

**Special Edition:
NEPAL**



Qatar Airways Aspiration to Enhance Aviation Relations with Nepal

International air transport liberalisation is necessary to strengthen air connectivity, which is crucial for Nepal's tourism and economic development

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QATAR-NEPAL LONG-STANDING PARTNERSHIP



Long-term relationship significantly contributing to both countries' economic and tourism growth



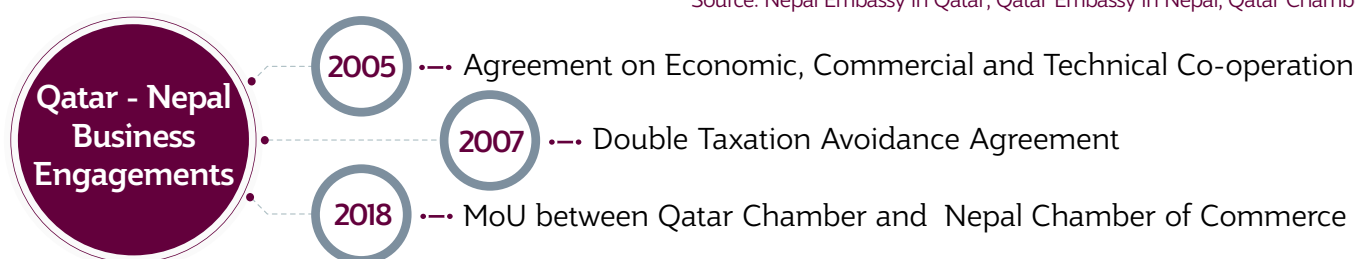
 **42 years**
of diplomatic relations

 **24 years**
of aviation relationship

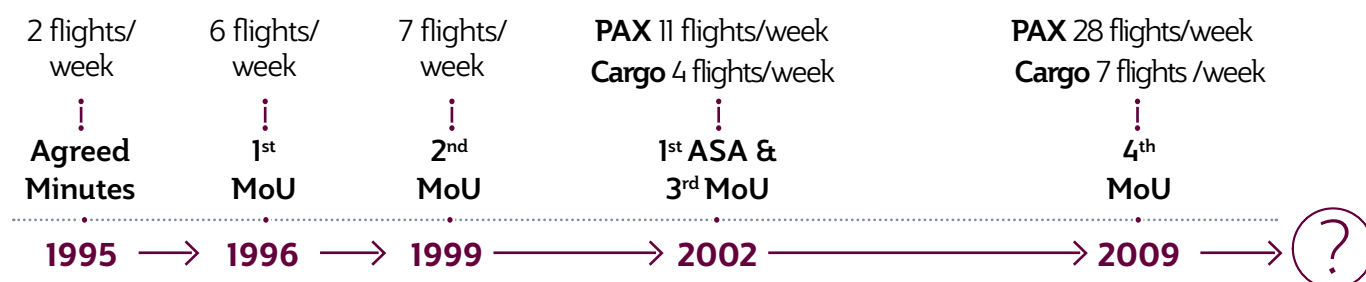
 **400,000**
Nepali's working in Qatar

 **\$15 million**
of trade engagements

Source: Nepal Embassy in Qatar; Qatar Embassy in Nepal; Qatar Chamber



Aviation milestone between Qatar and Nepal



Current Bilateral Aviation Framework

Route schedule is currently restricted to Kathmandu as the only entry point

3rd and 4th freedoms traffic rights



28 weekly
passenger



7 weekly
all-cargo

No third country code-share

5th freedom traffic rights limited to MCT, KHI, BWN, KUL



Goal _____

“ To develop the air transport system, by enhancing the participation of private sector.... based on the concept of **open sky policy**”

- Existing **liberal sky policy** to be continued
- **Open sky policy** to be pursued gradually
- A simple approval process to facilitate Nepali airlines' access to **alliance membership** and **code-sharing** with other international airlines' group
- Conclude bilateral and multilateral ASAs with countries with **ample possibilities of tourism promotion**

[illegible]

Year	Number of Employees
2016	325,249
2017	460,304
2018	519,621

2 million tourists by 2020

Goal is to attract more tourists to Nepal

The diagram features a central circular logo for 'visit nepal Lifetime 2020 Experiences'. The logo includes a stylized figure holding a flag, set against a backdrop of mountains. Surrounding this central logo is a circular arrow path. A purple arrow points upwards from the top of the circle, labeled '2 million tourists by 2020'. Two grey arrows point outwards from the bottom of the circle, one to the left and one to the right. To the left of the left-pointing arrow is the text 'Goal is to attract more tourists to Nepal'. To the right of the right-pointing arrow is the text '2020 Tourist Development Goals Nepal'.

