



M E T R O T E L  
G R O U P



# AVIATION PERSONNEL EDUCATION & TRAINING PROJECT

PRESENTED BY



**TEKFINANS**

TEK Financial Management  
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## A. ABOUT METROTEL GROUP

- ❖ Feasibility & Economic Evaluation Consultancy (*esp. for Hospitality & Hotel Management sector*)
- ❖ Property Appraisal & Valuation
- ❖ Concept Development & Project Specifications
- ❖ Project Development Coordination
- ❖ Design Management & Development Coordination
- ❖ Management / Franchise / License Branding Advisory
- ❖ Sales & Marketing
- ❖ Development of Selected International Hotel Brand Structure

## A. ABOUT METROTEL GROUP *continues...*

- ❖ Representative of ***Golden Tulip; Hotels, Suites, & Resorts in Turkey.***
- ❖ Approved Management Company & Solutions Partner for Franchising Projects of ***Hilton Worldwide in Turkey and of Wyndham Hotel Group in Turkey & Cyprus.***
- ❖ Partner of TRNC/KKTC Ercan International Airport.
- ❖ Completed Projects (85 completed, 200 developed):
  1. Hilton Dalaman Golf Resort
  2. Kütahya, Konya, Urfa & Mardin Hilton Garden Inn's
  3. Moda / Istanbul Double Tree by Hilton
  4. Various Contributions to Hampton by Hilton projects.
- ❖ Please visit [www.metrotelgroup.com](http://www.metrotelgroup.com) for more information.



## **B. REASONS OF INVESTING IN «AVIATION PERSONNEL EDUCATION & TRAINING» PROJECT**

### **Definition of the Project:**

It is to, due to huge demand, somewhat, respond to the necessity and needs of the Aviation Industry by providing qualified technicians, field maintenance personelle, & pilots withholding eligable licences while getting broad academic education through courses as well as on-site practice by utilizing real aircrafts where necessary.

### **The Project Mainly Consists of:**

Flight School, Aviation High School, Private Certification Programs (after High School), R&D, Engine Maintenance, Aviation Clinics, Dormitories, Towers, Hangars, Terminals, and Hotels.

## B. REASONS OF INVESTING IN «AVIATION PERSONNEL EDUCATION & TRAINING» PROJECT *continues ...*

### *Incentives for Investing:*

1. The 2014 Boeing Pilot and Technician Outlook projects that 533.000 new commercial airline pilots and 584.000 new maintenance technicians will be needed to fly and maintain the world fleet over the next 20 years.
2. There are not enough private schools in Turkey and in the world offering all inclusive and visionary qualified aviation personnel education programs.
3. There is huge demand for qualified Pilots and Technicians possessing certificates such as PPL, ATPL, and/or CTPL.

## B. REASONS OF INVESTING IN «AVIATION PERSONNEL EDUCATION & TRAINING» PROJECT *continues ...*

### *Incentives for Investing:*

4. Problems with existing schools in various countries which are not capable of offering comprehensive certification and basic curriculum.
5. Fraud behaviours in some international training schools.
6. There are not enough certification programs for retired pilots who want to continue their career worldwide.

## C. DETAILS OF THE PROJECT

### Locations & Offerings at Each Location:

- 1. Dalaman / Mugla:** There will be Flight School, Aviation Clinic, 126-Room Dormitory, Aviation High School, and Certification Programs (after High School); *all Curriculum of High School, Hangar Education, PPL, ATPL, CTPL.*
- 2. Alaçatı / Izmir:** There will be Flight School, Air-Heli Taxi, 90-120 Room Hotel, Aviation Clinic, 126-Room Dormitory, Tower, Terminals, Aviation High School, and Certification Programs (after High School); *all Curriculum of High School, Hangar Education, PPL, ATPL, and CTPL.*



