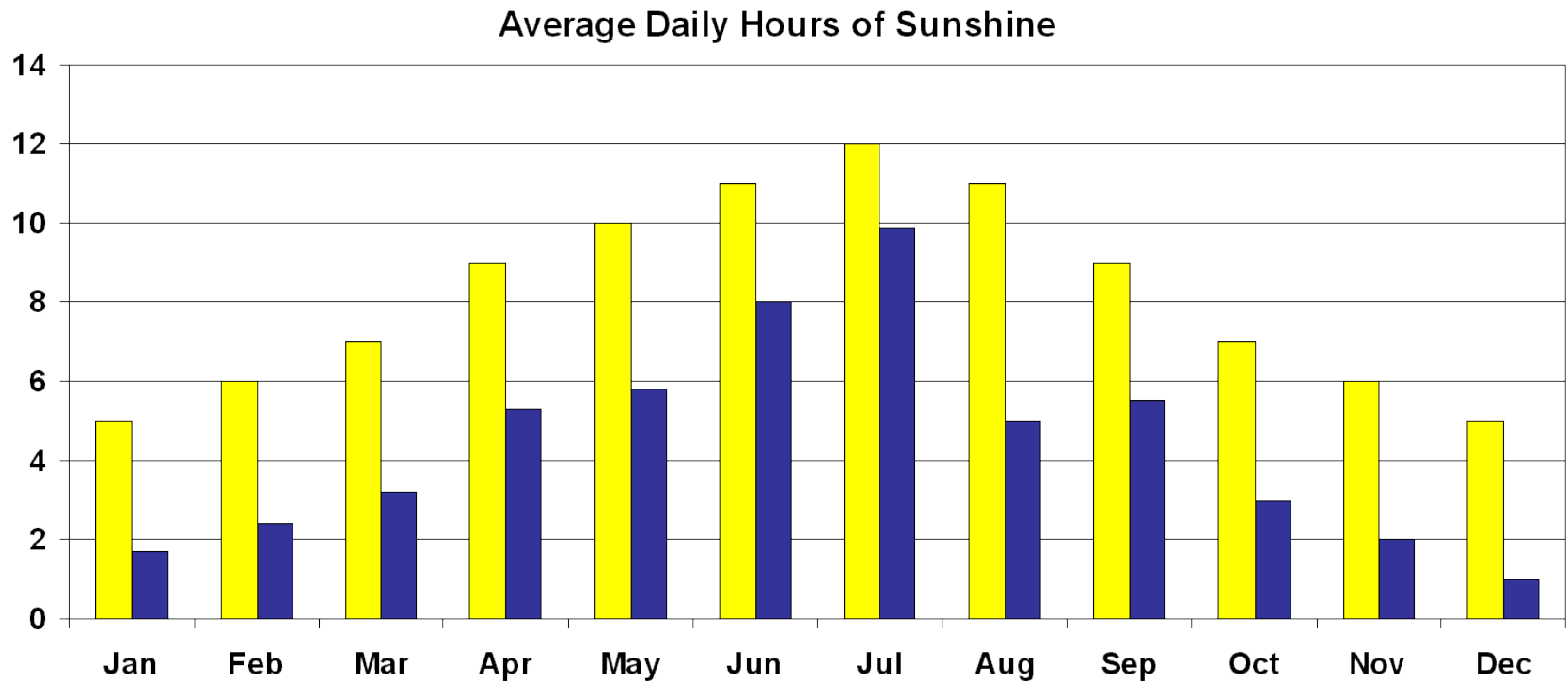


Source: www.bbc.co.uk/weather

Malta Profile

Tourism Profile

- Malta's sunny climate is a key draw for northern Europeans

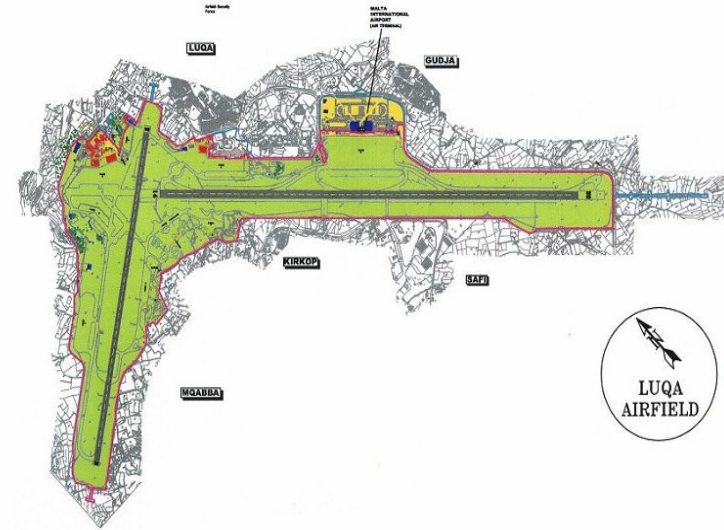


Source: www.bbc.co.uk/weather

MLA Profile

Airport Facilities

- MLA has two runways:
 - Primary runway: 3,500 m
 - Crosswind runway: 2,400 m
- Customs & immigration on site 24 hours
- Car parking for over 1,000 cars
- Total retail and catering area of 4800 m²
 - 23 Retail Outlets
 - 7 Catering Establishments
- Ground Handling Services provided by:
 - 1) AirMalta Groundhandling 2) Servisair Globeground (Malta) Ltd
- Fuel Supply Services :
 - 1) Enemalta Corporation 2) Shell (Malta) Ltd*



*Starting operations by end of 2007.

MLA Profile

Airport Location

- Malta International ideally situated to allow easy access to all parts of the country, including:
 - Central Valetta
 - Resort areas
 - Cruise ship terminal
 - Freeport terminal
- Most points in Malta can be reached in 30 minutes or less



MLA Profile

History

- Up to 1992 The Airport was run by Department of Civil Aviation
- 1992 to 1998 MIA operated the Air Terminal
- 1998 MIA took over the management of the airfield and the Air Traffic Control
- 1 Jan 2002 Air Traffic Control was hived off to another company (MATS) before privatisation of MIA
- 26 Jul 2002 Government sold 40% of the equity of MIA to MML Consortium
- 15 Dec 2002 Government sold 20% of the equity of MIA to the Public
- 5 Oct 2005 Government sold a further 20% of the equity of MIA to the Public
- Current Shareholders Flughafen Wien AG / SNC Lavalin / Government of Malta and public shares traded on the Malta Stock Exchange

MLA Profile

Strategy

- **Strategic Development**
- Airline Marketing
- Assist in promoting tourism
- Cargo marketing
- Retail Business
- Land Development
- Cruise & Fly



MLA Profile

Investments

- **Major Investments**
- Extension of air terminal and major modifications to implement the Schengen Treaty.
- Expansion of Security and Retail outlets both land side and air side.
- Resurfacing of runways and new taxiways to increase capacity
(Project Starting in November 07)



MLA Profile

Low Cost Carriers 06 / 07

- **Past & Future Low Cost Operations to MLA**

- Ryanair.

- London Luton
- Pisa
- Dublin
- Valencia
- Girona
- Stockholm
- Bremen



- German Wings

- Cologne
- Stuttgart

- Click Air .