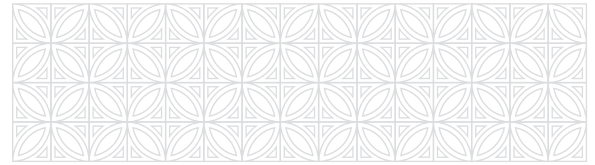
2020: National Tourism Year declared by the Government of Nepal

Gautam Buddha International Airport
Lumbini, the birthplace of Buddha

Pokhara International Airport
Pokhara, the tourism capital of Nepal

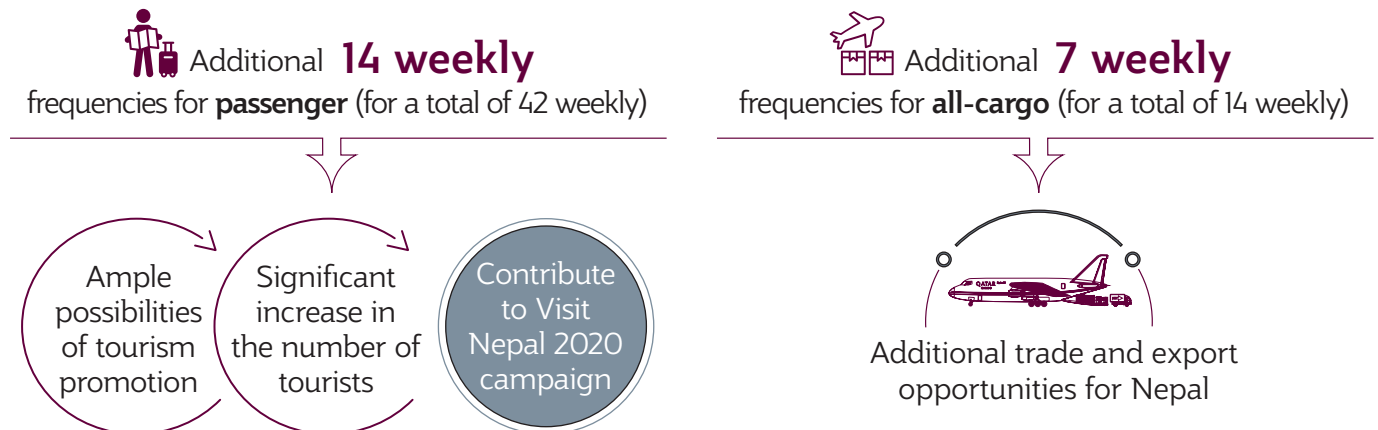
Nijgad International Airport
Located only 150 Km from Kathmandu by road

LIBERALISATION: THE KEY TO SEIZE THE OPPORTUNITY



Qatar Airways' proposal will support the continuity of Nepal's existing liberal sky policy and promote the concept of open sky policy in conformity with Nepal's Aviation Policy, 2063 (2006)

Qatar Airways' proposal



Third Country Code-share gains

The right to enter into cooperative marketing arrangements with any airline of the other party as well as **any airline of a third country and a surface transportation provider of any country**



Open Route Schedule

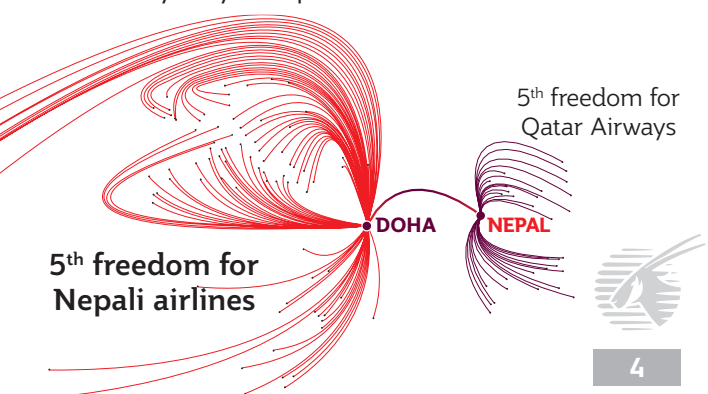
Allow operation to/from any international airports in Nepal

