



aquamarine

# Oman Waterpark

Investment Proposal

November 2020

# Seek insight. Shape the world.

Welcome to Aquamarine.

We are specialists in developing bespoke experience destinations. Our vision is to enrich lives and places by creating ecosystems and immersive experiences that move the world forward.

We combine global market knowledge and local understanding with technical expertise and imagination, to create successful, sustainable, profitable, and engaging developments.

With our clients, we create world-leading spaces, biomes and developments designed to bring the wonder of our natural environment to people around the world in a unique and memorable way, and provide special spaces for people to live, work and play. We bring these to life through our global network of specialist consultants offering world-leading design, architecture, specialist construction, engineering, project management and operational expertise.



# Design for better lives

At Aquamarine, we design, build and operate natural experience destinations, such as oceanariums, botanical gardens, adventure parks, waterparks and many other developments.

From Auckland to Moscow, Jakarta to Ohio and Mysore to Panama, our specialist teams' concept, design, build and manage memorable and successful experience businesses, each one tailored to the community it exists within.

Beautiful things happen when people collaborate, connect with each other, and connect with nature.

When these principles are placed at the core of how we see and create experience destinations and built environments, it forms the basis from which to create enriching, rewarding and sustainable spaces for people to live, work and play.

# Our work

We start with a vision, and work back from there, creating insightfully customised solutions that meet objectives, and meet demand.

Our projects span diverse sectors; with a focus on immersive experiences that are sustainable and memorable. Our expertise is in thoughtfully incorporating natural biomes into human entertainment and living environments – connecting people to experiences of our world in whatever form suits the brief. Whether it is sustainable resorts or unique hotels, tourism-based projects, botanical gardens and landscaped parks, amusement parks, retail malls or family entertainment centres, oceanariums, aquariums and waterparks, or large-scale destination projects incorporating a range of attractions.

Whatever unique aspects a project may hold, an understanding of how people live, how they like to be entertained, and how to build and deliver to this within a sustainable business model is our specialization.

# Global Experience

Since 1973 Aquamarine has been involved in many major developments across the world. Pioneers in the field, we have conceptualised, designed, constructed and managed over a 1000 projects. Below is a summary of our most recent projects.

## Russia

|           |  |               |
|-----------|--|---------------|
| 2019-2022 | Lukoil Apartments                          | Kogalym       |
| 2019-2022 | Philosophers Stone Apartments              | Kogalym       |
| 2018-2022 | Galactika Park                             | Kogalym       |
| 2018-2022 | Yaranga Botanical Garden                   | Kogalym       |
| 2018-2022 | Galactika Mall Extensions                  | Kogalym       |
| 2013-2016 | Galactica Entertainment and Sports Complex | Kogalym       |
| 2007      | Primorsky Oceanarium                       | Vladivostok   |
| 2006      | Neptune Aquarium                           | St Petersburg |

## South Korea

|           |                     |         |
|-----------|---------------------|---------|
| 2018-2020 | Daejeon Aquarium    | Daejeon |
| 2015      | Blue Hotel Aquarium | Incheon |

## New Zealand

|           |                      |          |
|-----------|----------------------|----------|
| 2018-2020 | Tauranga Aquarium    | Tauranga |
| 2017-2018 | Stonefields Aquarium | Auckland |
| 2017      | National Aquarium    | Napier   |

## Monaco

|           |                          |        |
|-----------|--------------------------|--------|
| 2018-2020 | Jesse's Jungle Childcare | Monaco |
|-----------|--------------------------|--------|

## Peru

|           |               |      |
|-----------|---------------|------|
| 2015-2020 | Lima Aquarium | Lima |
|-----------|---------------|------|

## Paraguay

|           |                 |        |
|-----------|-----------------|--------|
| 2015-2020 | Itaipu Aquarium | Itaipu |
|-----------|-----------------|--------|

## North Korea

|      |                 |        |
|------|-----------------|--------|
| 2012 | Wonson Aquarium | Wonson |
|------|-----------------|--------|

## Mexico

|           |                    |           |
|-----------|--------------------|-----------|
| 2015-2020 | Los Cabos Aquarium | Los Cabos |
| 2015-2020 | Cancun Oceanarium  | Cancun    |

## Turkey

|           |                        |          |
|-----------|------------------------|----------|
| 2010-2014 | EMAAR Discovery Center | Istanbul |
| 2009      | Turkuzoo Aquarium      | Istanbul |
| 2008      | Antalya Aquarium       | Antalya  |

## India

|           |                              |           |
|-----------|------------------------------|-----------|
| 2018-2019 | Gujurat Oceanarium           | Ahmedabad |
| 2017-2018 | VGP Marine Kingdom           | Chennai   |
| 2017      | Gun House Restaurant and Bar | Mysore    |

## United Arab Emirates

|           |                           |       |
|-----------|---------------------------|-------|
| 2017-2018 | EMAAR Dubai Mall Aquarium | Dubai |
| 2013-2016 | EMAAR Dubai Mall Aquarium | Dubai |

## Panama

|      |                 |             |
|------|-----------------|-------------|
| 2017 | Panama Aquarium | Panama City |
|------|-----------------|-------------|

## Thailand

|      |                         |           |
|------|-------------------------|-----------|
| 2017 | Phuket Aquarium         | Phuket    |
| 2012 | Jomtien Aquarium        | Jomtien   |
| 2007 | Chiang Mai Zoo Aquarium | Chang Mai |

## Vietnam

|      |                   |           |
|------|-------------------|-----------|
| 2016 | Son Tra Aquarium  | Da Nang   |
| 2007 | Vinpearl Aquarium | Nga Trang |

