

The Economic Impact of (Covid-19) Crisis on International Umrah Sector

Table of contents

Introduction	1
Pakistan	3
Indonesia	4
India	5
Malaysia	6
Algeria	7
Turkey	8
Egypt	9
Jordan	10
Iraq	11
Sudan	12
Rest of the worlds	13
Total economic impact globally	14
About the research data model	15
Now you can contribute to the future development of the Umrah sector	16
About Safa	17

Introduction

The global hospitality industry has been ravaged by COVID-19, the umrah sector is no different. There is a need to measure the size of the economic impacts on the umrah sector collectively from private sector to government institutions. While many would agree at looking backwards to compare the current market environment prior to COVID-19, We at Safa prefer to look forward - trying to tackle the tough issues weighing on our collective minds.

How deep would the level of disruption is.

How long would the disruption last.

How we can shape together the recovery of the sector.

The aim of this report is to understand the effected numbers in the umrah market sector between destinations. This is especially relevant, as some markets are affected economically higher in terms of net revenue losses.

Considering the sensitivity nature of the umrah sector and how it touches the lives of Muslims globally. It is a collective responsibility for every player to contribute the quick recovery of this blessed sector, therefore it is paramount to formulate a clear recovery road map together from every player involved in the umrah industry.

To kick start this important initiative, we have put together this report which measure the current and future challenges facing the umrah market in numbers, followed by a series of comprehensive reports for each sector.



Pakistan

Decrease in Umrah Travelers Volume



946,080
Motamer

Affected Jobs



6,350
Job

Lost income for travel agents



189 Million
SAR

= 50 Milion Dollar

Lost income for government taxes and fees



218 Million
SAR

= 56 Milion Dollar

Airlines losses in Pakistan



795 Million
SAR

= 211 Milion Dollar



Indonesia

Decrease in Umrah Travelers Volume



312,650
Motamer

Affected Jobs



10,710
Job

Lost income for travel agents



94 Million
SAR

= 25 Milion Dollar

Lost income for government taxes and fees



186 Million
SAR

= 49 Milion Dollar

Airlines losses in Indonesia



488 Million
SAR

= 130 Milion Dollar



India

Decrease in Umrah Travelers Volume



305,256
Motamer

Affected Jobs



11,800
Job

Lost income for travel agents



107 Million
SAR

= 28 Million Dollar

Lost income for government taxes and fees



286 Million
SAR

= 76 Million Dollar

Airlines losses in India



244 Million
SAR

= 65 Million Dollar



Malaysia

Decrease in Umrah Travelers Volume



107,224
Motamer

Affected Jobs



3,500
Job

Lost income for travel agents



129 Million
SAR

= 34 Million Dollar

Lost income for government taxes and fees



180 Million
SAR

= 48 Million Dollar

Airlines losses in Malaysia



161 Million
SAR

= 42 Million Dollar



Algeria

Decrease in Umrah Travelers Volume



260,599
Motamer

Affected Jobs



3,000
Job

Lost income for travel agents



91 Million
SAR

= 24 Million Dollar

Lost income for government taxes and fees



110 Million
SAR

= 29 Million Dollar

Airlines losses in Algeria



130 Million
SAR

= 34 Million Dollar



Turkey

Decrease in Umrah Travelers Volume



185,845
Motamer

Affected Jobs



3,000
Job

Lost income for travel agents



93 Million
SAR

= 24 Million Dollar

Lost income for government taxes and fees



131 Million
SAR

= 34 Million Dollar

Airlines losses in Turkey



223 Million
SAR

= 59 Million Dollar



Egypt

Decrease in Umrah Travelers Volume



195,942
Motamer

Affected Jobs



4,500
Job

Lost income for travel agents



52 Million
SAR

= 13 Million Dollar

Lost income for government taxes and fees



101 Million
SAR

= 27 Million Dollar

Airlines losses in Egypt



206 Million
SAR

= 54 Million Dollar



Jordan

Decrease in Umrah Travelers Volume



112,548
Motamer

Affected Jobs



2,000
Job

Lost income for travel agents



2 Million
SAR

= 450,192 Dollar

Lost income for government taxes and fees



14 Million
SAR

= 3 Million Dollar

Airlines losses in Jordan



70 Million
SAR

= 18 Million Dollar



Iraq

Decrease in Umrah Travelers Volume



141,290
Motamer

Affected Jobs



2,000
Job

Lost income for travel agents



42 Million
SAR

= 11 Million Dollar

Lost income for government taxes and fees



54 Million
SAR

= 14 Million Dollar

Airlines losses in Iraq



119 Million
SAR

= 31 Million Dollar



Sudan

Decrease in Umrah Travelers Volume



169,598
Motamer

Affected Jobs



1,500
Job

Lost income for travel agents



17 Million
SAR

= 4 Million Dollar

Lost income for government taxes and fees



23 Million
SAR

= 6 Million Dollar

Airlines losses in Sudan



154 Million
SAR

= 41 Million Dollar



Rest of the worlds

Decrease in Umrah Travelers Volume



784,000
Motamer

Affected Jobs



20,000
Job

Lost income for travel agents



1,4 Billion
SAR

= 390 Million Dollar

Lost income for government taxes and fees (Excluding Saudi Arabia)



