

PMT DOO

General Sales Agent Partnership Proposal

25+

Years in Aviation

12

Countries

2

Major Airline Partners

Agenda

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|-----------|--------------------------------|---|
| 01 | Executive Summary | Company overview and value proposition |
| 02 | Track Record | Emirates and flydubai partnership history |
| 03 | Market Coverage | 12 countries across Southeast Europe |
| 04 | Market Opportunity | Aviation growth and demand drivers |
| 05 | Services Overview | Comprehensive GSA capabilities |
| 06 | Competitive Positioning | Differentiation vs. alternatives |
| 07 | Partnership Framework | Engagement model and next steps |

Executive Summary

PMT DOO is a premier General Sales Agent with 25+ years of proven aviation industry experience, serving as the exclusive commercial representative for Emirates (since 1999) and flydubai (since 2011) across 12 Southeast European markets.

25+

Years in Aviation

12

Countries Covered

59.5M

Total Market Population

1000+

Agency Partners

- ✓ Exclusive GSA for Emirates across the Balkans since 1999
- ✓ Launched and scaled flydubai's regional presence since 2011
- ✓ Native multilingual team spanning all 11 markets
- ✓ Pre-built distribution network of 500+ travel agencies
- ✓ Full GDS & NDC management, corporate sales, and trade marketing
- ✓ Deep regulatory and market intelligence expertise

Track Record

Emirates

Since 1999 | 25+ Years

- ✔ Built distribution network from zero to market leadership position across the Balkans
- ✔ Managed full commercial operations including B2B and B2C channel strategy
- ✔ Delivered consistent year-on-year revenue growth through strategic trade partnerships
- ✔ Established Emirates as the premium carrier of choice in the region
- ✔ Coordinated joint marketing campaigns and trade roadshows

flydubai

Since 2011 | 15+ Years

- ✔ GSA partner from airline's earliest regional expansion into Southeast Europe
- ✔ Successfully launched and grew multiple Balkan route operations
- ✔ Managed full market entry strategy for new destinations across the region
- ✔ Coordinated seasonal trade promotions, fam trips, and agency training
- ✔ Integrated flydubai into existing travel agency distribution network

Market Coverage

#	Country	Capital	Population
1	Slovenia	Ljubljana	2.1M
2	Croatia	Zagreb	3.9M
3	Bosnia & Herzegovina	Sarajevo	3.2M
4	Serbia	Belgrade	6.6M
5	Romania	Bucharest	19.0M
6	Moldova	Chişinău	2.6M
7	Bulgaria	Sofia	6.5M
8	North Macedonia	Skopje	1.8M
9	Greece	Athens	10.4M
10	Albania	Tirana	2.8M
11	Montenegro	Podgorica	0.6M
TOTAL		11 Countries	59.5M+

Key Market Highlights

Romania

Largest market (19M). Bucharest is a key hub. flydubai operates direct flights.

Greece

10.4M population with massive tourism inflows. IndiGo launching first India-Greece direct flights in 2026.

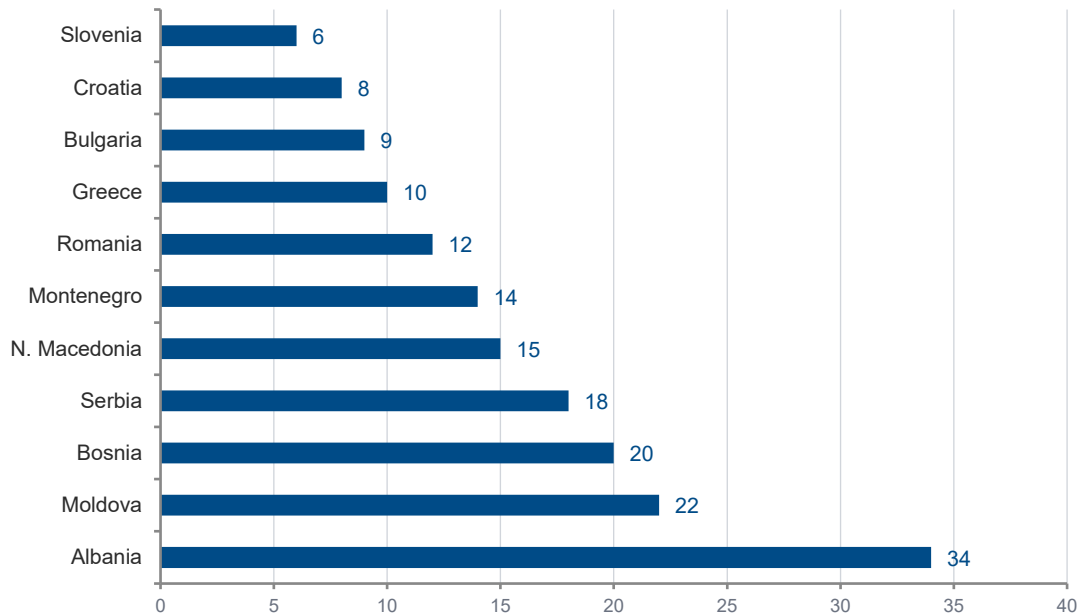
Serbia

Belgrade emerging as a regional aviation hub. 18% passenger growth. Multiple Gulf carriers entering.

Albania

Fastest-growing market at 34% passenger growth. Driven by Wizz Air and Ryanair expansion.