- Significant contribution to Visit Nepal 2020 campaign
- Ongoing contribution to the growth of Nepal's tourism sector beyond 2020

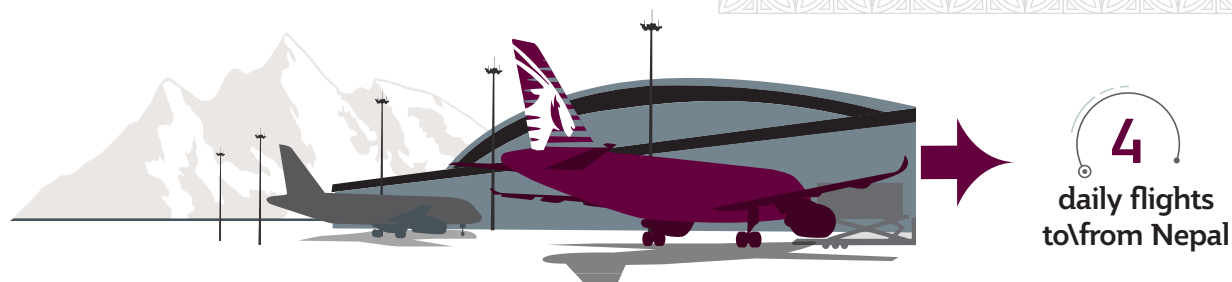


5th freedom traffic rights

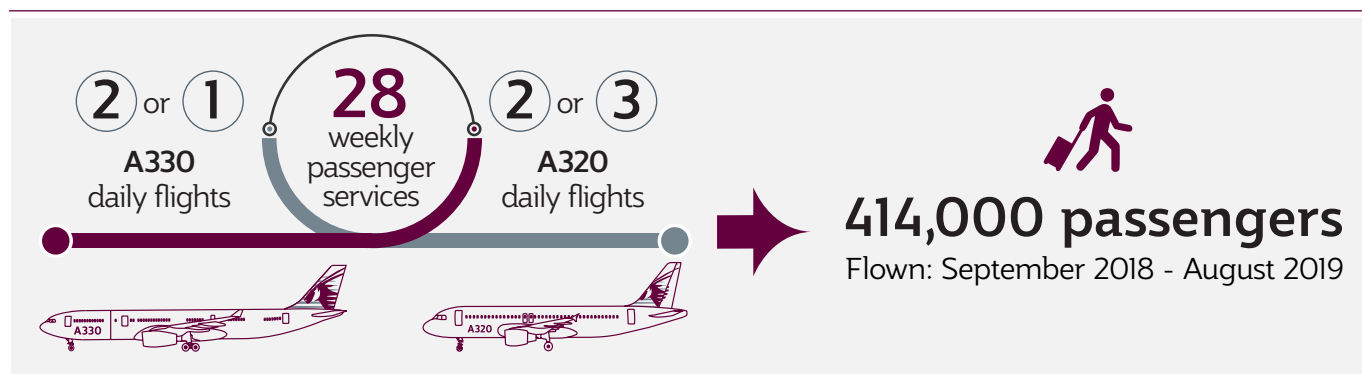
Allow both countries' airlines to offer passenger and all-cargo services via any intermediate point and to any beyond point



QATAR AIRWAYS' CURRENT OPERATIONS



The current restricted bilateral framework including only 28 weekly passenger/combination frequencies, without a third country code-share provision, with a limited route schedule, and without 5th freedom traffic rights, is an impediment to contributing to Visit Nepal 2020 campaign's target of 2 million tourists in 2020



Qatar Airways' realigned operation from IATA Winter Season 2019/2020

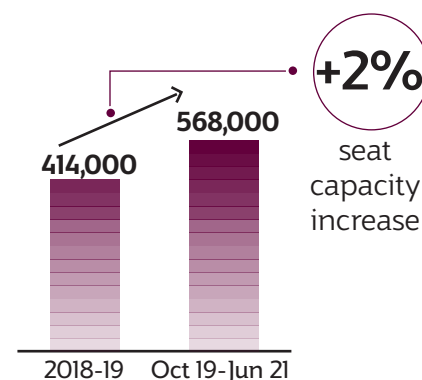


Weekly frequencies to be reduced due to runway closure for night time operations in Tribhuvan International Airport. **An Open Route Schedule** would allow the airline to divert its frequency to other point(s) in the case of similar events.

