

# 12<sup>th</sup> Aviation Stakeholders Convention - Day 2

*“Beyond Connecting African Aviation”*



# Programme Director's Welcome



09:00 -  
09:20hrs



Better Skies For Africa



## Presentation 7 :

# Strategies for enhanced airline and airport operational efficiencies

14/05/2024

09:20hrs - 09:40hrs

Addis Ababa Time



Theme: *Beyond connecting  
African aviation*



Theme: *Championing  
Africa  
aviation safety together*

### Speaker



## Mr. Jamie Partington

Sales Director MEA Commercial Aviation &  
Network Services,  
Collins Aerospace



**12<sup>TH</sup>** AVIATION  
STAKEHOLDERS  
CONVENTION  
12 - 14 MAY 2024 | ADDIS ABABA, ETHIOPIA

**Theme: Beyond connecting African aviation**

# Strategies for Enhanced Airline & Airport Operational Efficiencies

**Jamie Partington**  
**MEA Sales Director**



**Collins Aerospace**  
An RTX Business





# COLLINS STRATEGIC BUSINESS UNITS

## INTERIORS

*Based in Winston-Salem, North Carolina*



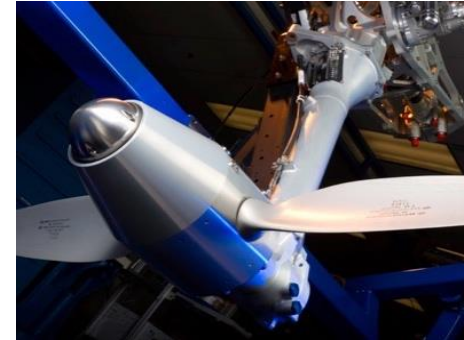
## MISSION SYSTEMS

*Based in Cedar Rapids, Iowa*



## POWER & CONTROLS

*Based in Windsor Locks, Connecticut*



## ADVANCED STRUCTURES

*Based in Charlotte, North Carolina*



## AVIONICS

*Based in Cedar Rapids, Iowa*



## CONNECTED AVIATION SOLUTIONS

*Based in Annapolis, Maryland*



“Strategies for Enhanced Airline and Airport Operational Efficiencies”

# TOP 4 AVIATION MEGATRENDS FOR 2024



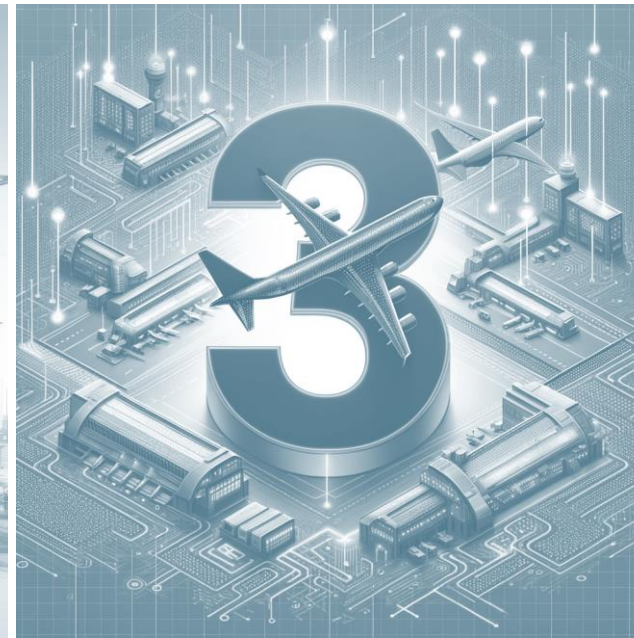
## Sustainable Aviation

Sustainable Aviation Fuel (SAF), Hybrid & Electric Engines, Electric GSE & turn optimization, flight profile optimization, trajectory-based operations – Achieve Fly Net Zero by 2050



## Urban Air Mobility

Drones, electric vertical take off landing (eVTOL) machines are increasingly being adopted for cargo transfers and connecting remote locations



