

Norway's six markets

- OSLO - FASTEST GROWING HUB IN SCANDINAVIA
- 6 MAJOR MARKETS: OSLO, BERGEN, TRONDHEIM, STAVANGER, NORTHERN LIGHTS AND CARGO

Norwegian Trekking Association warming shelter by Spinn Architects.
The wooden honeycomb structure is beautifully situated on
Storfjellet mountain near Hammerfest in Northern Norway.

SPINN ARKITEKTER / PHOTO: TOR EVEN MATHISEN



Exploring hidden value

Are there still hidden gems out there in our thoroughly data-mined and globalized world? Yes, there are. Take a closer look at Norway's six markets.

Seemingly stable and traditional, Norwegians actually keep their deep cultural roots fresh through the spirit of exploration. From the emerging global city of Oslo, to the Northern Lights hotspot Tromsø, Norway's six distinctly different markets offer a wealth of opportunities to be explored.

Avinor Oslo Airport is Scandinavia's fastest growing hub airport and the region's largest transfer hub. Closer to North America than any other major airport in Northern Europe, Oslo is a smart choice for intercontinental carriers serving east-west routes. From the regional point of view, the airport is also the gateway to our comprehensive domestic network, as well as the Nordic and Baltic regions.

The surprises go beyond passenger traffic. Few realise that Oslo is the leading air cargo hub in Scandinavia, originating more than 50 per cent of airfreight in the region. There's room to grow, with a new cargo terminal being built in Oslo to take advantage of extensive unused inbound capacity and the steady growth in Norway's seafood export sector.

However, Avinor offers much more than just infrastructure. Our extensive market development capabilities are proven by our award-winning partnerships with organizations such as Innovation Norway.

Read on, to learn how we can create value for your airline.

1



Oslo: Fastest growing hub in Scandinavia

2



Bergen: Gateway to the fjords and a global maritime centre

3



Trondheim: Where future meets nature

4



Stavanger: Unlimited energy and tourism

5



Northern Lights: Unparalleled Adventureland access

6



Cargo: Seafood set to hit new records

Oslo: Fastest growing hub in Scandinavia



World-famous painting "The Scream" and 28,000 other items in the collection, will find a deserving home when the new Edward Munch museum opens in 2020.
ESTUDIO HERREROS/KULTUR- OG IDRETTSBYGG OSLO KF

The fresh pioneer spirit of Oslo is creating an international attraction and aviation hub.

Norway's fast-growing, governmental, economic and cultural capital. A uniquely compact global city on the rise and one of Europe's youngest capitals. Here, leading businesses and a fast-growing startup scene thrive in an innovative and inspiring cultural centre. Oslo is a fountain of innovation in business, culture, the arts, sustainable living and the home of Norway's Government Pension Fund. The world's #1 sovereign wealth fund reached a value of \$1 trillion in 2017.

ECONOMY

Norway's biggest business centre. A global shipping, seafood and oil & gas centre. Also a fast-growing startup and innovation hub.

- #3 metropolitan area – Brookings Institute GDP rankings (2015)
- 6th most dollar millionaires per capita
- Projected 10.2 billion in Euro regional investments (2016–2020)
- #11 – World Economic Forum Global Growth Competitiveness (2016–2017)

CULTURE & TOURISM

The city has an extremely high quality of life, a rich culture and entertainment scene. Many travel experts consider Oslo to be the European cultural capital to visit now.

- European Commission: Oslo European Green capital 2019
- Best convention destination in Scandinavia (UIA Report 2016)
- Scandinavian-leading 5,000 live concerts annually
- The world's highest density of Teslas. Over half of Oslo's new cars are fully electric or hybrids.

AVINOR OSLO AIRPORT

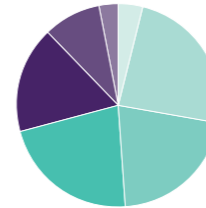
Oslo is Norway's international hub airport, with 120 international and 33 domestic destinations. The latest passenger terminal expansion, opened in April 2017, brings capacity to 32 million. The airport, which operates in an underserved cargo market, will open a world-leading 250,000 ton capacity seafood and general cargo terminal in 2020. Avinor Oslo Airport is the first airport building in the world to receive an "Excellent" BREEAM sustainability rating.

PASSENGER INFORMATION

TOTAL PASSENGERS 2018 **28.5** million
PROJECTED 2019 **30** million

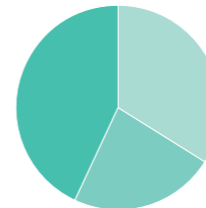
AGE DISTRIBUTION*

- 12–19 years 4%
- 20–29 years 24%
- 30–39 years 21%
- 40–49 years 22%
- 50–59 years 17%
- 60–69 years 9%
- 70 years and above 3%



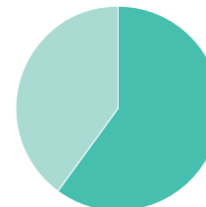
PURPOSE*

- Business 34%
- VFR 23%
- Leisure 43%



GENDER*

- Male 56%
- Female 44%



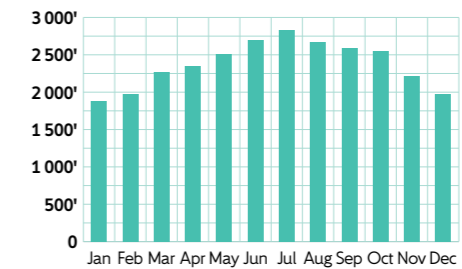
* Graphs are based on 2017 data.

TRAFFIC INFORMATION

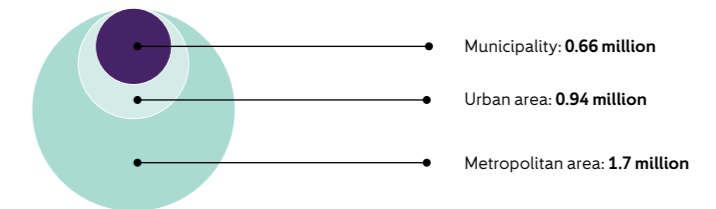
FREIGHT VOLUME 2018 **177,000** metric tonnes

FLIGHT MOVEMENTS 2018 **249,000**

SEASONALITY 2018



OSLO POPULATION



KEY MARKETING PARTNERS:

Innovation Norway, VisitOslo, Oslo Business Region

Bergen: Gateway to the fjords and a global maritime centre



The National Tourist Road viewpoint Stegastein, an architectural gem in itself, offers unmatched panoramic views of the Aurland fjord.