## Malaysia

|      |                              |                  |
|------|------------------------------|------------------|
| 2019 | Bidong Island Botanical Park | Kuala Terengganu |
| 2015 | Elephant Wildlife Park       | Kuala Lumpur     |
| 2012 | Genting Highlands            | Pahang           |

## Saudi Arabia

|      |                       |      |
|------|-----------------------|------|
| 2014 | Tiaf Childrens Center | Tiaf |
|------|-----------------------|------|

## United States of America

|      |                              |            |
|------|------------------------------|------------|
| 2012 | Port Huron Aquarium          | Port Huron |
| 2012 | Eleven Times Square Aquarium | New York   |
| 2011 | Greater Cleveland Aquarium   | Cleveland  |

## Malta

|      |                |       |
|------|----------------|-------|
| 2012 | Malta Aquarium | Malta |
|------|----------------|-------|

## Iran

|      |                   |        |
|------|-------------------|--------|
| 2012 | TAT Mall Aquarium | Tehran |
|------|-------------------|--------|

# A global team

Aquamarine consists of a bespoke group of highly specialised individuals located in New Zealand, Russia, and South Africa. This global approach gives Aquamarine the ability to implement projects across international borders with ease.



Nicholas Traviss

↳ Aquamarine, Owner/Director

## Our New Zealand based personnel are as follows:

Principal Director, Architecture and Creative Management:  
Finance and Operations Manager:  
Cultural Sociologist:

Nicholas Traviss  
Lizzie Traviss  
Dr Olga Suvorova

## Our South African based personnel are as follows:

Project Leader and Interior Designer:  
Graphic Designer and Marketing:  
Project BIM Lead:  
Senior Draughting Team Member:  
Draughting Team Members:

Suzanne Burger  
Nicolas Burger  
Cecilia van der Merwe  
Amoré Strauss  
Hendrik Saaiman  
Kristi van Heerden  
Julie-Anne Porter

## Our Moscow based personnel are as follows:

General Manager and Administration:  
Researcher in social anthropology, applied anthropology:  
Senior Russian Regulatory Architectural Designer:  
Interior Designer:  
Construction Engineer:  
Mechanical Engineer:  
HVAC Project Engineer:  
Plumbing Project Engineer:  
Electrical Project Engineer:  
Low Current Systems Project Engineer:  
Fire Systems Engineer:

Maxim Belyanin  
Alevtina Borodulina  
Olga Petrova  
Anna Tarasova  
Zeynel Burak Ayhan  
Hakan Dilan  
Yana Grigoryeva  
Alexander Arsenyev  
Alena Sishenek  
Aleksai Shukalovich  
Evgeniy Salakhov

## Our St Petersburg based personnel are as follows:

Project manager:  
Construction and special systems:  
LSS Engineering systems and Building engineering systems:  
Preparation of documentation, drawings:  
Multifield specialist in plants of different climatic areas:  
Specialist in tropical and subtropical plants, open ground plants:  
Specialist in aquatic plants:  
Decorator-artist Artificial landscapes:  
Specializes in large fish farming systems and exhibit aquariums:  
Specializes in desert species, turtles, lizards and crocodiles:  
Reptiles. Specializes in snakes and lizards:  
Ornithologist and practicing veterinarian:  
Aquarist (LP-Group) Specialist in amphibians, chameleons and lizards. Saint-P Oceanarium Aquarist:  
Buttefly specialist:  
Butterfly and Insect Specialist:  
Insect and snail specialist:

Vladimir Glizer  
Evgeny Kushchenko  
Sergey Ivanov  
Dmitry Ralov  
Sergey Grishchenko  
Irina Kozlova  
Sergey Chubarov  
Dmitry Gorbatovsky  
Andey Oppolitov  
Yuri Menshikov  
Vladimir Charlin  
Ekaterina Alekseeva  
  
Igor Grutsky  
Evgeny Korotkevich  
Nikolay Kotov  
Irina Garina



↳ Exploring how to bring a botanical garden to life in this remote sub-arctic landscape, and the challenges of building in this environment, we knew we needed to develop something special and truly unique.



Case study →

# Yaranga Gardens Kogalym, Russia

Yaranga Gardens started off with a single phone call. One hand-drawn sketch and an email later, the project was in full swing. Taking full advantage of strong trust and a collaborative relationship with our client, we were able to move things very quickly, sharing ideas informally with agile response and open dialogue.

Yet the strictest rigour was still applied before moving concepts forward. While operational manuals may seem at first like something that belongs further into the process, we see it as a crucial step in the early concept phase. Understanding operational intentions deeply informs concept and design. Considerations as granular as staffing numbers, intended capacity and activities to be included are all interdependent, affecting everything from concept feasibility to architectural design and everything in between. When designing an environment that holds a myriad of living creatures, it becomes all the more important, requiring conversations with aquarists, biologists, curators and other experts as early in the project as possible to ensure the wellbeing of all life within is front and centre.

Proper preparation is vital to ensure the speed at which a project can become fully operational (and thus profitable). It is also vital to avoid failure in the duty of care for wildlife, which is an ethical responsibility in developing any natural habitat display.

Total Building Area: 20,000 m<sup>2</sup>

Plant species: 400+

Reptile species: 16

Insect and mollusk species: 15

Amphibian species: 8

Bird species: 7

## Design and engineering

Not simply architectural, for entertainment destinations, design and engineering have many facets to consider. From visitor journey creation and storytelling, to materials and structural elements, to environmental requirements to support living habitats, all of this is developed within the parameters of the overall concept and intention.

