

# 介紹哈薩克



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# 關於哈薩克



- 位於中亞地區 (亞洲與歐洲之間)
- 前身為蘇聯國境之一部份，蘇聯解體後，於**1991**年獨立成為主權國
- 哈薩克北與俄羅斯、東南與中國、南與烏茲別克斯坦、吉爾吉斯坦、土庫曼斯坦等國接壤。
- 全國面積達**2,727,300**平方公里，是世界上最大的內陸國家，同時為世界第**9**大國家 (比西歐國家之面積總和還要大)
- 阿拉木圖 (**Almaty**) 是全國最大城市，亦是舊首都所在，直至**1997**年才遷都阿斯塔納 (**Astana**)



# 關於哈薩克 - 簽證

- 香港特區護照持有人可享**14天免簽證停留** (澳門護照需簽證)
- 2014年7月起, 以下**10個國家護照**持有人可享有**15天免簽證停留**, 試行期為一年
  - 美國
  - 荷蘭
  - 英國
  - 法國
  - 德國
  - 意大利
  - 馬來西亞
  - 阿聯酋
  - 韓國
  - 日本



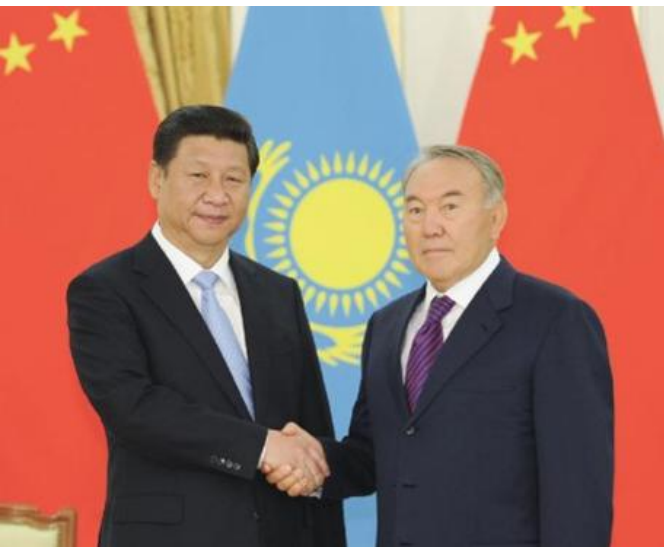


# 中亞五國 及 高加索地區 The Caucasus



# 關於哈薩克

- 哈薩克自然資源豐富, 擁有銀、銅、鉛、鎂、鉻、磷、鋅、鎢、硫酸鋇、儲量居世界頭數位、天然氣、鈾元素、及石油儲量據稱全球第11位
- 積極引進外資, 經濟以石油天然氣、採礦、煤炭和農牧業為主
- 哈薩克為世界第六大糧食出口國 及 第一大麵粉出口國。
- 受惠於石油業發展, 哈薩克是中亞最富有的國家。
- 經濟急速發展, 吸引不少金融、基建、法律顧問、通訊等商務旅客到訪。
- 2017年世博將於阿斯塔納舉行







Welcome to  
Kazakhstan

阿拉木圖湖

Big Almaty Lake







Welcome to  
Kazakhstan

麥迪奧高山滑冰場  
Medeo, high-mountain skating rink







Welcome to  
Kazakhstan

恰侖峽谷  
Charyn Canyon



# AIR ASTANA (KC)



- 哈薩克之國家航空公司 (national carrier)。
- Air Astana是一間合資企業，由哈薩克斯坦共和國政府持有之Samruk - Kazyna基金及英國之BAE Systems共同持有, 股權分配為51%及49%
- 公司於2002年5月15日開始航班服務。
- 全球員工數目接近4,000人。
- 於2003年成為國際空運協會IATA (International Air Transport Association) 會員。
- 2011年5月，air astana 成功第三次通過IATA Operations Safety Audit (IOSA)，並在 **900**多項標準中取得**零瑕疵**的驕人成績。
- 哈薩克唯一認可可按照歐洲航空安全局 EASA Part 145 標準進行飛機維修之航空公司。
- 哈薩克航空公司中唯一不受歐盟限制。



# Skytrax 4星航空公司 – 連續三年奪得!!

Skytrax's World Airline Awards 2014:



The Only

**< 4 Star Airline >**

**Eastern Europe & CIS Region**



# 中亞 / 印度最佳航空公司

The World Airline Awards™ is a global benchmark of airline excellence decided by travellers from over 160 countries.