## C. DETAILS OF THE PROJECT *continues...*

### *Locations & Offerings at Each Location:*

- 3. Kızılyaka / Mugla:** There will be Flight School, Aviation Clinic, 126-Room Dormitory, Tower, Terminals, Aviation High School, and Certification Programs (after High School); *all Curriculum of High School, Hangar Education, PPL, ATPL, CTPL. This location is considered to be the «Hub of Education».*
- 4. Urfa:** There will be 126-Room Dormitory, Aviation High School, and Certification Programs (after High School); *all Curriculum of High School, PPL, and ground-services education.*

## C. DETAILS OF THE PROJECT *continues...*

### *Locations & Offerings at Each Location:*

5. **Kars:** There will be 126-Room Dormitory, Aviation High School, and Certification Programs (after High School); *all Curriculum of High School, PPL, and ground-services education.*
  
6. **Bafra / Cyprus:** There will be Fight School, Aviation Clinic, 90-120 Room Hotel, 126-Room Dormitory, Tower, Terminals, Aviation High School, and Certification Programs (after High School); *all Curriculum of High School, Hangar Education, PPL, ATPL, CTPL.*

## C. DETAILS OF THE PROJECT *continues...*

### *Timeline*

**Metrotel Group, targets to start construction by November 2015 initially at Dalaman location which will be followed by Kizilyaka, Alacati, Urfa, Kars, and Bafra locations and targets to finish all six locations by May 2018. *(A detailed construction timeline showing all phases of the project is being developed.)***

## D. GOVERNMENTAL INCENTIVE (FINANCIAL AID) FOR SUCH PROJECT

- ❖ **For Education:** Private High School and Private Certification Programs (after High School).

There are different type and limits of Governmental Incentives are available. Metrotel Group, under the consultancy of Uğurlu, has applied for all purpose incentives & grant by 15/07/15 and expecting to get approval from Government by 10/09/15.

These approvals for various phases of the project will be used for initiating the work for each phase.

## D. GOVERNMENTAL INCENTIVE (FINANCIAL AID) FOR SUCH PROJECT *continues...*

- ❖ **For Student Dormitories:** eventhough in regular dormitory investments there are less gov. incentives, since these dormitories that will be built at various locations have been presented as mandatory part of the Education related-investment during application by Metrotel Group and Uğurlu, it is preliminarily approved that dormitories will be subject to similar gov. incentives as it would be for Education-related investments.

## D. GOVERNMENTAL INCENTIVE (FINANCIAL AID) FOR SUCH PROJECT *continues...*

- ❖ **For Hotels:** as initially the aviation high school construction starts at Alacati and Bafra locations, Metrotel Group will apply for distinctive Governmental Incentive seperately.

## **E. EXPECTED RETURN ON PROJECT**

**The total cost of the project inclusive of all construction that will be carried at six locations from November 2015 until May 2018 is estimated to be \$145.000.000 - \$160.000.000 and return on project is estimated to be 4.6 years after the completion of each location.**

## F. ADVANTAGES OF COLLABORATING WITH METROTEL GROUP IN THIS PROJECT

1. Metrotel Group's experience gained through being partner of Ercan International Airport in Cyprus.
2. Metrotel Group is the *Pioneer* of such comprehensive project in the *World* (there is one similar offering in Dubai) and has been working on every aspect of this project since 2004.
3. Metrotel Group's experience in managing project development groups since 1987.
4. Metrotel Group's strong local (within Turkey) and international bureaucratic connections.



## F. ADVANTAGES OF COLLABORATING WITH METROTEL GROUP IN THIS PROJECT *continues...*

5. Metrotel Group knows where to and who to apply to respond other needs of the Aviation Training Programs such as eligibility in engine maintenance of aircrafts used in training (none exists in Turkey!).
6. Metrotel Group's experience in reference to get Governmental Incentive for this project. *(There is also Governmental incentive for making aircrafts and R&D in various related-fields of Aviation Industry, which will be applied as the project develops further.)*

**THANK YOU...**