PHOTO: JIRI HAVRAN

Boasting a vibrant maritime and energy sector, the Bergen region is also the portal to world-famous natural tourist attractions.

The city of Bergen is a global maritime industry hub and a rising clean energy centre, with a focus on hydro and wind power. With its direct access to the famous Norwegian fjords, Bergen attracts a growing number of tourists from around the world.

ECONOMY

Bergen is a global maritime and marine centre with a diverse regional economy, including finance, technology, energy and education.

- Listed in McKinsey Global Institute "Top 25 Hotspots by 2025"
- Produces 35 per cent of mainland Norway's exports

- Bergen-based companies active in 114 countries
- Europe's biggest concentration of marine research centres
- 50 per cent of Norway's salmon farms, valued at EUR 8 billion

CULTURE

A regional tourism hub. Gateway to Norway's fjords, one of the world's "Seven Wonders of Nature". Bryggen, Bergen's Hanseatic-era quayside, is a UNESCO World Heritage Site. Norway's largest cruise ship port of call and starting point of the iconic Hurtigruten coastal route and Viking Cruises' Scandinavian cruises.

- Fjords named "world's best unspoiled travel destination" by National Geographic Magazine
- Fjords listed on Chicago Tribune's "Seven Wonders of Nature"
- Fjord tourism generates 25 per cent of overnight guest stays in Norway
- Bergen Philharmonic Orchestra is one of the world's oldest

AVINOR BERGEN AIRPORT

Norway's second biggest airport. Served 6.3 million passengers in 2018, to 48 international and 16 domestic destinations. New terminal T3 opened in August 2017, for a total capacity of 10 million passengers. Bergen ranks as number 17 in the world on OAG's small airport listing with an on-time performance of 82.2%.

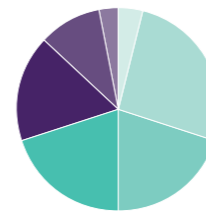
PASSENGER INFORMATION

TOTAL PASSENGERS 2018

6.3 million

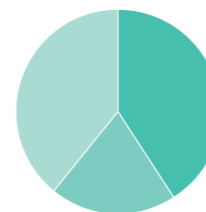
AGE DISTRIBUTION*

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- 30-39 years 21%
- 40-49 years 22%
- 50-59 years 17%
- 60-69 years 9%
- 70 years and above 3%



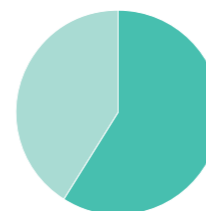
PURPOSE*

- Business 41%
- VFR 20%
- Leisure 39%



GENDER*

- Male 59%
- Female 41%



* Graphs are based on 2017 data.

KEY MARKETING PARTNERS

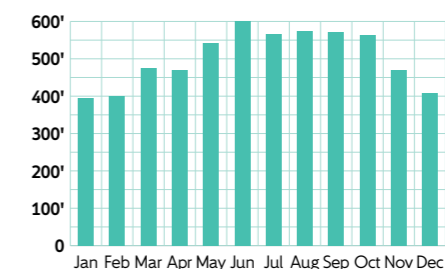
Innovation Norway, Fjord Norway, Bergen Tourist Board, Bergen Chamber of Commerce