## AI & InfoTech Innovations

All industries are undergoing massive digital transformation powered by the rapid growth in Generative AI and compute platforms – Aviation industry is using these to drive efficiency, customer experience & profitability with a focus on cybersecurity



## Smart Airports

Increased adoption of biometrics and paperless clearances at various touchpoints at Airports. Focus on using video feeds and digital twin technologies for increasing passenger footfall and driving revenue generation

# INITIATIVES DRIVING AFRICAN AVIATION GROWTH

## Continental Free Trade Area (CFTA)

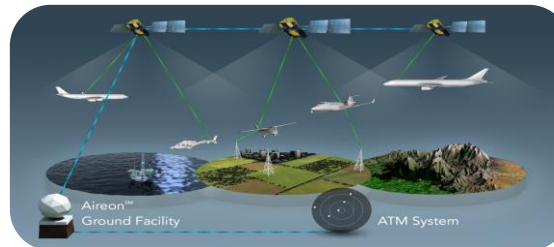
- The **African Continental Free Trade Area (AfCFTA) agreement** will create the largest free trade area in the world (*measured by the number of countries participating*).
- The pact connects 1.3 billion people across 55 countries with a combined gross domestic product (GDP) valued at US\$3.4 trillion.



Continental Free Trade Area (CFTA)

## Single African Air Transport Market (SAATM)

- Initiative of the African Union to create a **single unified air transport market** in Africa
- To date, 34 of the 55 African States have signed up to STAAM



## Free Movement of People

- Protocol on **Free Movement of Persons** seeks to establish a visa-free zone within the AfCFTA countries, and support the creation of the African Union Passport..



A Combination of Factors are Driving Positive Growth in Africa

# POSITIVE FORECAST FOR AFRICA

- Africa's commercial fleet will more than **double** over the next 20 years
- intra-African passenger traffic will more than **quadruple** in the next 20 years, placing the continent's growth among the highest globally. To support this, **>1,000 new aircraft** will be required, 70% of these will be Single Aisle aircraft

- **Fast-growing** intra-regional and domestic networks will drive African **traffic growth of 7.4% pa**
- Africa's above global average, long-term annual **economic growth of 3.4% pa**, combined with increasing rates of urbanization and growing middle-class population, will continue to drive Africa's long-term traffic demand

- Estimated demand for **aviation personnel** will rise to **69,000 new professionals**, including 21,000 pilots, 22,000 technicians and 26,000 cabin crew members

- Africa's air transport industry to achieve the "**Net Zero by 2050**" emissions target

# STRATEGIES FOR ENHANCED AIRLINE AND AIRPORT OPERATIONAL EFFICIENCIES

## Collins Focus areas to Increase Efficiencies

### Supporting Airport Passenger Growth

- Removing barriers to entry without compromising security
- Making travel easy
- Keeping passengers informed