A project thrives when the partners we engage bring the same level of enthusiasm for innovation to the table that we do.

## Services

### Developed design

The Preliminary Design is refined, ideas are tested, and the shape of the final design is. We will make recommendations for the design of details, and the use of materials, that reinforce the vision for the project.

We think about priorities in terms of time, quality, and cost. While it is difficult to predict the final cost of a building, we identify all potential costs and will form an estimate based on that knowledge.

At the conclusion of Developed Design, the building is sufficiently defined to give a clear understanding of the scope of work, costs and the architectural look and feel.

### Detailed design

We prepare detailed working drawings, specifications and other documents for pricing, construction & compliance purposes. This includes construction details, materials, components, systems, and finishes.

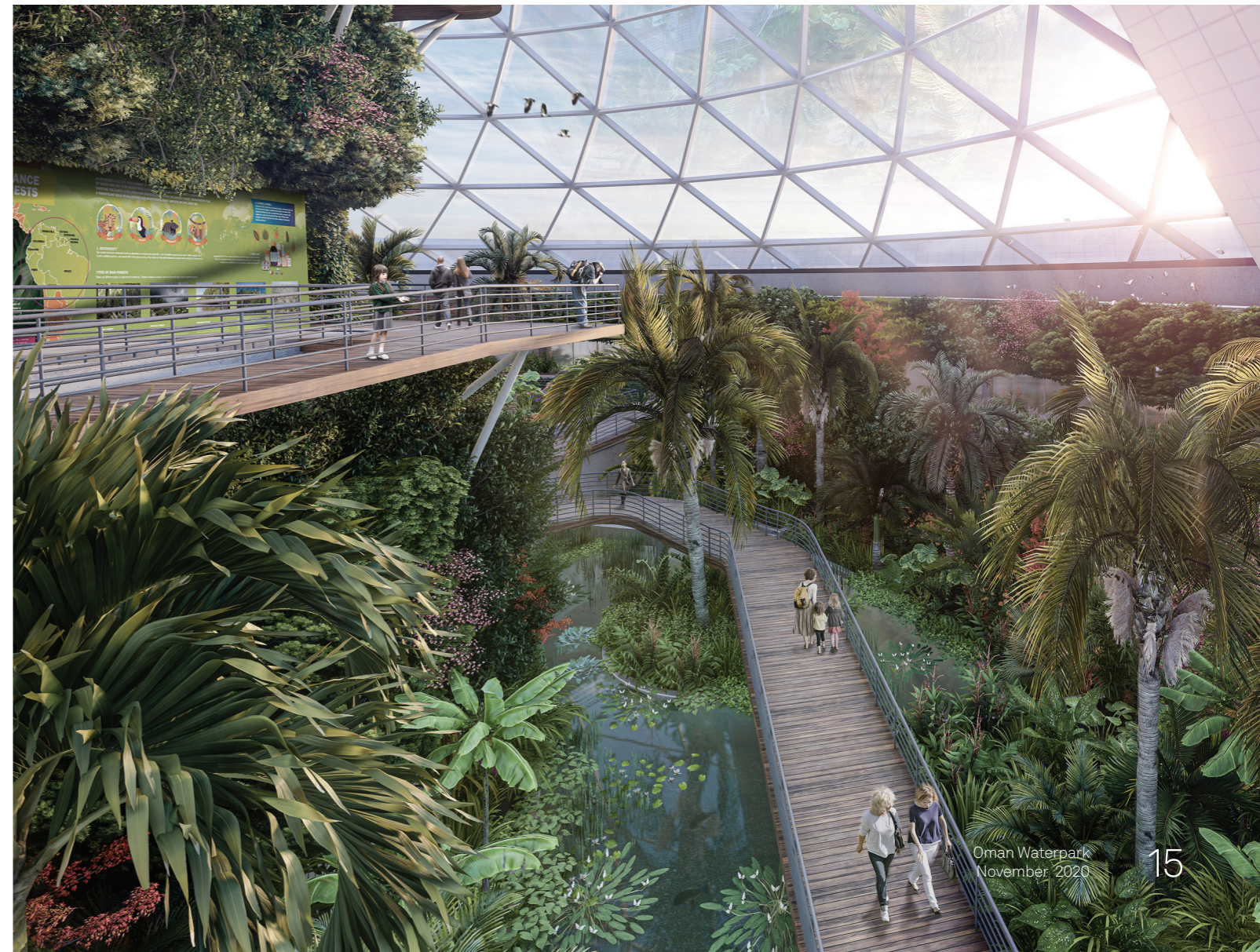
This advances the design of the project to a level of detail that allows a construction contractor to assess the full scope of the project, and so that all parties can understand how the components of the project come together.

This documentation forms the basis for tendering and negotiation with a construction contractor

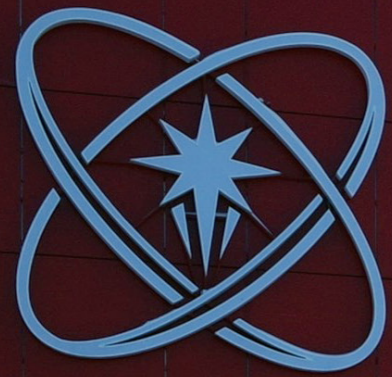
Our thorough documentation ensures a high quality of work and allows us to maintain control over costs and design outcomes during construction.

### Specialty engineering

Our construction drawings are more than just blueprints, they detail every step of the building process – from cost estimating to energy consumption.