TRAFFIC INFORMATION

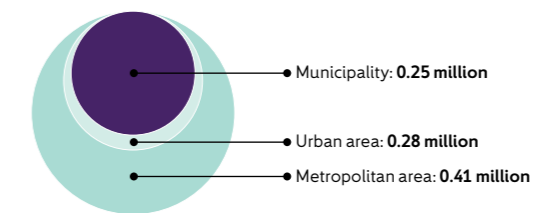
FLIGHT MOVEMENTS 2018

83,000

SEASONALITY 2018

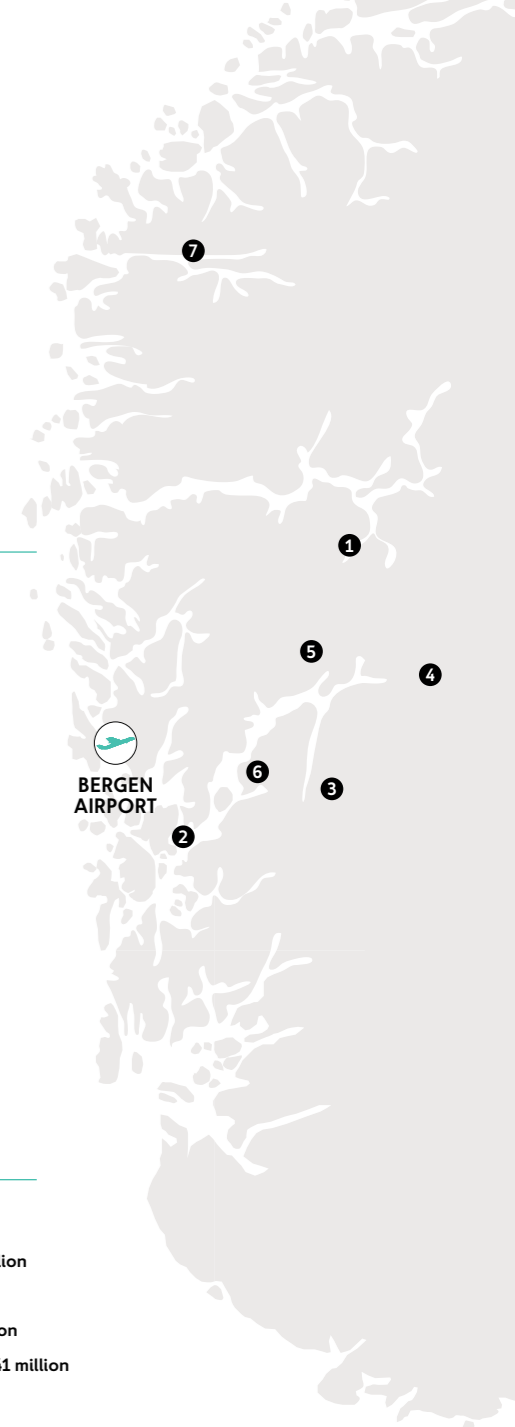


BERGEN POPULATION



FJORD NORWAY LOCATIONS

- Nærøyfjorden** is one of the wildest and most spectacular fjords of Norway and on the UNESCO World Heritage list.
- Hardangerfjorden** is the fourth longest fjord in the world, and the second longest fjord in Norway.
- Trolltunga** is one of the most spectacular scenic cliffs in Norway. Trolltunga is situated about 1,100 meters above sea level.
- Vøringsfossen** Waterfall, with a free fall of 145 meters, and a total fall of 182 meters, is one of the most visited tourist attractions in Norway.
- Flåmsbana** is a spectacular train journey that offers a panoramic view of some of the wildest and most magnificent nature - from fjord to mountain.
- Folgefonna Glacier** located close to Hardangerfjorden and Bergen, is perfect for summer skiing.
- Nordfjord** is full of outdoor experiences. Jostedal National Park, covering 1,310 square kilometers, is home to Jostedal Glacier (Jostedal Glacier), the biggest glacier in mainland Europe.



Trondheim: Where future meets nature



Trondheim restaurants Fagn and Credo secured a Michelin star each in 2019. Credo was also awarded the 2019 Michelin Guide Nordic Sustainability Award. PHOTO: JARLE HAGEN

The Trondheim region offers an exiting blend of gastronomy, scenery and science.

Trondheim, which anchors the mid-Norway region, is bustling in business activity and cultural attractions. A vibrant city, with 45,000 students at its universities and research institutions. Since the GSM mobile phone standard was invented here several decades ago, Trondheim has been the spark for Norway's knowledge economy.

ECONOMY

The Trondheim region has over 750 technology companies, generating 12,500 jobs and over EUR 1.58 billion (USD \$1.9bn) in revenues. Other important sectors include manufacturing, hydroelectric and wind energy, offshore oil & gas, fisheries, aquaculture, agriculture and forestry.

- EUR 7 billion in regional investments 2017-2023
- Building EUR 1.5 billion 1,000 MW land-based wind farm, Europe's largest
- Aquaculture sector revenues of EUR 0.9 billion in 2015
- Noble Prize in Medicine won by NTNU researchers in 2014

CULTURE

Trondheim serves up two Michelin-star restaurants, a region bristling with world-class food producers, cozy café's, charming hotels, historic sites and Rock'n roll. Nidaros, the world's northernmost medieval cathedral is where Norway's kings and queens are crowned and is also the 5th most instagrammed tourist attraction in the kingdom. Norway's only five star hotel, recently refurbished Britannia Hotel has accommodated royal families and well-off mortals since 1870. Nearby National Park Trollheimen (home of Trolls) is a breathtaking experience in any season. Fishing, biking, boating, kayaking and a host of less strenuous activities are on offer even within the city-limits.

- One in six residents is a higher education student
- Region is home to seven national parks
- Mining town of Røros is a UNESCO World Heritage Site
- Nidarosdomen Cathedral is an international pilgrimage site
- Salmon rivers have attracted anglers since the 19th century
- Trondheim's 45,000 students contribute to a vibrant urban culture
- Michelin-stars for Restaurant Fagn and Credo in 2019

AVINOR TRONDHEIM AIRPORT

Norway's third-largest airport. Located very close to Norway's geographic mid-point, the airport is the hub for Trøndelag, Namdalen and Helgeland. Sweden's Jämtland region and Åre skiresort is a easy two hour scenic drive from Trondheim. Trondheim-Oslo is one of Europe's busiest air routes, with 30 daily B737 departures and more than two million passengers per year. Trondheim ranks as number 15 in the world on OAG's small airport listing with an on-time performance of 82.7%

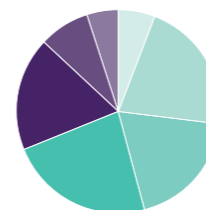
PASSENGER INFORMATION

TOTAL PASSENGERS 2018

4.4 million

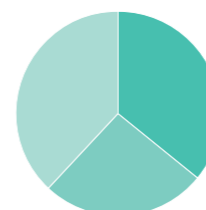
AGE DISTRIBUTION*

- 12-19 years 6%
- 20-29 years 21%
- 30-39 years 19%
- 40-49 years 23%
- 50-59 years 18%
- 60-69 years 10%
- 70 years and above 5%



PURPOSE*

- Business 36%
- VFR 26%
- Leisure 38%



GENDER*

- Male 54%
- Female 46%



* Graphs are based on 2017 data.

KEY MARKETING PARTNERS

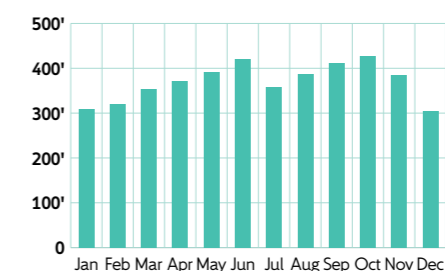
Innovation Norway, Trøndelag Tourist Board, City of Trondheim, Greater Trondheim Region

