**Biman Bangladesh Airlines Ltd.**

**Muscat**

**MONTHLY ACTIVITY REPORT FOR THE MONTH OF JUN 2018**

1. **SALES PERFORMANCE**
2. **Revenue Earned in Local Currency (OMR)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **SOURCE** | **CURRENT MONTH JUN'18** | **SAME MONTH LAST YEAR JUN'17** | **% VAR. OVER SAME MONTH LAST YEAR** | **CUMULATIVE UPTO CURRENT MONTH** | **CUMULATIVE SAME PERIOD LAST YEAR** | **% VAR. OVER SAME PERIOD LAST YEAR** |
|
|
|
| **PASSENGER** | **685904.563** | **406898.920** | **69%** | **5886259.118** | **5291061.479** | **11%** |
| **EX. BAGG**. | **21416.000** | **18141.000** | **18%** | **192353.000** | **253279.679** | **-24%** |
| **CARGO** | **866.500** | **0.000** | **--** | **16071.330** | **71245.373** | **-77%** |
| **MAIL** | **0.000** | **0.000** | **--** | **0.000** | **0.000** | **--** |
| **MISC.** | **0.000** | **0.000** | **--** | **0.000** | **0.000** | **--** |
| **TOTAL** | **708187.063** | **425039.920** | **67%** | **6094683.448** | **5615586.531** | **9%** |

1. **Revenue Earned in Bangladeshi Currency (BDT)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  | **(in BDT Lac)** |
| **SOURCE** | **CURRENT MONTH JUN'18** | **SAME MONTH LAST YEAR JUN'17** | **% VAR. OVER SAME MONTH LAST YEAR** | **CUMULATIVE UPTO CURRENT MONTH** | **CUMULATIVE SAME PERIOD LAST YEAR** | **% VAR. OVER SAME PERIOD LAST YEAR** |
|
|
|
| **PASSENGER** | **1493.11** | **864.07** | **73%** | **12678.09** | **10955.51** | **16%** |
| **EX. BAGG**. | **46.62** | **38.52** | **21%** | **413.64** | **524.08** | **-21%** |
| **CARGO** | **1.89** | **0.00** | **--** | **34.79** | **147.41** | **-76%** |
| **MAIL** | **0.00** | **0.00** | **--** | **0.00** | **0.00** | **--** |
| **MISC.** | **0.00** | **0.00** | **--** | **0.00** | **0.00** | **--** |
| **TOTAL** | **1541.62** | **902.59** | **71%** | **13126.52** | **11627.00** | **13%** |
|  |  | **ROE: 1 OMR=217.685 BDT (Rate JUN'18) ; 1 OMR=212.35495 BDT (JUN'17)** | | | | |

1. **Revenue Earnings Compared with Target**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  | **(in BDT Lac)** |
| **SOURCE** | **ACTUAL JUN'18** | **TARGET JUN'18** | **% VAR. OVER TARGET** | **CUMULATIVE ACTUAL** | **CUMULATIVE TARGET** | **% VAR. OF ACTUAL OVER CUMULATIVE TARGET** |
|
|
|
| **PASSENGER** | **1493.11** | **1025.00** | **46%** | **12678.09** | **13300.00** | **-5%** |
| **EX. BAGG**. | **46.62** | **46.00** | **1%** | **413.64** | **650.00** | **-36%** |
| **CARGO** | **1.89** | **0.00** | **#DIV/0!** | **34.79** | **190.00** | **-82%** |
| **MAIL** | **0.00** | **0.00** | **--** | **0.00** | **0.00** | **--** |
| **MISC.** | **0.00** | **0.00** | **--** | **0.00** | **0.00** | **--** |
| **TOTAL** | **1541.62** | **1071.00** | **44%** | **13126.52** | **14140.00** | **-7%** |

1. **Revenue Earnings Compared with Previous Month**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  | **(in BDT Lac)** |
| **SOURCE** | **CURRENT MONTH JUN'18** | **PREVIOUS MONTH MAY'18** | **% VAR. OVER PREVIOUS MONTH** |
|
|
|
| **PASSENGER** | **1493.11** | **1466.00** | **2%** |
| **EX. BAGG**. | **46.62** | **35.82** | **30%** |
| **CARGO** | **1.89** | **7.53** | **-75%** |
| **MAIL** | **0.00** | **0.00** | **--** |
| **MISC.** | **0.00** | **0.00** | **--** |
| **TOTAL** | **1541.62** | **1509.35** | **2%** |