Forecast till June 2021

 **568,000 passengers**

Due to deployment of all wide-body aircraft for 3 daily flights, seat capacity will increase by 2%. Although this is not a significant increase, **the forecast till June 2021 is that the number of passengers will grow to 568,000 per annum, which is a 37% increase, if the Qatar-Nepal bilateral aviation framework is liberalised to include, among other things, a third country code-share provision**



QATAR AIRWAYS' PLANNED OPERATIONS



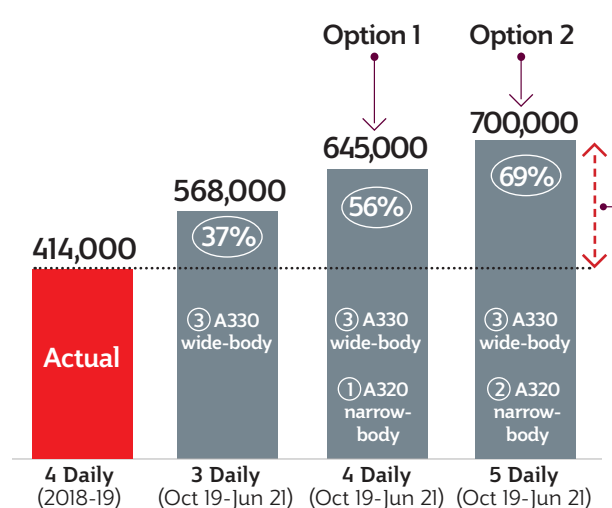
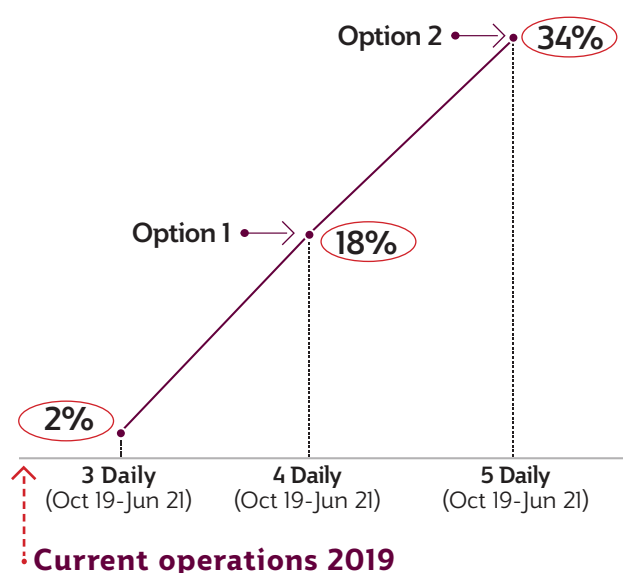
Qatar Airways has plans to operate more passenger services after runway opens for night time operations in Tribhuvan International Airport



Operational strategy	Weekly Frequency	Aircraft type	Forecast till June 2021
Option 1 4 Daily	28	③ A330 wide-body ① A320 narrow-body	Passenger traffic will grow to 645,000 passengers per annum, which is a 56% growth
Option 2 5 Daily	35	③ A330 wide-body ② A320 narrow-body	The number of passengers will grow to 700,000 passengers per annum, which is a 69% growth

Qatar Airways' planned seat capacity increase

Qatar Airways passenger growth forecast



Contribution from 3rd country code-share

Without a third country code-share provision, the highlighted forecasted growth will not materialise



QATAR AIRWAYS' WORLDWIDE NETWORK AND MEMBERSHIP



Potential opportunities for Nepal's tourism sector and Nepali airlines

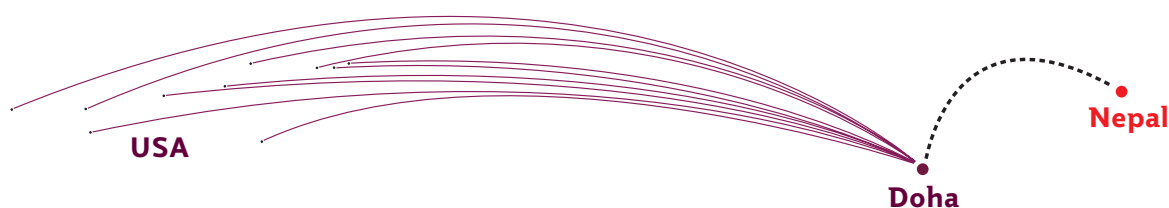
- **Qatar Airways is the only major Gulf carrier to join a global airline alliance**