TRAFFIC INFORMATION

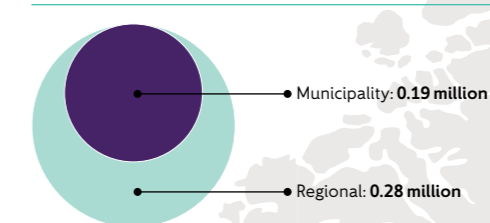
FLIGHT MOVEMENTS 2018

51,000

SEASONALITY 2018



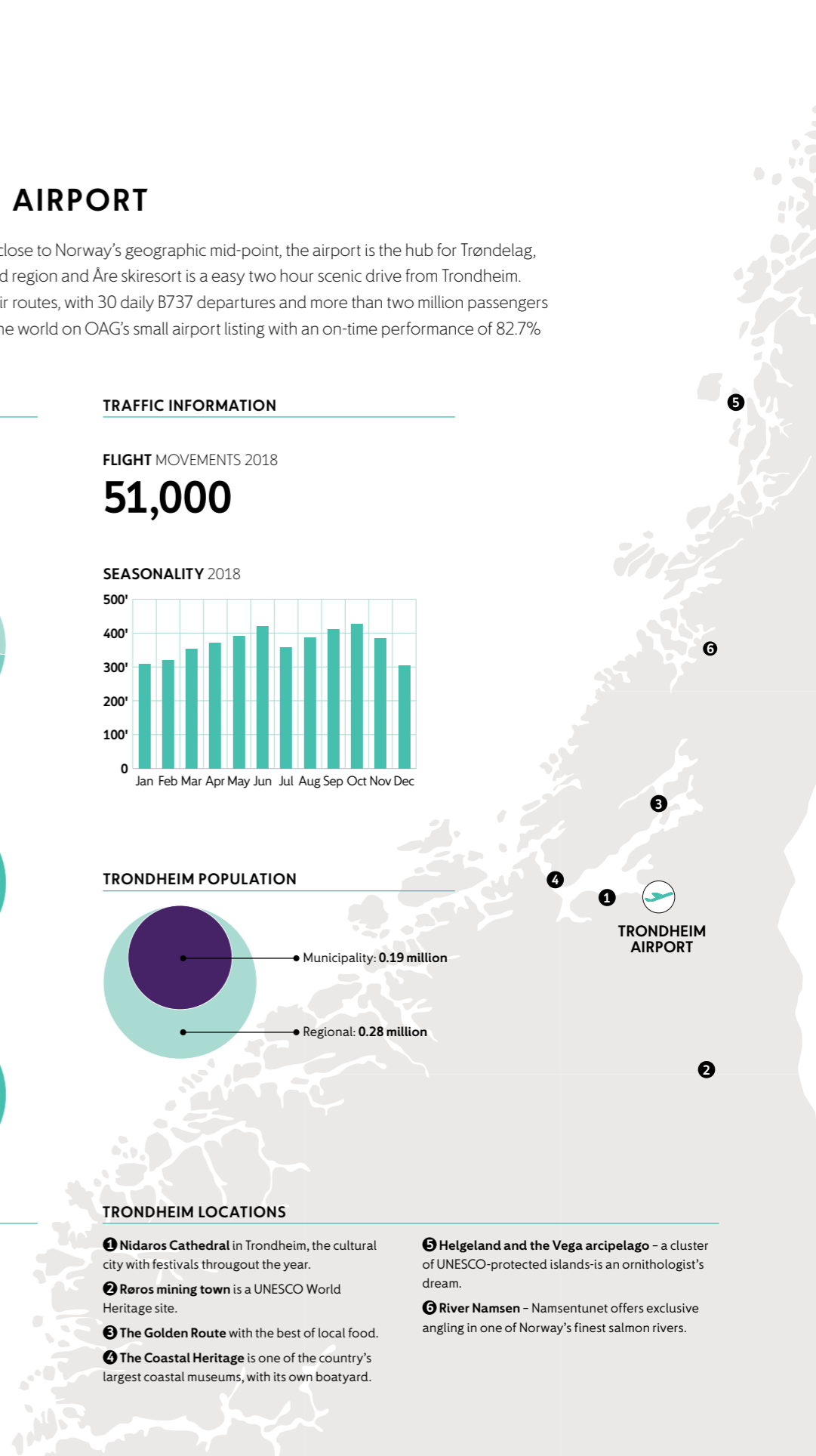
TRONDHEIM POPULATION



TRONDHEIM LOCATIONS

- 1 Nidaros Cathedral in Trondheim, the cultural city with festivals throughout the year.
- 2 Røros mining town is a UNESCO World Heritage site.
- 3 The Golden Route with the best of local food.
- 4 The Coastal Heritage is one of the country's largest coastal museums, with its own boatyard.

- 5 Helgeland and the Vega arcipelago - a cluster of UNESCO-protected islands-is an ornithologist's dream.
- 6 River Namsen - Namsentunet offers exclusive angling in one of Norway's finest salmon rivers.



Stavanger: Unlimited energy and tourism



Preikestolen (The Pulpit Rock) is one of Norway's most photographed places and has been described as one of the world's most spectacular viewing points by both CNN Go and Lonely Planet.

PHOTO: PHOTO: KAI GANGSTAD RØDNE

Stavanger, Europe's leading energy region, is also going through exciting developments in business and tourism.

The Stavanger region is Norway's third largest urban area, with about 400,000 residents, 130,000 of them in the city. The area has generally been Norway's most successful economic region.

ECONOMY

The local oil and gas sector drives Norway's role as a leading oil and gas exporter. The relatively southerly climate contributes to pleasant summer weather and a highly productive agricultural sector.

- Headquarters of Equinor (Formerly Statoil)
- 100,000 people employed in oil and gas sector
- EUR 15-20 billion in oil & gas investments

- Hosts biennial Offshore Northern Seas (ONS) convention
- New Tellnes wind farm with 12-year Google supply contract
- Jæren district in Rogaland is one of Norway's biggest agricultural producers

CULTURE

The region has a long reputation as an agricultural and culinary centre of expertise. In recent years, it has also begun to expand its role in hosting local and international cultural events. Tourism is important to the region, based on urban culture; outdoor activities such as surfing and hiking; and spectacular natural sights such as fjords and mountains.

- Renowned culinary and arts cluster
- Hosts Gladmat, Scandinavia's largest food festival
- European Street Art hot spot
- 2008 European Capital of Culture
- World-famous Pulpit Rock viewpoint
- Unique Lysebotn hairpin mountain tunnel drive

AVINOR STAVANGER AIRPORT

The leading airport in Southern Norway, also the country's fourth largest, has flights to 32 international and 6 domestic destinations. A new terminal for 6 million passengers is under construction. Stavanger ranks as number 12 in the world on OAG's small airport listing with an on-time performance of 83.5%.

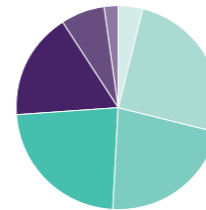
PASSENGER INFORMATION

TOTAL PASSENGERS 2018

4.3 million

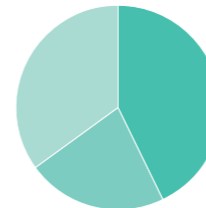
AGE DISTRIBUTION*

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- 40-49 years 23%
- 50-59 years 17%
- 60-69 years 7%
- 70 years and above 2%



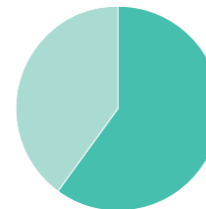
PURPOSE*

- Business 43%
- VFR 22%
- Leisure 35%



GENDER*

- Male 60%
- Female 40%



* Graphs are based on 2017 data.