1. **TRAFFIC PERFORMANCE**
2. Statistics on Flights

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  | | **ROE: 1 OMR = 2.59 USD** | |
| **FLIGHT INFORMATION** | **CURRENT MONTH** | | | **CUMULATIVE UPTO CURRENT MONTH** | |
|
| **JUNE 2018** | | | **JUL'17-JUN'18** | |
| **ARRIVAL** | | **DEPARTURE** | **ARRIVAL** | **DEPARTURE** |
| Number of Schedule Flight Operated | 25 | | 25 | 298 | 298 |
| Number of Extra Flights Operated | 0 | | 0 | 3 | 3 |
| Number of Flight Cancelled | 0 | |  | 8 | 8 |
| Flight Delayed by One Hour or More | 14 | | 22 | 95 | 243 |
| Revenue Passenger Travelled | 4,236 | | 9,101 | 71,812 | 79,632 |
| Non-Revenue Passenger Travelled |  | |  | - | - |
| Revenue Cargo Uplifted (in Kgs) | 141,017 | | 3,650 | 2,730,059 | 24,252 |
| Non-Revenue CGO/Company Store Uplifted (Kg) |  | |  | - | - |
| Revenue Mail Uplifted (in Kgs) |  | |  | - | - |
| Excess Baggage in Weight (Kg) |  | | 3,654 | - | 12,475 |
| EBT/EMD **(USD)** |  | | 56,784.00 | - | 486,840.51 |
| CREW LAYOVER **(USD)** |  | | 31,456.00 | - | 352,987.09 |
| INTERIM RELIEF **(USD)** |  | |  | - | 690.50 |
| PREVIOUS PENDING |  | | 6 | - | 95 |
| PIR ISSUED |  | | 16 | - | 222 |
| TOTAL CLAIM STAND |  | | 14 | - | 168 |
| INAD/DEPO PAX |  | | 13 | - | 378 |

1. Passenger Carriage (Sector-wise & RBD-wise): = Total 9,101

= Cumulative 79,632

1. Revenue Cargo Uplifted (in Kgs): = 3,650 Kgs
2. Number of Endorsement given to Other Airlines = NIL
3. Number of Endorsement received from Other Airlines = NIL
4. **MANAGERIAL REPORT**

The station proved as regenerated for another month in terms of sales performance after change of GSA in Oman. During Jun 2018, the station earned 708,187/= Omani Riyals, exceeding the earnings of same month last year (Jun2017) by 67%. And against Target, station’s earning exceeded by 44% in terms of Bangladeshi Taka.

Station’s earnings at a glance are given below:

Total Earnings during current month June 2018 = 15.41 BDT Crore

Total Earnings during same month last year Jun 2017 = 9.02 BDT Crore

**% Variance Over = + 71%**

Cumulative Earnings Current Year - JUL17-JUN 18 = 131.26 BDT Crore

Cumulative Earnings Last Year - JUL16-JUN 17 = 116.27 BDT Crore

**% Variance Over Cumulative 12 Months = + 13%**

Total Earnings during current month Jun 2018 = 15.41 BDT Crore

Total Target for the month of Jun 2018 = 10.71 BDT Crore

**% Variance Over Target = + 44%**

Though the station is experiencing upward trend of revenue earnings, but there are lots of activity processes those are still needed to be established in controlled way to meet the organisational goal. These are Sales Counter, Station’s Accounts section. Staffs working there still need helps and advise while doing their jobs. But, now they are gaining confidence gradually and hope in near future the station will be able to run independently as a process centre. Another part is lack of proper filings. This is because GSA has been provided Secretary to Country Manager.

1. **Market Conditions/Intelligence including Competitor’s Activities:** Biman is the dominating carrier for carrying passengers between Oman and Bangladesh as it still holds major share in the market despite the some increase of Fare few months back.