## <Best Airline in Central Asia & India>

*World Airline Awards 2012*  
*World Airline Awards 2013*  
*World Airline Awards 2014*





# Cabin Crew – Kazakh's Hospitality



## Business Class In-flight Amenity - Chopard



# Business Class Services – Flat Bed Comfort Seating







**Hong Kong - Almaty**  
**2 flights a week**  
**Tue, Fri**

**Winter Schedule from 28Oct2014**

Route	Flight no.	Days of Operation	DEP	ARR	ELPT Time
Hong Kong (HKG) – Almaty (ALA)	KC930	Tue, Fri	09:40	14:50	7hr 10min
Almaty(ALA) – Hong Kong (HKG)	KC929	Tue, Fri	00:15	08:25	6hr 10min





## 機隊 (現代化西方機種)



TYPE OF AIRCRAFT	NUMBER
BOEING 787	3 Ordered (delivery 2017-19)
BOEING 767	3
BOEING 757	5
AIRBUS A319	1
AIRBUS A320	9
AIRBUS 321	4
EMBRAER 190	8
<b>TOTAL</b>	<b>30</b>



**AIM TO GROW ITS FLEET TO 33 AIRCRAFTS BY 2016 AND  
63 AIRCRAFTS BY 2022**

# 香港航線機型

波音 757 - 200 型號客機

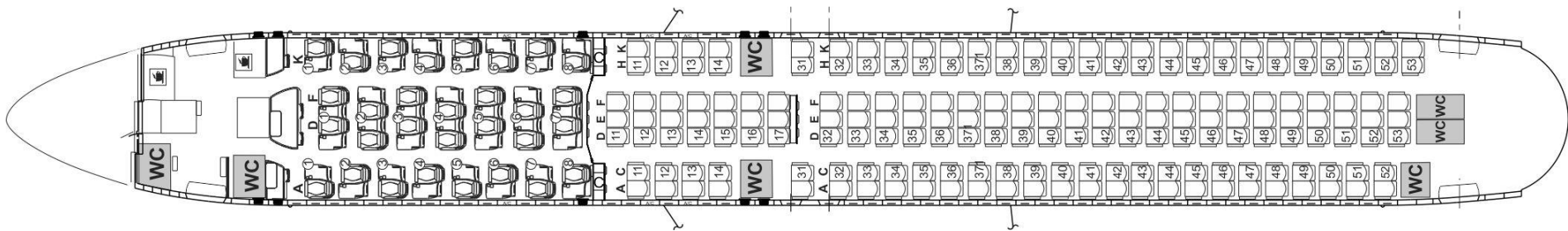
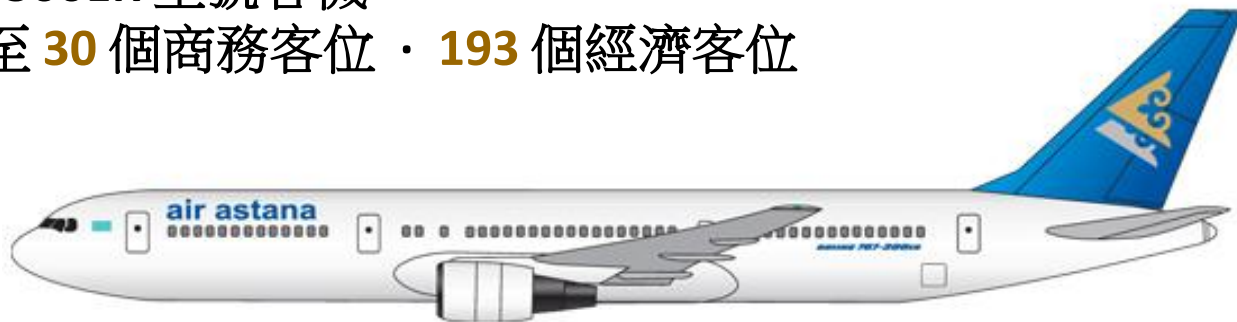
16 個商務客位 · 150 個經濟客位