KEY MARKETING PARTNERS

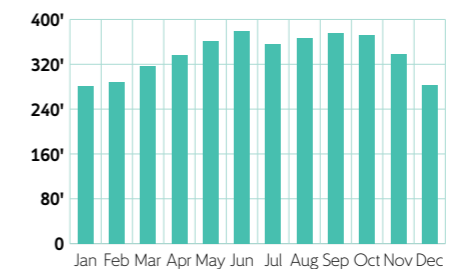
Innovation Norway, Region Stavanger, Greater Stavanger Partnership

TRAFFIC INFORMATION

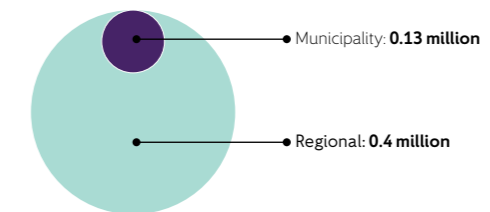
FLIGHT MOVEMENTS 2018

61,000

SEASONALITY 2018



STAVANGER POPULATION



STAVANGER AREA LOCATIONS

- ① Pulpit Rock is an iconic rock formation.
- ② Kjerag Bolt is a Kodak moment on Lysefjord, where base jumpers operate.
- ③ Jæren Beaches is the first stop on the southbound National tourist route.
- ④ National Tourist route.
- ⑤ Magma is a UNESCO geopark near Sogndalstrand.
- ⑥ Sogndalstrand is a natural southern endpoint on the National tourist route. The northernmost of Norway's south coast-style seaside villages.



Northern Lights: Unparalleled Adventureland access



Famous shark puncher and three-time world champion surfer Mick Fanning rides the Northern Lights at Unstad beach in Lofoten. The technically challenging picture was shot by Norwegian photographers Emil Sollie and Mats Grimsæth. PHOTO: EMIL SOLLIE, MATS GRIMSÆTH & RED BULL CONTENT POOL

Northern Norway offers the world's best access to the Northern Lights experience and a unique coastal culture in an unspoiled natural environment.

People around the world are increasingly interested in experiencing the visual magic of the aurora borealis, or "Northern Lights". To experience the aurora borealis in Northern Norway is on the bucket lists of many people around the world.

ACCESSIBLE, THANKS TO NATURAL ADVANTAGES

Northern Lights tourism is growing in Northern Norway, where the lights are visible more often than anywhere else in the world. The warm North Atlantic Current, which hugs Norway's coastline, keeps local temperatures relatively mild and the skies clear. Northern Lights capital

Five airports in Northern Norway offer excellent access to the Northern Lights: Bodø Airport, Harstad/Narvik Airport, Tromsø Airport, Alta Airport and Svalbard Airport.

CULTURE

Northern Norway has an incredibly diverse range of Northern Lights experiences. For example, Alta, Harstad, Narvik and Bodø offer quaint off-the-beaten-track experiences. In Svalbard, viewing polar bears under the aurora isn't unheard of. There's actually no better place to observe the aurora, as Svalbard is situated directly under the magnetic polar cleft, a small area covering only a few degrees of the earth's surface. Northern Lights capital Tromsø offers the full package and combines aurora awe with whale watching, kayaking, kiting, rock climbing, downhill skiing, gondola trips, dogsledding, or the less strenuous hot-tubbing.

- World's best Northern Lights access and infrastructure
- 50 direct daily flights from Oslo to Northern Lights airports

NORTHERN LIGHTS AIRPORTS

SVALBARD AIRPORT

Main airport serving the Arctic archipelago of Svalbard. Flights to Oslo and Tromsø. The northernmost airport in the world with publicly scheduled flights. FLIGHT MOVEMENTS: 3,000 / TOTAL PASSENGERS: 182,000



ALTA AIRPORT

The airport serves the municipality of Alta and the Finnmark region. Daily flights to Oslo and regional destinations. Has some international charter services. FLIGHT MOVEMENTS: 6,500 / TOTAL PASSENGERS: 387,000



TROMSØ AIRPORT

The fifth-busiest airport in Norway and main hub for regional flights to the Finnmark region. There are B737 Services to Oslo and other major airports in Norway. International flights to several European destinations, as well as charter and seasonal services. FLIGHT MOVEMENTS: 36,000 / TOTAL PASSENGERS: 2,340,000



HARSTAD/NARVIK AIRPORT

Harstad/Narvik Airport has one of Norway's longest runways and is approved for use by Boeing 747 aircraft. FLIGHT MOVEMENTS: 10,000 / TOTAL PASSENGERS: 763,000



BODØ AIRPORT

In addition to jet operations to major domestic destinations, Bodø airport serves as a hub for regional flights to Helgeland, Lofoten and Vesterålen. The airport has international routes and more than ten daily return flights to Avinor Oslo Airport. FLIGHT MOVEMENTS: 36,000 / TOTAL PASSENGERS: 1,825,000



- UNESCO World Heritage Rock Art Centre, Alta
- Hurtigruten Norwegian coastal steamer tours
- Troms county had an increase of staggering 61 per cent in overnight stays from 2015-2018
- Lyngen Alps summer and winter outdoor activities
- Longyearbyen, the world's northernmost city

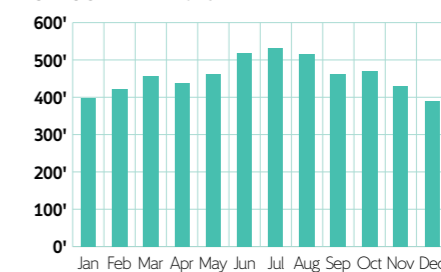
ECONOMY

While tourism is important to the economy of Northern Norway, the region has a diverse economy. Its fisheries and aquaculture sector provide seafood, one of Norway's biggest exports. The mining sector is also central to the region's economy. Renewable energy generation also plays a big role, including hydro power and onshore wind power, with significant growth potential.

