

# NEW HORIZONS



**THE MIDDLE EAST  
DUTY FREE CONFERENCE**  
DUBAI 23 - 24 NOVEMBER 2009

MANAGED BY  
**TFWA**  
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# Agenda Day 1 & 2

## Monday 23<sup>rd</sup> November 2009

### **Opening address**

HH Sheikh Ahmed bin Saeed Al Maktoum,  
Chairman Dubai Airports , Emirates airlines  
By Colm McLoughlin, MD, Dubai Duty Free

### **New Horizons**

Stephen Cole, Al Jazeera

### **Anticipating the future**

Panel discussion

### **Hard truth**

Rene Carayol, CEO Inspired leaders network

### **Sustainable partnerships**

Panel discussion

## Tuesday 24<sup>th</sup> November 2009

### **The future of tobacco in duty free**

Panel discussion

### **Diverging horizons**

Panel discussion

### **Lost opportunities in airport retailing**

Nigel Dolby, Dolby consulting

### **India : Incredible!**

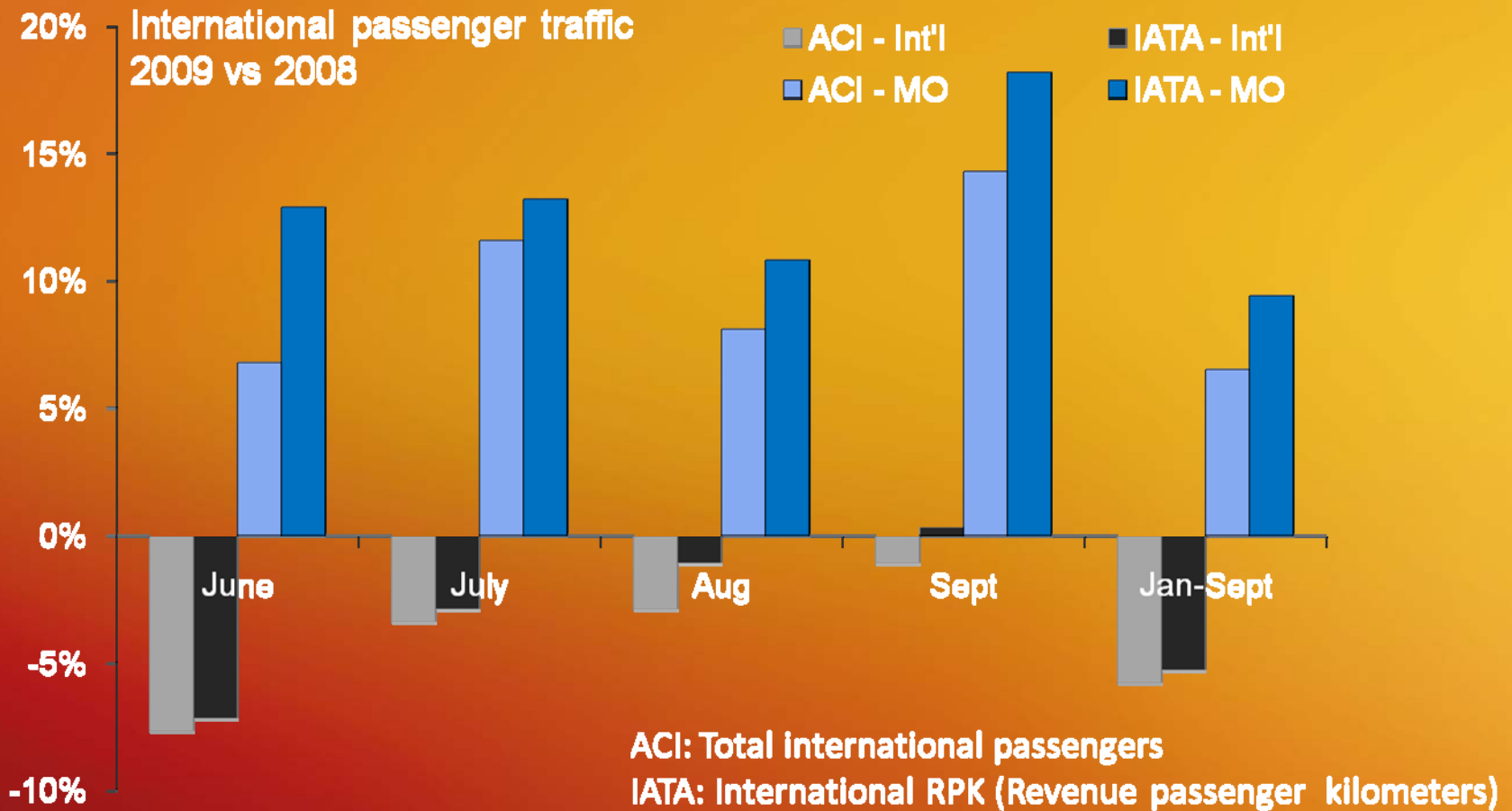
Deepak Talwar, Chairman, IDFS Trading

### **Retailing expertise in duty free**

Panel discussion followed by

Phil Humphreys, Managing Director GTME,  
Diageo

# Relative resilience to the downturn



# Outlook

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## Tourism

YTD August 2009

UNWTO

Middle East: -8%

Global average: -7%

# Outlook

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## **Loss 2009**

ME airlines, IATA

US\$ 500 million

Vs forecast US\$ 1.5 billion

## **Investments**

Aviation infrastructure

US\$ 50 billion

# Outlook

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## **Regional airlines**

Over 1,000 aircrafts ordered

Over US\$ 178 billion in past 3 years

Fleet to triple in 20 years

# Outlook

## Regional airports

King Abdulaziz	US\$ 11.3 billion	15 to 80 M pax
Doha	US\$ 11 billion	12 to 24 M pax
Al Maktoum	US\$ 10 billion	160 M pax
Dubai	US\$ 6.8 billion	33 to 60 M pax
Abu Dhabi	US\$ 6.8 billion	6 to 20 M pax
Kuwait	US\$ 2.8 billion	6 to 20 M pax

# A call to action

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INVESTMENTS

VISION

PARTNERSHIP

ACT

```
graph LR; I[INVESTMENTS]; V[VISION]; P[PARTNERSHIP]; A[ACT]; I --- B[ ]; V --- B; P --- B; B --- A;
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# Highlights

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Corporate responsibility

Qatar Airways bio-fuel flight

Dubai Duty Free green initiatives

MEDFA charity support

# Highlights

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Changing business models

Low cost airlines

# A call to action

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UNDERSTAND

INNOVATE

ANTICIPATE

ACT





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# New Horizons

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