### Supporting More Efficient Airline Operations

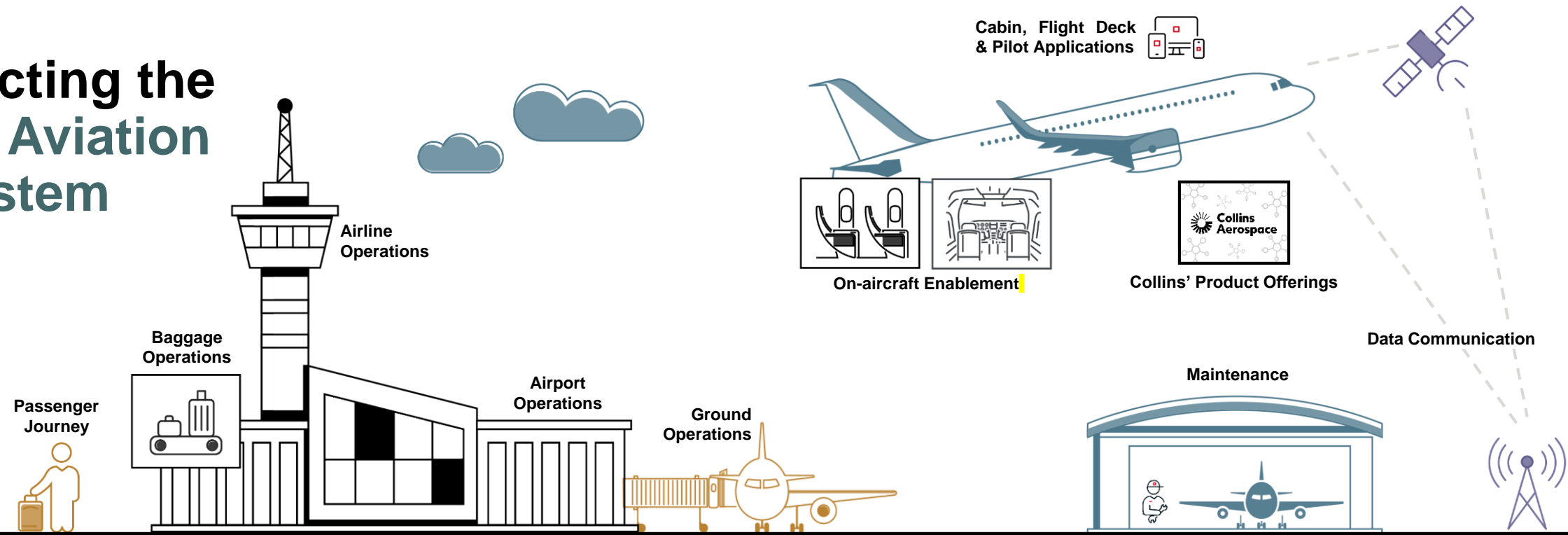
- Removing AOG
- Better On Time Performance
- Reducing fuel burn



## Collins Aerospace Supports Growth with Innovation

# Connecting the Digital Aviation Ecosystem

COLLINS' DIGITAL CAPABILITIES



Self Service Kiosk  
Common Use Check-In  
Biometrics Integration  
Border Control  
Baggage Solutions

Flight Tracking  
Message Management  
Weather Data  
Pilot & Flight Deck Apps

Total Airport Management  
Operational Databases  
Resource Management  
Turnaround Management