座位排列:

- 商務艙: 2 / 2
- 經濟艙: 3 / 3

波音 767 - 300ER 型號客機  
翻新後增至 **30** 個商務客位 · **193** 個經濟客位



座位排列:

- 商務艙: **1 / 2 / 1 (Flat Bed)**
- 經濟艙: **2 / 3 / 2**



# Boeing 757 New Interior



**Business Class Cabin**



# Boeing 757 New Interior



## Economy Class Cabin

- New individual in-flight entertainment system
- Ergonomic seats

# 國際航線28個航點

亞洲 Asia	
中國 China	香港 Hong Kong (HKG), 北京 Beijing (PEK), 烏魯木齊 Urumqi (URC)
南韓 South Korea	首爾 Seoul (ICN)
泰國 Thailand	曼谷 Bangkok (BKK)
馬來西亞 Malaysia	吉隆坡 Kuala Lumpur (KUL)
印度 India	新德里 Delhi (DEL)
越南 Vietnam	胡志明市 Ho Chi Minh (SGN)
中亞 Central Asia / 獨聯體 CIS	
亞塞拜疆 Azerbaijan	巴庫 Baku (GYD)
格魯吉亞 Georgia	第比利斯 Tbilisi (TBS)
吉爾吉斯斯坦 Kyrgyzstan	比什凱克 Bishkek (FRU)
塔吉克斯坦 Tajikistan	杜尚別 Dushanbe (DYU)
烏茲別克斯坦 Uzbekistan	塔什干 Tashkent (TAS)
俄羅斯 Russia	莫斯科 Moscow (SVO), 聖彼得堡 Saint Petersburg (LED), 新西伯利亞 Novosibirsk (OVB), 葉卡捷琳堡 Yekaterinburg (SVX), 喀山 Kazan (KZN), 鄂木斯克 Omsk (OMS), 薩馬拉 Samara (KUF)
土耳其 Turkey	伊斯坦布爾 Istanbul (IST), 安塔利 Antalya (AYT)* [季節性航班]
中東 Middle East	
阿聯酋 UAE	阿布扎比 Abu Dhabi (AUH), 杜拜 Dubai (DXB) *New
歐洲 Europe	
德國 Germany	法蘭克福 Frankfurt (FRA)
英國 UK	倫敦 London (LHR)
荷蘭 Netherlands	阿姆斯特丹 Amsterdam (AMS)
烏克蘭 Ukraine	基輔 Kiev (KBP)



# 國內航線

## Domestic Route Network



- 12 個國內航點 (包括季節性航班)
- 以阿拉木圖 **Almaty**, 阿斯塔納 **Astana** 及 **Atyrau** 阿特勞國際機場為樞紐機場

## Air Astana Fares 票價

- GDS: **HKG/ALA fares & through fares** to Russia, CIS, Middle East, Europe available
- SPA fare for conjunction CX (via **BKK**), KA (via **PEK**), MH (via **KUL**), OZ (via **ICN**)
- New SPA fare to 6 domestic destinations in **Ukraine** (SIP/DOK/DNK/ODS/HRK/LWO) on PS (via **IEV**)