# ГАЛАКТИКА



↳ Building a stronger hub for the Kogalym community, Galactika Sports and Cultural Complex offers locals opportunities for connection, recreation and learning.



Case study →

# Galactika Kogalym, Russia

Our largest project to date, the Galactika Family Entertainment Centre in Kogalym, Russian Federation, offered up many challenges during construction. Not least, creating tropical habitats in a sub-arctic climate and ensuring safe and smooth delivery of living creatures into a relatively remote region of the world far from their typical environments

Among the eventful experiences of the project, was our first site visit made at a frosty -47° – a telling sign of the conditions in which construction would take place. We worked closely with our main contractors, and had supervisors on the ground on-location, enabling us to advise on and resolve issues promptly.

Long-term commitment is part of our approach – and a complimentary audit at Galactika three years after completion ensured we could not only uncover and correct any defects, but that we learn from each process and ensure confidence in results.



## Operations

Where all the hard work of good feasibility planning comes to fruition. Successful operational management of an entertainment centre is a complex equation of elements, from back of house functions, systems and processes, ticketing and productisation, to staffing considerations and the visitor experience, to visual design, flow and utilisation of a space. With living habitats added to the mix, animal wellbeing and mortality rates are crucial considerations. With so much to think about, this is why end-to-end planning is crucial from the very first stage of any concept. Fortunately, operational success is not a 'lock and leave' function – and we see it as something that can be continually reviewed, improved and optimised – particularly as situations and contexts shift and change in the surrounding environment and community.

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Total Building Area: 38,000 m<sup>2</sup>  
 Visitors Per Week: 15,500  
 Retail Shops: 39  
 Entertainment Attractions: 14  
 Program: 36 months

## Services

### Animal procurement

Where we procure the inhabitants within our projects from is an important decision. We strive to practice sustainable collection, using only the best and most trustworthy partners. We preplan every step to ensure the collection, holding, shipping, customs clearance, and final transport all run smoothly.

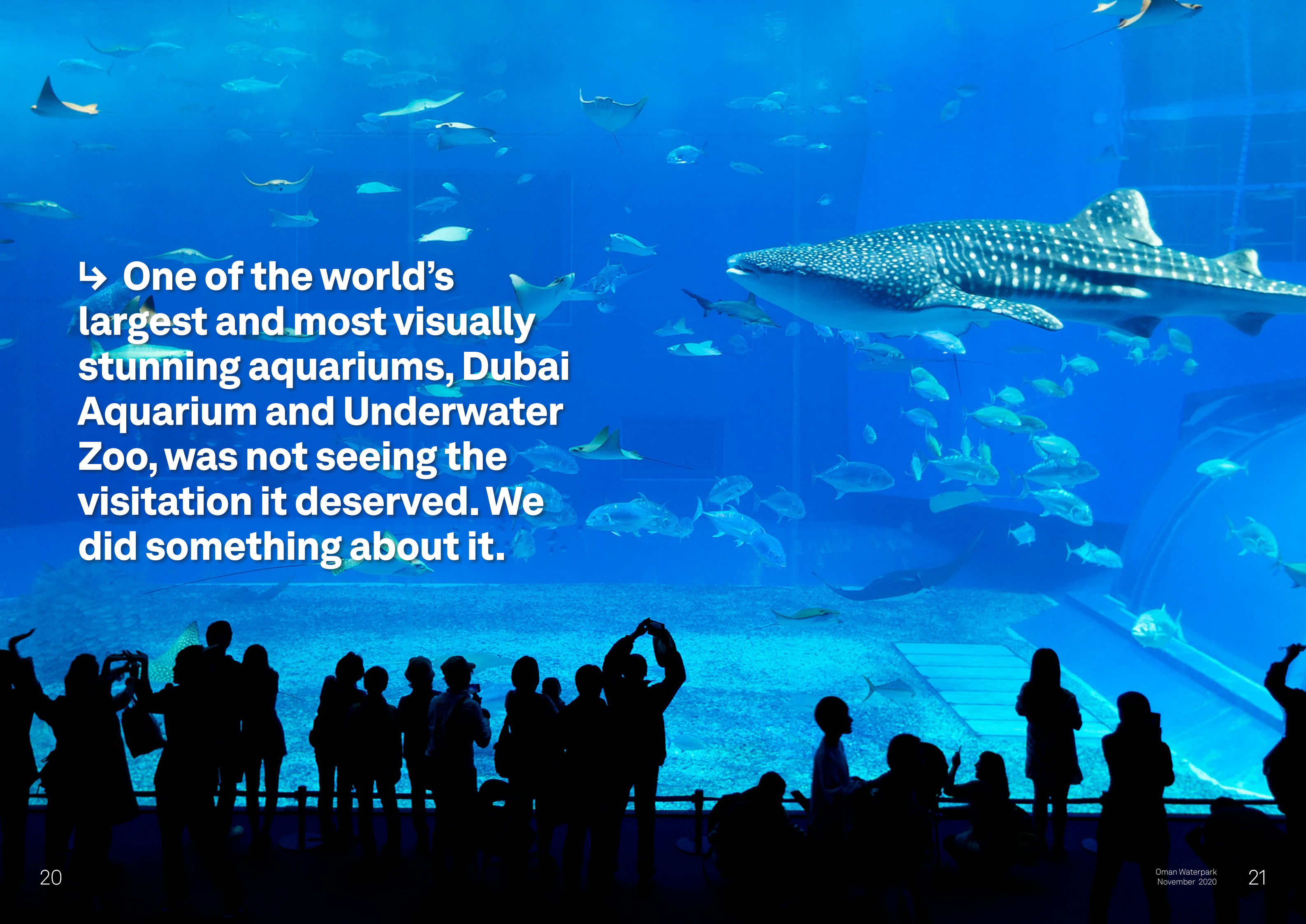
### Branding

Driving attendance and revenue is key. We can assist in the design and establishment of your brand – including naming and logo design – advertising, merchandising, online communications, sales operations, event sales, and corporate partnerships. We excel in assessing and leveraging audience insight to drive brand awareness and experience.