- Barcelona

- Meridiana

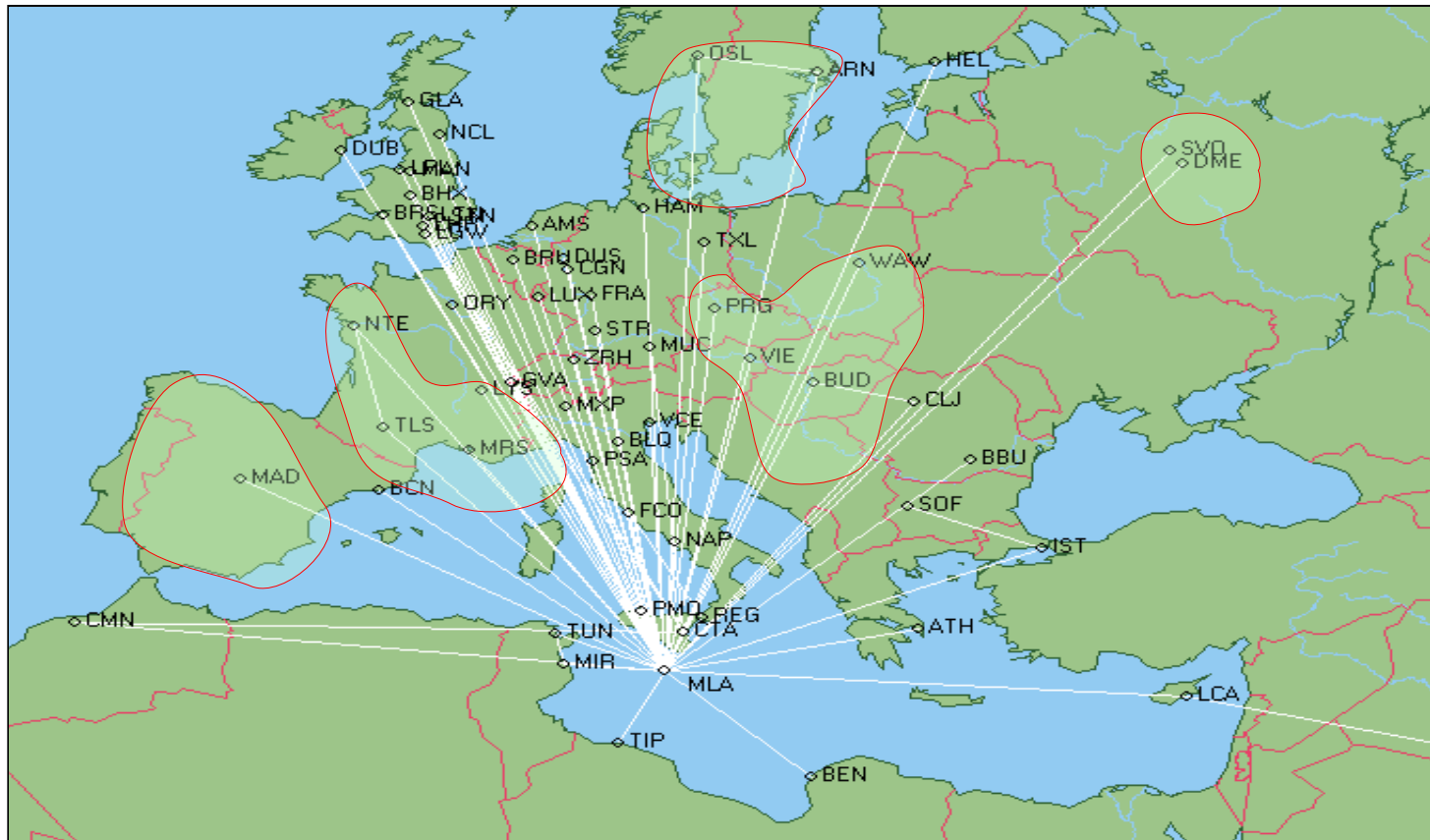
- Bologna



MLA Profile

Strategic Routes Priority 08

- MLA currently focusing on 5 main areas for new routes.



MLA Profile

Current Air Services – Summer 2007

- MLA currently has non-stop service to 54 destinations in summer

City	Weekly Flights
London	43
Frankfurt	21
Rome	20
Manchester	17
Milan	15
Tripoli	12
Paris	10
Catania	8
Vienna	7
Brussels	7
Other	111
Total	271



Source: OAG, July 2007

MLA Profile

Current Air Services – Winter 2007

- In winter 2007, MLA had non-stop service to 36 destinations

City	Weekly Flights
London	37
Rome	14
Tripoli	10
Frankfurt	10
Milan	9
Manchester	9
Catania	6
Reggio Calabria	5
Munich	5
Brussels	5
Other	47
Total	157



Source: OAG, February 2007

MLA Profile

Traffic Seasonality

- Malta's traffic peaks in the summer; however, the high demand season begins in March and lasts until November, providing a solid base of traffic for most of the year



Source: Malta International Airport, 2006

MLA Profile

Arriving/Departing Passengers

- MLA's passenger traffic has been very stable in recent years
 - In 2006, MLA handled nearly 2,700,000 arriving/departing passengers
 - 2007 passenger traffic at the airport is expected to grow by over 8%



Source: Malta International Airport

Malta Profile

Cruise Market The Airport Perspective

- MLA owns 10% of VISET (cruise terminal operator), and is actively developing homeport sailings and fly/cruise business
- Malta's favourable location works well for both western and eastern Mediterranean cruise itineraries
- Malta is a large port-of-call, with over 300 cruise ship visits per year, having ships start and finish their cruise in Malta opens up new opportunities for substantial benefit to the nation
- Cruise lines are introducing flexibility to allow embarkation at ports of call
- With each home port or turnaround, passengers (and potentially) crew will arrive/depart via air; average of 35-40% will do a pre/post cruise stay for more than one night; the vessels will need to be supplied



Source: Malta Maritime Authority

Malta Profile

Cruise Market The Airport Perspective

- Malta International Airport understands its crucial role is to provide air capacity allowing the increase in overall tourism and increasing the cruise market potential.
- Reduces MLA dependency on Malta's traditional tourism industry for further growth.



Conclusions

- Malta is a large air travel market, generating over 2.7 million annual origin/destination passengers
- Malta's entry into the EU and Eurozone continue to generate economic growth and demand for air travel.
- MLA understands and is committed (in collaboration with MTA) to generate more capacity allowing passengers to fly to Malta for pleasure / business and as start / finishing point for their cruise.

Contact Information

For more information, please do not hesitate to contact:

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