## Passenger Fuel Surcharge

- HKG/ALA Medium-Haul fuel surcharge YQ:  
HKD585 per sector only



# Route from HKG to TSE

Via Almaty						
Route	Flight no.	Days of Operation	DEP	ARR	ELPT Time	
HKG-ALA	KC930	2, 5	09:40	14:50	10:10	
ALA-TSE	KC953		16:05	17:50		
TSE-ALA	KC684	1, 4	21:30	23:10	8:55	
ALA-HKG	KC929		00:15+1	08:25+1		



Via Bangkok						
Route	Flight no.	Days of Operation	DEP	ARR	CONX TIME	ELPT Time
HKG-BKK	TG603	1,4	07:50	09:35	1h30mins	12:10
BKK-TSE	KC232		11:05	18:00		
TSE-BKK	KC231	1,4	01:35	09:55	1h25mins	12:00
BKK-HKG	TG606		11:20	15:35		

Via Beijing						
Route	Flight no.	Days of Operation	DEP	ARR	CONX TIME	ELPT Time
HKG-PEK	HX332	4,7	20:45	00:15+1	2h40mins	12:20
PEK-TSE	KC228		02:55+1	07:05+1		
TSE-PEK	KC227	3,6	18:55	01:55+1	5h35mins	14:30
PEK-HKG	HX937		07:30+1	11:25+1		

## Good Connection to **Moscow**, Tbilisi (Georgia), Bishkek (Kyrgyzstan)

Hong Kong - Almaty - Moscow (Russia)						
Route	Flight no.	Days of Operation	DEP	ARR	ELPT Time	RT Fare
HKG-ALA	KC930	2, 5	09:40	14:50	16:10	from <b>HK\$3,500</b>
ALA-SVO	KC875		18:55	20:50		
SVO-ALA	KC872	1, 4	09:20	16:50	18:05	
ALA-HKG	KC929		00:15+1	08:25+1		

Hong Kong - Almaty - Tbilisi (Georgia)						
Route	Flight no.	Days of Operation	DEP	ARR	ELPT Time	RT Fare
HKG-ALA	KC930	5	09:40	14:50	18:25	from <b>HK\$4,000</b>
ALA-TBS	KC139		21:55	00:05+1		
TBS-ALA	KC142	1	13:50	19:30	14:35	
ALA-HKG	KC929		00:15+1	08:25+1		

Hong Kong - Almaty - Bishkek (Kyrgyzstan)						
Route	Flight no.	Days of Operation	DEP	ARR	ELPT Time	RT Fare
HKG-ALA	KC930	2, 5	09:40	14:50	11:15	from <b>HK\$5,000</b>
ALA-FRU	KC109		18:00	18:55		
FRU-ALA	KC110	4	19:55	20:45	10:30	
ALA-HKG	KC929		00:15+1	08:25+1		

# Check In Counter in HK Airport & Stations

Hong Kong Airport **T2**

Aisle **P** counter No. 6 – 9

Counter Open Time: 2hr20min prior flight departure

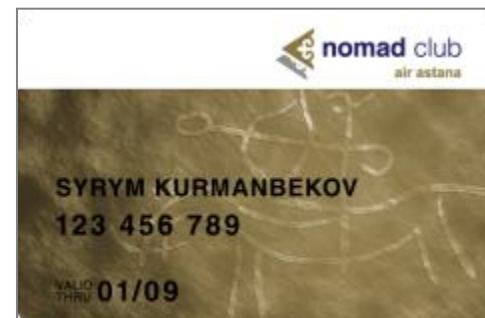
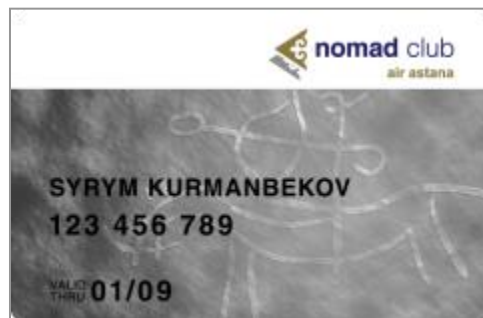
Counter Close Time: 40 mins prior flight departure