### Operations and management

We provide you with the tools to maintain top quality facilities that are second to none. We do this by aligning the project with objectives, goals, and operational plans, defining specific roles for accountability, developing systems to monitor and improve practices and procedures, and developing measurable objectives. This can range from writing Operations and Management manuals, advising on marketing and promotion activities, organizing staff training, or selecting a General Manager.





↳ **One of the world's largest and most visually stunning aquariums, Dubai Aquarium and Underwater Zoo, was not seeing the visitation it deserved. We did something about it.**

Case study →

# Dubai Aquarium and Underwater Zoo, Dubai, United Arab Emirates

In 2013 after a shared tender process during which we were invited to take over management, we began a management contract. We were tasked to increase visitation to the aquarium, with a target set to achieve over 650,000 visitors per year.

Located in Dubai Shopping Mall, and despite an impressive viewing tank visible to most of the mall's 65 million annual shoppers, the underwater zoo was failing to convert these into paying customers to the main aquarium, which was upstairs and out of sight.

To begin, we undertook a comprehensive review of the overall structure and customer experience. Establishing that accessibility was an issue, we shifted the queuing and ticketing function to sit by the large viewing tank, creating a visible and accessible entrance, inviting people into the main upstairs attraction.

Along with improving and adding several exhibits, we also rationalized the customer journey. Leading people in a route around the main viewing window, through the tunnel, then upstairs through the main exhibits to exit via a gift shop, we created a pathway that built continuity through the experience and provided a sense of discovery.

Crucially, we also played a role in helping to improve the wellbeing of fish in the aquarium, bringing the necessary knowledge and practice to enhance the tank habitats, and decrease fish mortality in the process.

Within the first year of completing works, aquarium visitation increased to 1.2 million, well above client expectations.

Following this success, our services were once again enlisted by EMAAR in 2018. Appointed to implement a revised marketing plan, we were tasked to ensure that potential visitors, domestic and international, are aware of the aquarium, instill a desire to come to Dubai and make Dubai Mall and the aquarium a "must-see" when they do visit the city.

Aquamarine integrated this plan with existing marketing of the Dubai Mall Aquarium, Dubai Mall and Dubai Tourism Vision 2020.


This project was the start of a collaborative consulting partnership with EMAAR, leading to our appointment to design the EMAAR Aquarium and Underwater Zoo in Istanbul.

Annual visitors: 1,100,000

Increase in visitation: 103.7%

Above client expectations: 69.2%



A large shark is swimming in an aquarium tank, surrounded by many smaller fish. The tank is filled with water and has a curved glass viewing area. The background shows a sandy bottom with some coral and rocks.

↳ One of the world's largest aquariums, TurkuaZoo brings the underwater world closer than ever before to the Turkish people and Istanbul's tourists.



Case study →

# Turkuazoo - Istanbul Aquarium

A stalwart for marine conservation and tourism, Turkey's first public aquarium continues to inspire with underground wonder. It is now Sea Life Istanbul Aquarium, which is owned by Merlin Entertainments Group.

Set over 8,500 m2 within the Forum Istanbul Shopping Mall, Turkuazoo's two-story underground aquarium has continued to be a major attraction for Istanbul since its opening in 2009. A pioneering feat in the Turkish market, Turkuazoo has since earned 'Superbrand' status from the Superbrands Council of Turkey in 2012 and a 'Certificate of Excellence' by TripAdvisor in 2013.

One of the world's largest aquariums, Turkuazoo brings the underwater world closer than ever before to the Turkish people and Istanbul's tourists.

With 7 million litres of water housing over 15,000 sea creatures from 1,000 different species, we designed Turkuazoo's 21 thematic zones to offer a comprehensive ocean experience from the seashore to the seabed. With differing sea environments accurately replicated, visitors can be transported between the likes of the deep Mediterranean, tropical reefs, shipwrecks, and the rainforest.

Total building area: 8,500 m<sup>2</sup>

Program: 15 months

Exhibits: 32



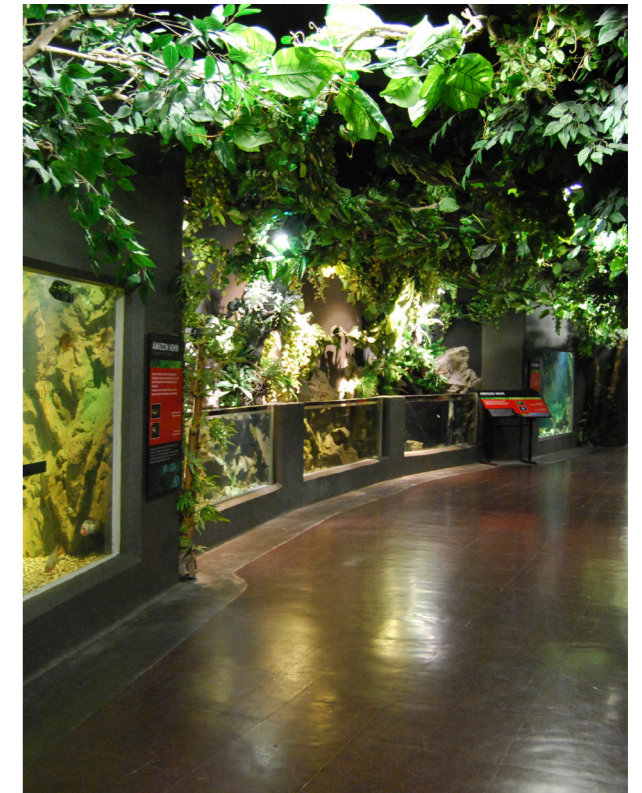
With over 40 exhibits visitors can marvel at Europe's largest collection of sharks, be educated about marine conservation efforts at a turtle rehabilitation facility or partake in sensory play at the rockpool display.