KEY MARKETING PARTNER

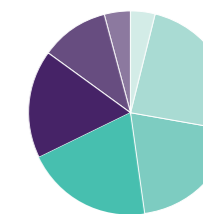
Innovation Norway

SEASONALITY 2018



AGE DISTRIBUTION*

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- 50-59 years 17%
- 60-69 years 11%
- 70 years and above 4%



* Graph is based on 2017 data.

Cargo : Seafood set to hit new records



Norwegian company Salmar has combined Norway's national talents in aquaculture and offshore technology, to create the world's first offshore fish farm.

PHOTO: SALMAR

Seafood export value doubled from 2014 to 2015, and increased another 23.9% to 2016. The fastest growing export markets in 2017 were USA, Vietnam and China. The world's largest seafood terminal opens at OSL in 2020.

Norway's seafood industry is surging forward, increasing its reach westwards and to the far east. Already dominating the European market, the highest seafood export growth rate now takes place outside the Schengen economic area. On a daily basis, some 600 tons of seafood is airfreighted from Norway to Asia and North America.

New offshore technology, closed farms and on-shore installations make the 2050 projection, EUR 50 billion annually, achievable. The weight-to-value ratio of farmed Norwegian salmon has reached an

upper limit that demands volume growth. Significant investments have been made in the development of new groundbreaking fish-farming technology. As a result, Norway's fish farmers are now launching a new generation of installations that will dramatically increase the volume of seafood produced.

SEAFOOD VALIDATES OSLO AIRPORT'S SCANDINAVIAN HUB AMBITION

The competition to become Scandinavia's new hub is undoubtedly fierce. Despite Norway's enviable position of holding the majority of Scandinavia's natural beauty and its booming Northern Lights tourism, it's the "seafood in the belly" potential that sets Norway apart from the competition. Although Norway is already the biggest cargo market in the Nordics, there's significant room for growth, with only 39% of Norway's air cargo activity leaving Norway directly by air. Outbound air cargo from Norway remains an underserved market. The lack of direct belly and freighter capacity remains a challenge for Norwegian exporters, with current export volumes expected to double by year 2025 and grow by a factor of 5 within the next 30 years.

KEY CARGO NUMBERS

Norway dominates the Nordic air cargo market. Half of all air freight in the region originates from Norway, with volumes rising at over 10% annually since 2006. The leading drivers for air cargo traffic are Norway's seafood, oil and gas, and maritime sectors.

With more than 19 weekly full-freighters serving the airport, Oslo Airport is the largest full-freighter hub in Northern Europe. Nine full freighter airlines serve Oslo Airport.

To cope with the growth of seafood exports from Norway, Avinor is partnering with exporters to build a new world-leading 15,000 square meter fully automated seafood air cargo facility. The new facility is expected to be in operation by 2020 and handle 250,000 tons of seafood annually.

CARGO NUMBERS

NORWAY'S SHARE OF NORDIC AIR CARGO

50%

ANNUAL AIR CARGO INCREASE SINCE 2006

+15%

EVERY DAY APPROXIMATELY

600 metric tonnes

of airfreighted seafood leaves for Asia and North America

ANNUAL AIR CARGO INCREASE TO/FROM OSL IN 2017

+36%

+100%

CURRENT SEAFOOD EXPORTS EXPECTED TO DOUBLE WITHIN 2025

ANNUAL CAPACITY AT OSLO AIRPORT NEW SEAFOOD FACILITIES IN 2020

250,000 metric tonnes

KEY SEAFOOD NUMBERS

The value of Norwegian seafood exports doubled from 2014-15 to reach EUR 7.5 billion. Another 23.9% growth was achieved from 2015-16, resulting in a total value of EUR 9.1 billion. In 2017 the total export value was EUR 9.8 billion. The estimated 2050 potential for the Norwegian seafood industry as a whole, is calculated to be a staggering EUR 50 billion annually.

SAEFOOD NUMBERS

2014-15 EXPORT VALUE DOUBLED TO REACH A TOTAL OF

€ 7.5 billion

2016-17 EXPORT VALUE INCREASED BY 3% TO REACH

€ 9.8 billion

2030 POTENTIAL OF THE NORWEGIAN SEAFOOD INDUSTRY*

€ 17.8 billion

2050 POTENTIAL OF THE NORWEGIAN SEAFOOD INDUSTRY*

€ 50.0 billion

Avinor airports

A hyper-connected aviation network linking Norway and the world.

Norway has both vibrant urban life and some of the most remote, unspoiled natural wonders of the world, yet all of it is surprisingly accessible. Avinor's well-connected national network of airports provides the smartest solution to Norway's long distances and geographic extremes.

EXTREME CONTRASTS

Efficient transportation is important in Norway, helping people to reach even remote areas in a country filled with contrasts. Although most Norwegians live in urban areas, rural Norway's many beautiful, remote villages remain alive and well. The distinctive dialects and traditions of these places create a strong cultural asset and enrich the foundation for tourism.