MCT Connection: Minimum 1 hour in W1

In Town Check-in Service in **HK** and **Kowloon Station**,  
close at **90 mins** prior flight departs



# Frequent Flyer Program – Nomad Club



Benefits	Blue	Silver	Gold
Enrollment (Flight Point / Segment)	Register	25,000 (30)	50,000 (60)
Membership Validity	1 Year	-	-
Check In Priority	-	Yes	Yes
Extra Baggage Allowance	-	10 kgs	20 Kgs
Bonus Point	-	25%	50%
VIP Lounges Access	-	-	Yes



# Airport Lounge “Shanyrak” 貴賓候機室

- The new dedicated “Shanyrak” Lounge at Astana Airport
- For : Business Class passengers  
Nomad Club Gold  
Silver members



*A wide range of snacks and appetizers*



*Both alcoholic and non-alcoholic beverages*

# Airport Lounge “Shanyrak” 貴賓候機室



**Designer mood lighting creating our small oasis away from the hustle and bustle of the airport.**



# ALMATY & ASTANA

## Stopover Holidays

A new adventure  
from the Heart of  
Eurasia



destination  
Kazakhstan

Stopover Holidays 2014 - 2015

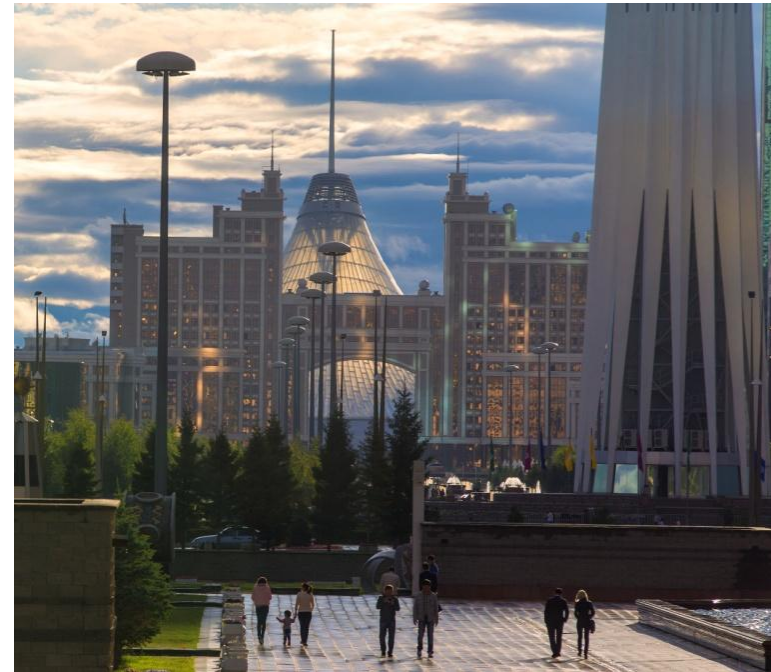


 **air astana**  
Holidays



# Target Markets

- ✓ *Visiting travelers*
- ✓ *Transit travelers*
- ✓ *Special interest travelers*







# Air Astana Stopover Holidays

- 適用之城市: 阿拉木圖, 阿斯塔納  
Applicable destinations: Almaty, Astana

- 適用之客人: 乘坐**Air Astana**往/返/經停阿拉木圖/阿斯塔納之個人或團體旅客  
Applicable customers: Air Astana Passengers – Individual or Group - travelling to, from or via Astana/Almaty only

- 服務包括 **Astana/Almaty Stopovers Service includes:**

1.  包**酒店住宿** ◦ Accommodation in selected hotel/room type
  2.  包**酒店自助早餐** ◦ American or continental buffet-style breakfast
  3.  包**往來機場及酒店接送** ◦ Guided Round-trip transfers between Astana/Almaty international airport & hotel
  4.  **自選: 市內觀光**  
4 hours city tour excursion in Astana/Almaty – optional addition at US\$85 per adult
- ✓ 包所有稅項及服務費 ◦ All local taxes and service charges