528 million Passengers carried	1100 Destinations around the world
13 World class airlines	160+ Countries



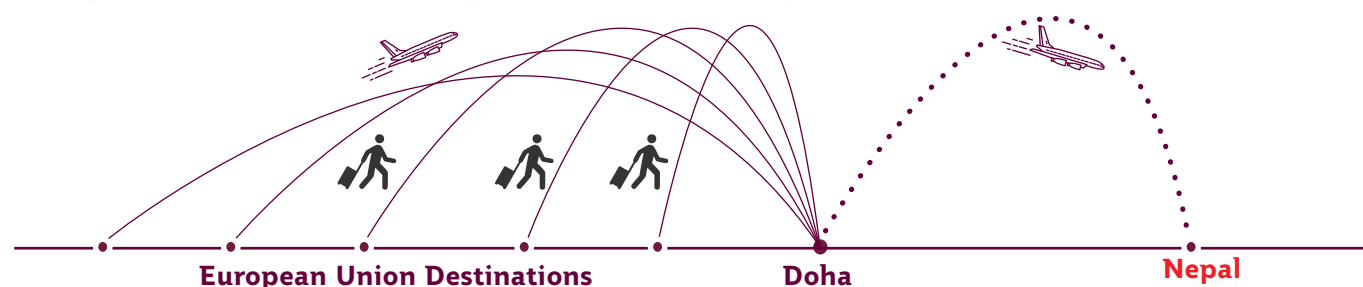
A third country code-share provision will enable Qatar Airways to carry passengers of oneworld member airlines to/from Nepal, contributing to Nepal's tourism growth

- **The Qatar-US Air Transport Agreement: an open skies regime opening a new era of stronger cooperation and enhanced air connectivity**



The Qatar-US Open Skies Agreement allows Qatar Airways to carry more tourists to Nepal from the United States. Nepali airlines are welcome to take the opportunity and utilise Qatar Airways' vast network between Qatar and the US.

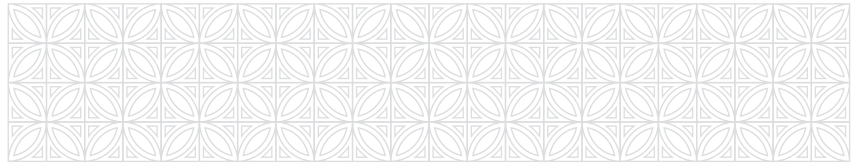
- **Qatar-EU Comprehensive Agreement connects all the dots for the European Union airports, airlines, and European traveller to Nepal**



With the signature of the Qatar-EU Comprehensive Air Transport Agreement, Qatar will become the only GCC country to conclude a liberalised agreement with the 28 European Union Member States. Qatar Airways is poised to expand its European network for even greater connectivity, enhanced returns to Nepal's first class tourism product, and stimulate trade by generating additional air freight. To accomplish this, Nepali airlines are invited to take this opportunity and utilise Qatar Airways' expanding European network.



NO BORDERS, ONLY HORIZONS



On 5 June 2017, Qatar Airways ceased being just a commercial airline and overnight became the only humanitarian bridge connecting the State of Qatar to the world.

Qatar's only land bridge and lifeline was shut down without warning leaving approximately 3.2 million residents without access to new shipments of food, medicines, and other critical supplies. Qatar Airways quickly mobilised to provide the humanitarian care required of its international residents while continuing to deliver our five-star customer service, for which we are renowned.

“

As an airline, we do not believe in boundaries. We believe in bringing people together. The world is better that way.

We believe it is a right of all of us to go where we need to go, to feel the things we want to feel, to see the people we want to see.

That is why we will continue to fly the skies, providing our passengers with everything we can and treating everyone how they deserve to be treated.

We do this because we know that travel goes beyond borders and prejudice...

That travel teaches compassion.

That travel is a necessity.

That travel is a right for all.

There should be no borders in the sky, only horizons.

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