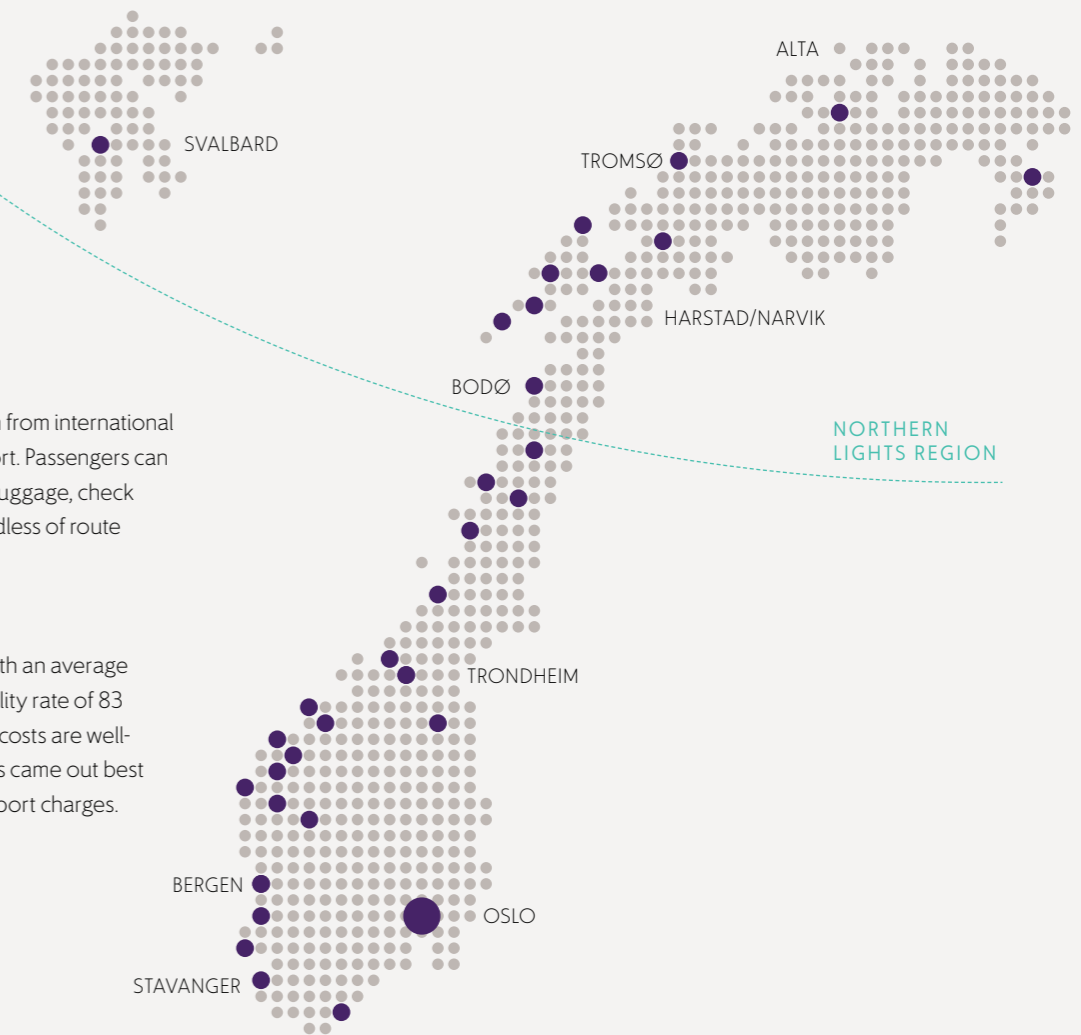
EASY ACCESS

Avinor's 43 airports in Norway make up one of the most hyper-connected aviation networks in the world. Our airports are closely linked, with up to several departures hourly between the major urban

centres. As a result, Norway has half of the Nordic region's 25 busiest airports. Three of the domestic routes are among the ten busiest routes in Europe.

Our network is anchored by B737-capable airports located strategically around the country. This all adds up to easy domestic and international access in one of the most dynamic regions of the world. Avinor's B737-capable airports in Norway are located in: Oslo, Bergen, Trondheim, Stavanger, Kristiansand, Ålesund, Bodø, Harstad/Narvik, Tromsø, Andøya, Røros, Bardufoss, Alta and Svalbard.

Oslo Airport is the largest airport and international hub, with over 50 per cent of air traffic within Norway and 70 per cent of all international traffic. Stavanger, Bergen and Trondheim have significant international traffic. There is some international traffic at several other airports including Kristiansand, Ålesund, Bodø, Harstad/Narvik, Tromsø, Alta and Svalbard.



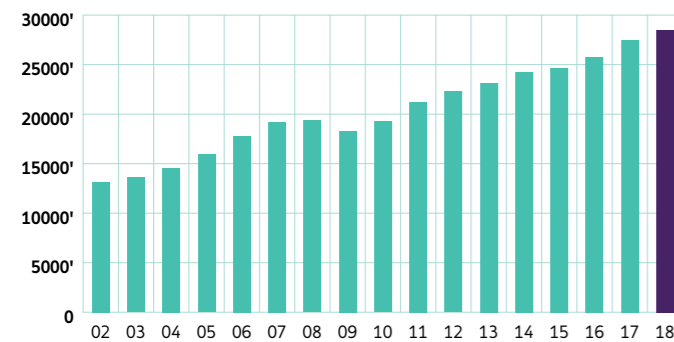
UPGRADED TRANSFER EXPERIENCE

We have expanded our transfer system from international to domestic flights at Avinor Oslo Airport. Passengers can transfer without having to collect their luggage, check in and go through security again, regardless of route combination.

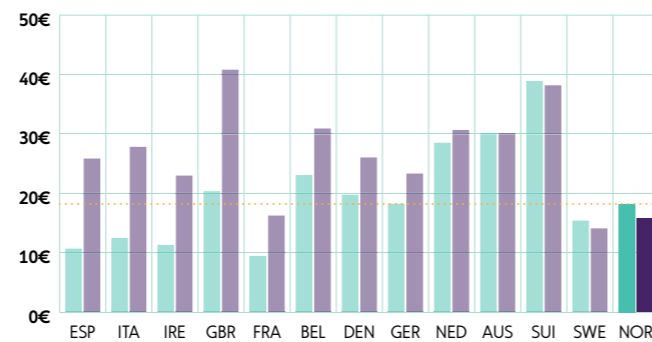
HIGHLY EFFICIENT

Avinor's airports are highly effective, with an average regularity of 98 per cent and a punctuality rate of 83 per cent. With efficient operations, our costs are well-managed: for example, Avinor's airports came out best in a recent comparison of European airport charges.

GROWTH IN PASSENGER VOLUME AT OSLO AIRPORT 2002-2018



LOW CHARGES AT AVINOR AIRPORTS



● 2005 ● 2015 --- Average at European Airports
Norway: best change from 2005 to 2015. Source: A4E - Airlines for Europe Study

AVINOR IN 2018

43 airports



DOMESTIC MOVEMENTS
497,000

12-MONTH AVERAGE REGULARITY
98%

AIRPORT OPERATIONS MARKET SHARE
90%

DOMESTIC PASSENGERS
31.3 million

INTERNATIONAL PASSENGERS
22.5 million

INTERNATIONAL MOVEMENTS
194,000

12-MONTH AVERAGE PUNCTUALITY
83%

INFRASTRUCTURE AIR TRAFFIC
#10
World Economic Forum (17/18)

Norway profile

One of the world's most distinctive and traditional – yet dynamic – regions.

Norway, the newest country in Scandinavia, is also one of the world's most unique. Here, respect for traditional values meets a futuristic worldview. The result is modern infrastructure serving a highly grounded culture.