# Advantages of Air Astana Stopover Holidays

- ✓ 全年適用，配合每班KC航班 *Everyday Product – arrive on any KC flight*
- ✓ 1人成行 *no minimum group size*
- ✓ 計劃靈活: 第1晚住宿 + 每晚延長住宿  
*Flexible system to construct stopover – building block 1 night + additional night*
- ✓ 價錢俱競爭力 *Market leading prices*
- ✓ **Agency Commission: 10%**

# 酒店住宿 Accommodation

*8 hotels in Astana / 11 hotels in Almaty*

✓ *Range of the hotel from 3\* up to 5\**

✓ *Prices from US\$125 1<sup>st</sup> night – US\$75 additional nights*



<u>Almaty Package</u>		Double/Twin Share per person		Single	
		1st night	Extra night	1st night	Extra night
The Ritz Carlton	★★★★★	\$250	\$200	\$400	\$350
Rixos Almaty Hotel	★★★★★	\$200	\$150	\$300	\$250
Royal Tulip Almaty Hotel	★★★★★	\$175	\$125	\$250	\$200
Rahat Palace Hotel	★★★★★	\$150	\$100	\$200	\$150
Grand Hotel Tien Shan	★★★★	\$150	\$100	\$200	\$150
Kazakhstan Hotel	★★★★	\$150	\$100	\$200	\$150
Kazzhol Hotel	★★★★	\$125	\$75	\$200	\$150
Golden Palace Hotel	★★★★	\$125	\$75	\$150	\$100
Iris Hotel	★★★	\$125	\$75	\$150	\$100
Astra Hotel	★★★	\$125	\$75	\$150	\$100
Hotel Complex Altyn Kol	(Family Resort)	\$100	\$50	\$125	\$75

Price from 01Jan15 – 31Dec15

Please note: all prices are indicated in USD.  
Please refer to current exchange rate at the date of purchase. The price include the round trip airport transfer per 1 person.

酒店入住時間為下午3時，退房為中午12時。  
Hotel check-in at 3PM, check-out at 12 noon.





<u>Astana Package</u>		Double/Twin Share per person		Single	
		1st night	Extra night	1st night	Extra night
Rixos President Astana	★★★★★	\$300	\$250	\$480	\$430
Marriott Hotel Astana	★★★★★	\$300	\$250	\$480	\$430
Radisson Hotel	★★★★★	\$300	\$250	\$480	\$430
Park Inn Hotel	★★★★	\$200	\$150	\$300	\$250
Hilton Garden Inn Astana	★★★★	\$200	\$150	\$250	\$200
Comfort Hotel Astana	★★★★	\$200	\$150	\$250	\$200
King Hotel Astana	★★★★	\$150	\$100	\$200	\$150
Kazzhol Hotel Astana	★★★★	\$150	\$100	\$200	\$150

Price from 01Jan15 – 31Dec15

Please note: all prices are indicated in USD.  
Please refer to current exchange rate at the date of purchase. The price include the round trip airport transfer per 1 person.

酒店入住時間為下午3時，退房為中午12時。  
Hotel check-in at 3PM, check-out at 12 noon.

# 接送 Transfer

- **Air Astana**航班抵達時，導遊將於機場手持客人名牌等候; 於回程日，導遊將在協定之接送時間，於酒店接待處等候客人。  
The guide will wait at the airport upon arrival of the Air Astana flight with a personalized name board; upon departure the guide will be waiting at the hotel reception desk at earlier agreed time.
- **車種 Car Type:**  
私家車或巴士，視乎客人數目。  
Private car or sit-in coach depending on number of passengers

# 市內觀光 City Tours (Optional)

- **USD85**
- **語言Language:** 英語English / 俄語Russia
- **時間Duration:** 4小時 hours
- **地點Venue:** 於酒店上落車。客人可決定出發時間。  
Pick up & drop off at hotel.  
Pick up time is based on passenger's requirement.
- **適用期間Availability:** 全年適用 All year-round valid
- **人數 Group size:** 個人或團體旅客適用  
from individual to group travellers