Unique to Turkuazoo is its 83-meter long conveyor we developed that transports visitors through the longest underwater tunnel in Europe. Benefiting from 270-degree panoramic viewing, visitors receive an unprecedented underwater journey along the ocean floor and beneath some of the oceans most awe-inspiring creatures that swim overhead.

With many other activities such as fish feeding and diving with sharks, Turkuazoo is a family-friendly experience that is fun for kids as well as adults.

Within its first 5 months of operation, Turkuazoo welcomed over 500,000 people through its doors. Acquired by the Merlin Entertainment Group in 2013, Turkuazoo has since transitioned to the SEA LIFE brand, now officially SEA LIFE Istanbul Aquarium.

With continued success, Merlin Entertainment have reported that there have been 60 million visitors to the aquarium since its opening in 2009.





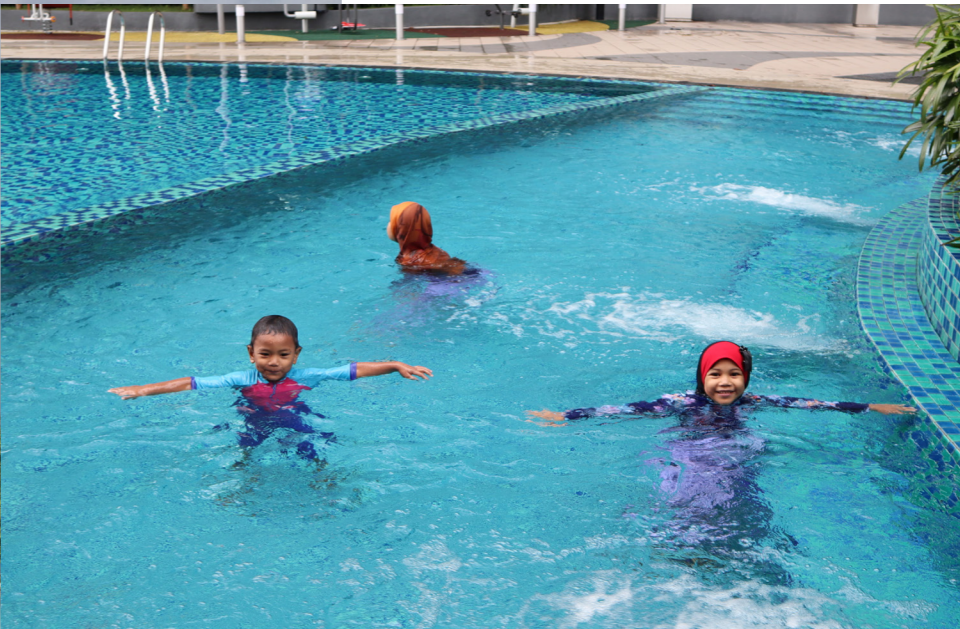
# ↳ Oman Waterpark

Aquamarine proposes to develop a world-class Waterpark at Muscat in Oman.

We propose to have over 32 slides and attractions including a whole zone dedicated to little water adventurers and adrenalin pumping action on some the tallest and fastest water rides in the world, using some of the best modern water filtration equipment.

Aquamarine also proposes that this will be an Oasis with Wedding Hall, Resorts, Thalassotherapy, Botanical Gardens, Private Villas and Snorkelling Lagoon with Underwater viewing tunnel.

This will be Oman's biggest and best water theme park and home to a never-before-seen range of slides and attractions including heart pumping thrills and the best beach ever with white sandy shores.





↳ Inviting both locals and visitors to engage in recreational swimming, exercise, leisure and fun, the Oman Waterpark has something for the whole family.











# Oman Waterpark

This brand-new addition to the landscape of Oman will be a signature development of the region.

The development is comprised of several World-class features such as Waterslides, Oceanarium, Resort, Surfing experience, Wedding Hall, Conference Center, White-water rafting, several swimming lagoons, Tropical reef with snorkelling, and many other features.

The Project is set over 70,000m<sup>2</sup> of Landscaped gardens.