BROAD WEALTH AND HIGH DISPOSABLE INCOME

The energy, telecom, maritime and natural resources sectors have been important to Norway's economic development and growth. From this foundation, Norway is fast developing a reputation for innovation in all areas from business to culture. Norway is the world's first mass market for electric vehicles. And Oslo has been named 'The Current Electric Vehicle Capital of the World'.

The financial security experienced by the average Norwegian significantly strengthens Norway's air travel market. Modern Norway is prosperous, urbanised and has a diverse population. Income and

wealth are broadly distributed, compared to most industrialised countries. The World Economic Forum's 2017 Inclusive Growth and Development Report highlighted Norway's economy as the best in the world. Norway also topped the UN's 2017 ranking of the world's happiest nations and took second place in 2018.

EVERYONE TRAVELLING MORE

Travel is deeply rooted in the Norwegian culture. Trips abroad have increased from 4.5 million to 7.2 million per year between 2002 and 2015. Of these, women travel more often than men and have a higher holiday budget, making them a key segment for the travel sector.

Foreigners are travelling to Norway more often to see its natural wonders, cultural highlights and seven UNESCO World Heritage Sites. In 2018, Norwegian hotels registered a total of 23.7 million guest nights, a 2 per cent increase from 2017.

SIX MAJOR MARKETS

From the aviation marketing point of view, Norway is not merely a single market. The country is best seen as six major business areas: Oslo, Bergen, Trondheim, Stavanger along with the rising stars: the Northern Lights Adventure-land and seafood cargo.

We support our airline customers' route development efforts through our partnerships with Norwegian business and tourism promotion bodies. Recently, our marketing collaboration with Innovation Norway, was recognised with the "Best Destination Marketing" award at the Routes Europe conference.


NORWEGIANS ARE WEALTHY AND SECURE 2017 RANKINGS

RANK OVERALL	ECONOMY	OVERALL IDI SCORE	5 YEAR TREND IDI OVERALL (%)
1	Norway	6.02	1.87
2	Luxembourg	5.85	-2.49
3	Switzerland	5.75	1.85
4	Iceland	5.48	4.58
5	Denmark	5.31	1.03
6	Sweden	5.30	-0.84
7	Netherlands	5.28	-1.69
8	Australia	5.18	0.29
9	New Zealand	5.09	3.75
10	Austria	5.05	0.28

Source: World Economic Forum, Inclusive Growth Report 2017

POPULATION

5.3 million



URBAN **81%**
RURAL **19%**

NET MIGRATION 2017
21,349

NORWEGIANS TRAVELLING ABROAD MORE OFTEN

70%

INCREASE IN TRIPS ABROAD 2002-2015

Source: Statistics Norway



ECONOMY 2017

SOVEREIGN WEALTH FUND

\$1 trillion

The value of the world's largest national fund reached a trillion dollars for the first time in 2017.

#1

The wealthiest country in the world according to the World Bank's new rating.

#1

The world's most inclusive advanced economy according to the World Economic Forum.

#2

The world's second fastest mobile internet according to analytics firm Open Signal.

#2

in Global Sustainable Competitiveness Index 2017.

The key to Scandinavia and a shortcut to the world

Avinor Oslo Airport is Scandinavia's fastest growing hub, and ideally positioned for intercontinental routes.

Oslo Airport is geographically closer to North America than any other major Scandinavian airport. The flight time to Chicago is approximately seven and a half hours, Delhi is seven and Hong Kong is just ten hours. Within two hours flight time, you cover central European destinations as Brussels, Amsterdam and Prague. Regional dominance is secured by the largest feeder network in Scandinavia and the Baltics, boasting 46 airports. This strategic position makes Oslo Airport an attractive choice to carriers serving intercontinental east-west routes.

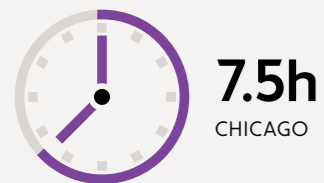
BOOMING EXPORTS

Norway's got the fjords, the glaciers, Northern Lights tourism that grew 378% the last ten years, and a booming seafood industry. Norway's ragged coastline, the world's second longest, is home to the world's largest salmon farming industry. The value of Norway's

seafood exports doubled from 2014 to 2015. Another 33% growth from 2015-2018. The total export value in 2018 was EUR 10.1 billion. The estimated 2050 potential for the entire Norwegian seafood industry is up to EUR 50 billion.

DIVERSE ATTRACTIONS

In 2018, the fastest growing seafood export markets have been Poland, Great Britain and France. In 2018, seafood exports to Asia were EUR 1.7 billion and the US market grew by 23% from 2016 to 2017. The battle to become Scandinavia's new hub is undoubtedly fierce. And despite Norway's enviable position of having the majority of Scandinavia's natural beauty, booming Northern Lights tourism, it's the seafood-in-the-belly potential that really sets us apart from the regional competition.



A fresh approach to traffic development

To help airlines develop business opportunities in Norway more easily, we have recently restructured our traffic development team and services. Avinor aims to be an even more valuable asset for our airline partners. As a result, we are working to improve our capabilities in building long term relationships and serving carriers' individual needs equally well within both the business and leisure areas.

IMPROVED COLLABORATION

Led by our Vice President Traffic Development, Jasper Spruit, the new team is talented, diverse and multinational. Together, they combine local knowledge and insight into the Norwegian market, balanced by international experience.

GET THE INSIDE TRACK ON NORWAY

Our revised and insightful B2B newsletter keeps you up to date on the fast-changing Norwegian market.

SIGN UP FOR OUR NEWSLETTER:

e-mail Silke Salbert: silke.salbert@avinor.no
or visit avinor.no/aviation/news/newsletter/

“The world has fully opened its eyes to Norway. Avinor and Innovation Norway have collaborated since 2005 to develop Norwegian tourism, a powerful support partnership that few countries can match. Alongside a steady rise in leisure tourism, we have seen substantial growth in inbound conference and convention travel, which attracts visitors year-round. A continued increase in routes to Norway is essential for our future growth. So, together with Avinor, we are ready to contribute to efforts to drive demand for present and future routes.

Stein Ove Rolland, Director Business development and Strategy
Visit Norway at Innovation Norway



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MARKET ANALYTICS



Explore Norway's six markets
at avinor.no/aviation