# 市內觀光 City Tours (Optional)

## 阿斯塔納市內觀光 **ASTANA CITY TOUR**

- Nazarbayev Centre (visit)
- Astana Tower
- Saltanat Sarayi
- Capital Circus (Stolichniy Cirk)
- Triumph of Astana (Triumph Astany)
- Diplomatic City (Diplomaticheskij Gorodok)
- Arai Park
- Independence Square (Ploshad Nezavisimosti)
- Hazret-Sultan Mosque (Mechet Hazret-Sultan) (visit)
- Triumph Arc (Triumphalnaya Arka)
- Sport Complexes: Alau Ice Palace (Ledoviy Dvorec Alau), Astana Arena Football Stadium (Footbolniy Stadion Astana Arena), Sary-Arka Cycle Track (Velotrek Sary-Arka)
- Nur-Astana Mosque (Mechet Nur-Astana)
- Round Square (Kruglaya Ploshad)
- Water-Green Bulvar (Vodno-Zeleniy Bulvar)
- Baiterek Monument (Monument Baiterek) (visit)
- Khan Shatyr Shopping and Entertainment Centre (Torgovo-Razvlekatelniy Centr Khan Shatyr) (visit)
- Valentines Park (Park Vlublennyh)
- Duman Entertainment Centre (Razvlekatelniy Centr Duman)
- Capital Park (Stolichniy Park)
- Old Square (Staraya Ploshad)
- Esil River Quay (Naberejnaya Reki Esil)



## 阿拉木圖市內觀光 **ALMATY CITY TOUR**

- President Residence Palace (Rezidencia Prezidenta)
- Central National Museum (Centralniy Gosudarstvenniy Musey) (visit)
- Republic Square (Ploshad Respubliki)
- Monument of Independence (Monument Nezavisimosti)
- Opera and Ballet Theatre named after Abai (Teatr Opery I Baleta imeni Abaya)
- 28 Panfilov Guardsmen Park (Park 28-mi Gvardeycev-Panfilovcev)
- Saint Voznesenskiy Cathedral (Svato-Voznesenskiy Kafedralniy Sobor) (visit)
- Museum of National Instruments (Muzej Nacionalnyh Instrumentov) (visit)
- Green Bazaar (Zeleniy Bazar) (visit)
- Abai Square (Ploshad Abaya)
- Medeu – mountains ice-skating rink and site-seeing area (visit)



# Mountain Biking & Trekking Tours (Optional)

## 越野單車 / 行山遊

- US\$100 pp
- 人數 Minimum group size: 2
- English speaking guide included
- 時間Duration: Full Day
- Mountain Biking in **Assy Mountain Valley**: Apr-Oct 2015
- Trekking in **Small Almaty Gorge to Tuyuksu Glacier**: Apr-Oct 2015



# FREE Almaty City Cycling Tour 市内單車遊

- Simply book Air Astana Stopover Program to enjoy a 3-hour cycling tour to the city's top sites & attractions.
- Bike rental, English speaking guide included
- **NO** minimum group size
- Available: **Apr-Oct 2015**





# FREE Almaty Ski Promotion 滑雪之旅

- 1<sup>st</sup> day **free**; additional days US\$50 per day

Almaty ski promotion includes :

- Gondola ride from Medeo to Shymbulak in both direction
- Full day Pass of :
  - Ski Lift Pass from Shymbulak valid on all lifts
  - Rental of ski equipment (Skis. Poles. Boots/Snowboard.)
- Available: **Dec 2014 - 31 Mar 2015**



## Contact in Hong Kong

Commercial Manager – Hong Kong & Macau

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**Ms. Cary Wong**

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[www.airastana.com](http://www.airastana.com)

歡迎乘搭 air astana!