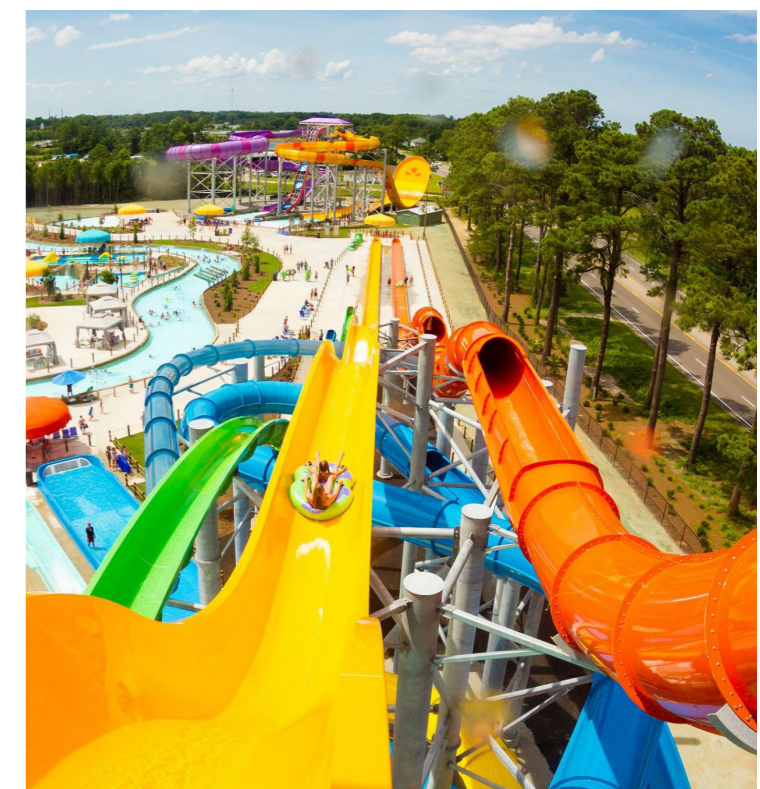
- 1 Entrance building with ticket sales and entry to underwater viewing of tropical lagoon
- 2 Beach
- 3 Tropical lagoon with reef underwater tunnel and aquarium fish
- 4 Water slide towers
- 5 Surfing machine
- 6 Dining area with eat-street style restaurants and café's
- 7 Kids wet and wild playground for all ages
- 8 Relaxing swimming pool for older visitors
- 9 Conference and meeting rooms
- 10 Deep water lagoon for scuba diving training
- 11 Wedding hall for 1000 visitors and can extend to 2000 based on requirement
- 12 Lazy river and rapid rivers through the jungle
- 13 Villa accommodations with suites
- 14 Soccer fields

# Activities

## WATERPARK

The Waterpark will feature three main sections so that activities can be for families, adventurers and relaxing in the sun, the park attractions are:

- Surfing Pool - Artificial Surfing machine with audience seating
- 20x extreme Water Slides for all ages
- 3x Speed Slides
- 10x Curling waterslides, all different
- 6x Different Age group Kids pools with water play forts
- Cafes and learn-to-swim centre
- 10x swimming pools
- One of the largest river rides with swirling rapids
- Bungee Jumping into Lagoon

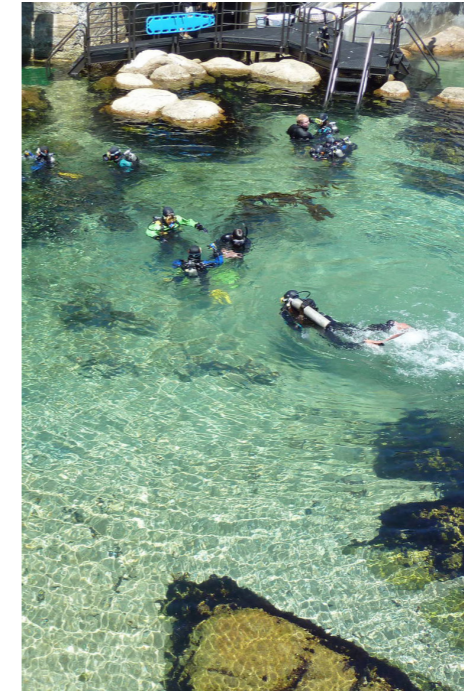


# Activities

## BOTANICAL GARDEN

The Oman Waterpark will incorporate tropical palms and plant species to add shade to the park and also be a main feature around the lazy river and the wild white-water river.

The project will also feature an indoor Tropical Botanical Gardens as a feature to be using in conjunction with the Wedding Hall and be a feature in the Main Entrance Hall to provide fresh moist air. The Garden will also host with the plants and Terrarium, Aviary, fresh water aquarium and Butterfly house.

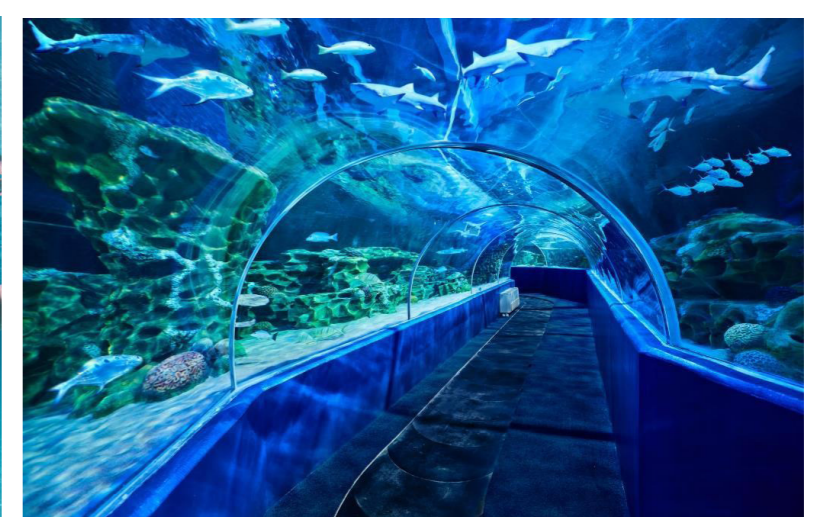


## AQUARIUM

The Aquarium will be a home to one of the largest open-air marine habitat in the world encompassing several lagoons and 12 million litres of salt water. The tropical reef habitat is home to more than 30,000 aquatic animals representing over 150 marine species.