The following table depicts how the station has overcome shortfall over last 12 months after the change of GSA from Oman Travel Bureau to Bahwan Travels.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **REVENUE PERFORMANCE ANALYSIS - MONTHWISE**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | |  |  |  |  |  | **(BDT in Lakh)** | | **MONTH** | **CURRENT YEAR SALES 2017-18** | **CURRENT YEAR TARGET 2017-18** | **% VAR OVER TARGET** | **LAST YEAR SALES 2016-17** | **% VAR OVER LAST YEAR** | | | | JUL'17 | 998.430 | 1514.700 | -34% | 1242.39 | -20% | | AUG'17 | 656.040 | 1267.900 | -48% | 1041.67 | -37% | | SEP'17 | 588.070 | 830.600 | -29% | 682.46 | -14% | | OCT'17 | 955.600 | 1127.700 | -15% | 925.94 | 3% | | NOV'17 | 1266.170 | 1416.300 | -11% | 1162.12 | 9% | | DEC'17 | 1152.010 | 1676.900 | -31% | 1374.94 | -16% | | JAN'18 | 1344.040 | 1179.800 | 14% | 967.31 | 39% | | FEB'18 | 941.850 | 978.500 | -4% | 802.58 | 17% | | MAR'18 | 1014.330 | 993.500 | 2% | 815.75 | 24% | | APR'18 | 1156.140 | 934.500 | 24% | 768.43 | 50% | | MAY'18 | 1509.350 | 1148.600 | 31% | 940.77 | 60% | | JUN'18 | 1541.620 | 1071.000 | 44% | 902.59 | 71% | | **TOTAL** | **13123.650** | **14140.000** | **-7%** | **11626.95** | **13%** | |

The station started meeting the Target after January 2018 and exceeded with a big margin on both Target and Last Years’ Sales during the month of May’18 and June’18. Hopefully, the station will perform better in July 2018. (Please see above chart.)

1. **New Competitor in Market:** Salam Air, the low cost carrier of Oman and sister concern of Oman Air, is planning to operate flights to Bangladesh. The carrier has obtained necessary approval from CAAB to operate flight. Soon it will start operating its flight to Bangladesh.
2. **Advertisement & PR Activities:** No PR activities during Jun 2018.

1. **Implementation of TAP:** The station (MCTBG) is planning to launch *B2B Travel Agency Portal (TAP)* distribution channel to capture niche market, such as non-IATA Travel Agents, whose combined sales in the market is expected to be quite significant for us. TAP Agents Appointment Policy and Business Rules have already been prepared by us matching the market’s need and environment which is lying at head office for necessary approval.
2. **Schedule, Frequency & Timings:** The station experienced schedule irregularity and change of aircraft type due to late arrival of aircraft from Fly Global. During the month 22 flights were departed delayed, whereas 14 flights were arrived delay.

Suitable connections should be ensured to onward journey to CCU, BKK, KUL, KTM, SIN and while returning to Origin. Fares and schedules are to be uploaded in proper platform/way so that it is to be displayed in BG Host & GDS platform including Sabre accordingly. This will generate bookings and revenue as well. At present, onward destinations are not well or immediately connected To/From HUB Dhaka.

1. **Administrative Problem:** *The station badly needs a Finance Manager to take control of financial and accounting works. BSP REFUNDs are not properly checked to ensure proper collection of Penalty while refunding a ticket. This is the role of Finance Manager.*

*On the other hand, due to economic crisis the Oman market is becoming more vulnerable and it is observed that in every Quarter one or two big BSP Agents are not depositing their Sales Proceeds to IATA and becoming Default.*

Mistakes are still being traced out by Head Office even after a week-long training was given to two GSA accounts staffs which also indicate that a week-long training is not enough to replace an experienced person’s position.

Station is unable to take actions into Quick Accounting System (QAS) resulting to unable to close Accounts Head in time. Finance Manager has the role to take Action into QAS at station level of all expense invoices.

1. **Any Other Opinion/Suggestion/Recommendation:** *The position of Finance Manager still vacant which is urgently needed to be filled-in by home-based employee.*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: 17-July-2018 (Irteza Kamal Chowdhury)

COUNTRY MANAGER

SULTANATE OF OMAN