1,8 Billion
SAR

= 495 Million Dollar

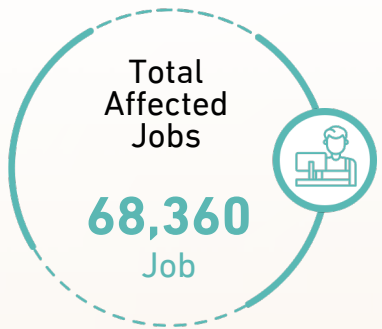
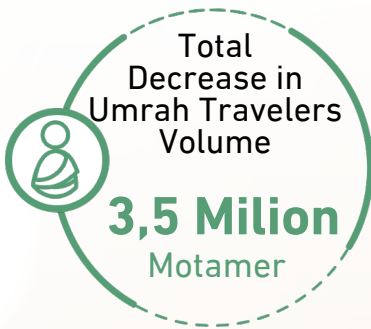
Airlines losses exculding SV, XY, F3



3,4 Billion
SAR

= 910 Million Dollar

Total economic impact globally (Excluding Saudi Arabia)



Total Losses

Travel
agents



2,2 Billion
SAR

= 587 Million Dollar

Airlines



6,3 Billion
SAR

= 1,68 Billion Dollar

Government
taxes and fees



3,1 Billion
SAR

= 826 Million Dollar

Data implementation and analysis:

- The Safa Company team for Hajj and Umrah technology.

About the research data model:

- Loss of numbers was calculated compared to the previous season and percentages of the average annual increase / decrease.
- Measuring the affected jobs was done according to the number of industry players working in the field of Umrah in each country of different types (main agent - sub-agent – marketer (Excluding Saudi Arabia).
- Government Taxes include value added on Packages - airline ticket - land, sea and air port fees.

Next report:
Analysis of the Umrah Hotel Sector -
Future challenges

**Now you can contribute
to the future development of the
Umrah sector.**

Your opinion matters !

**Minutes of your time make
the difference**

www.safavisa.com/reports

**A series of reports and opinion polls
are available on your account
at the Safa Business Platform**

About Safa

Safa Soft. was established in 2008 to be a digital platform specializing in destination management and focuses primarily on Hajj and Umrah solutions that improve the Hajj and Umrah experience and facilitate integration between local platforms in source countries and the Kingdom of Saudi Arabia digital platforms in all related sectors.

Safa Soft is a solution provider for many travel agents and other industry players in Umrah sector, such as hotels and transporters, in addition to government agencies in several countries, when Umrah operators in Saudia using (SAFALIVE) product to control the operation process from airport to airport, Travel agenets start using (Safa Business) to manage package sales, Safa merged all system in (Safa Online Platform), which facilitates E-reservations between supply and demand, creating a digital networking platform B2B between Umrah agencies, hotels and airlines, and helping Umrah agencies to facilitate individual reservations.

Through the huge data that has been formed during the past twelve years in this market, Safa is currently working with its partners to raise the level of financial revenues and help raise the level of demand and occupancy rates as it works with them to improve income management in proportion to the seasons.

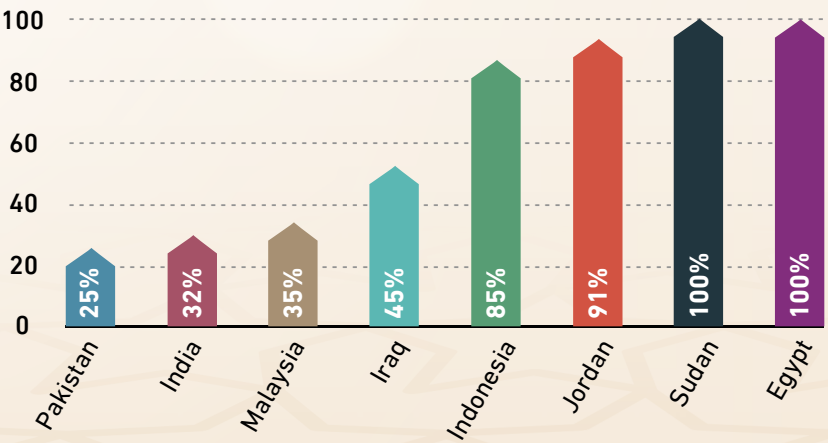
Safa in numbers:

- Processing more than 12 million Umrah visas over the past 10 years.
- Managing reservations for more than 5,000 Umrah agents in 31 countries around the world.
- Main offices in Saudi Arabia, Egypt, Sudan, Indonesia, Malaysia, Pakistan, India and and UK.
- Safa works with 600 hotels in Makkah and Madinah.
- Safa works with 25 hotel marketing companies

Safa also facilitates service providers' access to the global market from the guests of the Two Holy Mosques and works with them to facilitate procedures and adapt to new regulations in all countries.

The company, through its relations with the hospitality and aviation sector offers the best deals to its Umrah partners around the world with high flexibility in terms of payment, cancellation and quality control of the service provided as agreed. It is also working on insurance services for these reservations with the licensed authorities in this sector.

Service Coverage in some countries





Saudi Arabia

Prince Sultan Rd, 3th floor, Sabah Center

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Egypt

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Maadi - Cairo

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Indonesia

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