We propose a snorkelling lagoon with an underwater aquarium tunnel, to have reef sharks and tropical fish species, so we can have a dive-with-the-sharks area.

It is also proposed to have a scuba diving school with the waterpark, and this is hosted in the Aquarium area. Access to the Aquarium area is via the Entrance building, this will also have a large aquarium tank in the Restaurant as a main feature.



# Activities

## KIDS PLAYGROUND

As part of the family activities, we will have a large outdoor covered playground proposed, with the following attractions:

- Tunnel slides
- Scramble wall
- Outdoor water play area
- Water Maze
- Artesian Water Play

It is recommended to have a Theme park as a second stage development to the Project.



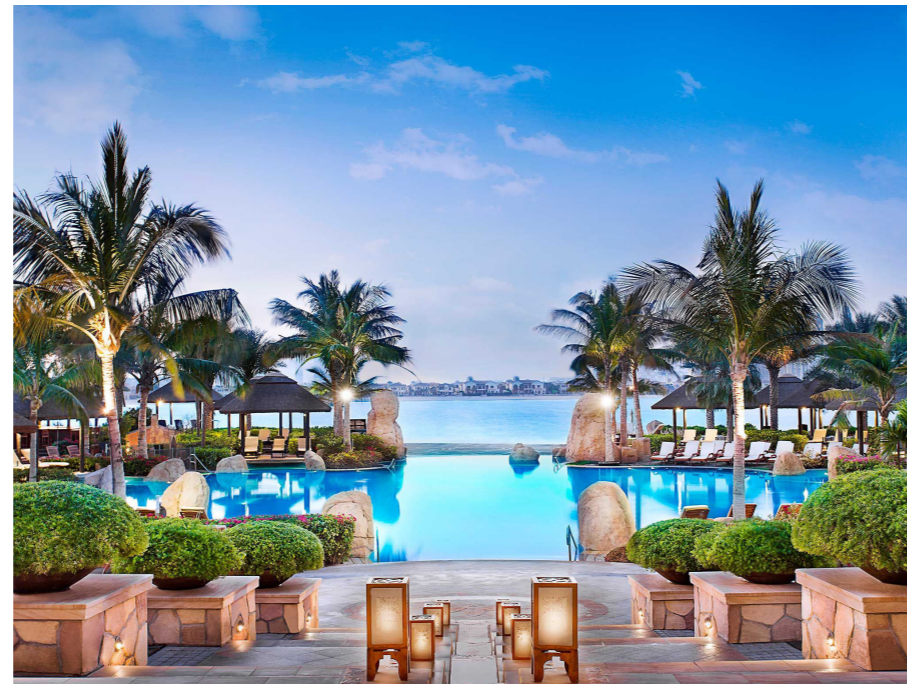
# Activities

## RESORT

In our proposed Stage one of the Waterpark we propose 200 rooms in Luxury Branded resort hotel where you can access all of the of water sports, savour exquisite cuisine and, relax in our Thalassotherapy Salt water spa.

The design of the Resort rooms, lobby and entrance area will discover the rich history and traditions of an Arabian nations set in lush indoor gardens.

Furnishings in this resort will combine local traditions and sculpted stone bas relief creating a unique blend of Arabian culture and art



## CAFE'S AND RESTAURANTS

With a blend of people with different culinary tastes, we proposed to cater for everyone. Six different restaurants with an 'Eat-Street' that will combine tastes from around the world, something for everyone.

Our luxury dining facility will have a modern dining setting looking into our large tropical coral reef. The restaurant will have a 12m x 3m Window into the reef, so you can dine with Sharks, stingrays and an amazing array of fish species.

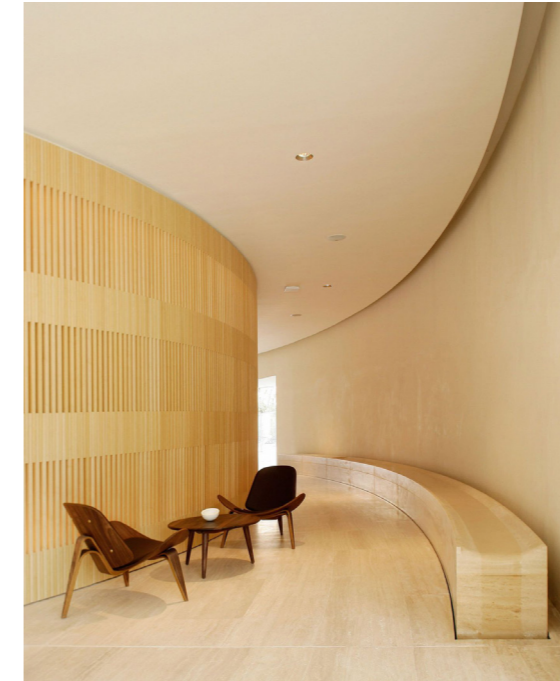




# Activities

## WEDDING VENUE

From grand weddings to intimate vow renewals. Birthday soirées, reunions and everything in between... Oman Waterpark, the destination like no other, is the perfect location for any celebration. From any celebration if a reunion, birthday, anniversary, graduation or simply a getaway with some closest friends, the guests will discover unique experiences, breathtaking adventures and memories that will last for a lifetime.



## CONFERENCE FACILITY

We propose to have a conference and meeting room facility hosted in the gardens at the Waterpark for working group meeting or, large conferences for 500 to 1000 people. This aspect once fully developed will be as a Stage two to the Waterpark Grounds.



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## Portfolio

[aqm.nz](http://aqm.nz)

## Contact

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