Market Opportunity



Source: Airport authority reports, Eurocontrol European Aviation Overview 2024

Growth Drivers

- **Gulf Carrier Expansion**
Gulf Air, Jazeera Airways, Kuwait Airways all launched Sarajevo routes. flynas entered via Prishtina.
- **LCC Penetration**
Wizz Air and Ryanair driving 30%+ growth in Albania, Moldova. New base openings planned.
- **Tourism Boom**
Greece, Croatia, Montenegro seeing record tourism. Demand for direct ME/Asia connectivity.
- **Diaspora Traffic**
Large Balkan diaspora in Gulf, Western Europe drives stable year-round demand.

Services Overview



Sales & Distribution

Full GDS & NDC management, travel agency network development, corporate sales, and direct channel optimization across all 11 markets



Marketing & Promotion

Localized campaigns, trade events, media relations, and digital marketing tailored to each market's language and culture



Trade Relations

Established relationships with 1000+ travel agencies, tour operators, TMCs, and corporate accounts across the region



Market Intelligence

Competitive analysis, fare monitoring, demand forecasting, and route performance reporting for data-driven decisions



Regulatory & Government

Navigation of local aviation regulations, bilateral agreements, slot coordination, and government relations



Revenue Optimization

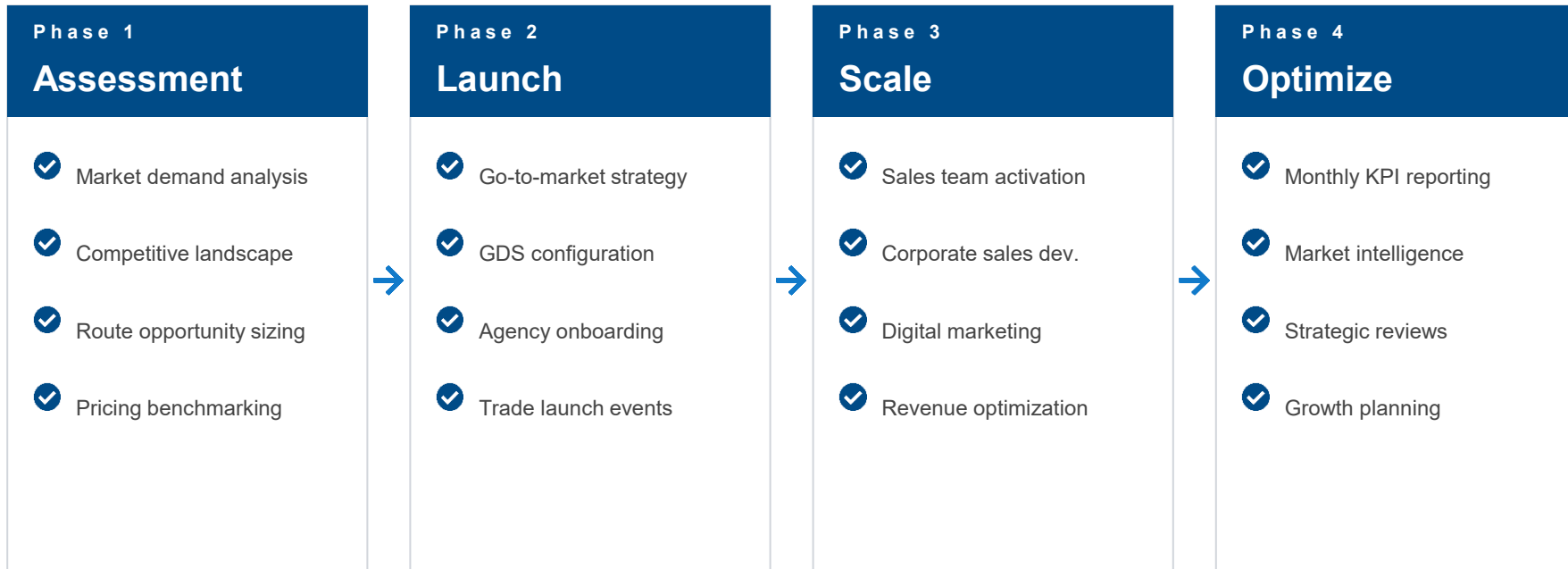
Local market pricing strategy, seasonal demand analysis, promotional fare management, and yield optimization

Competitive Positioning

Capability	PMT DOO	Global GSA Networks	Local Agents
Full 12-country Balkan coverage	Strong	Partial	Weak
25+ years regional aviation experience	Strong	Weak	Partial
Emirates & flydubai track record	Strong	Weak	Weak
Native multilingual team (10+ languages)	Strong	Weak	Partial
Established 500+ agency network	Strong	Partial	Partial
Local market pricing intelligence	Strong	Partial	Strong
Dedicated single-airline focus capability	Strong	Weak	Strong
Flexible commercial terms	Strong	Weak	Strong
Regulatory & bilateral expertise	Strong	Partial	Partial

● Strong
 ● Partial
 ● Weak / None

Partnership Framework



Typical timeline: Phase 1 (4-6 weeks) → Phase 2 (8-12 weeks) → Phase 3 (ongoing) → Phase 4 (monthly cadence)

PMT DOO

Thank you for your consideration.

We welcome the opportunity to discuss a partnership.





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Next Steps

-  Introductory call to discuss market needs
-  Tailored market entry proposal
-  Commercial terms framework
-  Launch planning and timeline