Data Routing  
Networking  
Wireless Connectivity  
Smart IoT

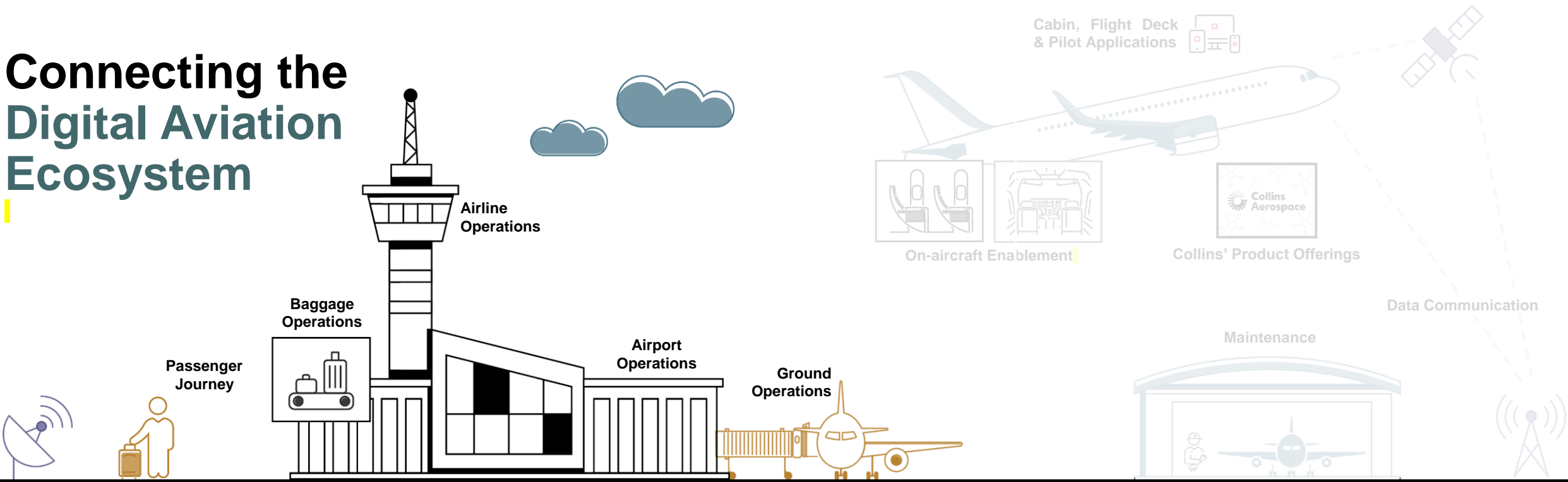
Predictive Maintenance

Ground Networks  
Messaging  
Flight Deck Connectivity



# Connecting the Digital Aviation Ecosystem

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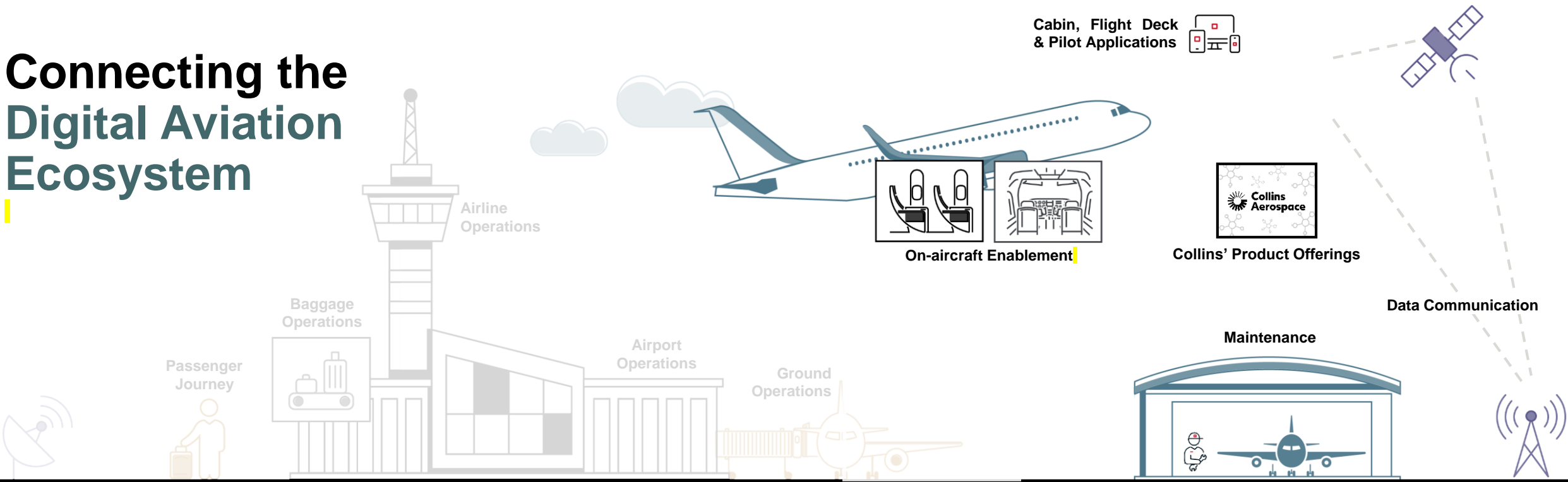
Data Routing  
Networking  
Wireless Connectivity  
Smart IoT

Predictive Maintenance

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# Connecting the Digital Aviation Ecosystem



COLLINS' DIGITAL CAPABILITIES

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Cabin Connectivity  
Flight Deck Connectivity



# STRATEGIES FOR ENHANCED AIRLINE AND AIRPORT OPERATIONAL EFFICIENCIES

## Collins Aerospace in Africa Right Now

### Supporting Airport Passenger Growth

Enhancing Airport IT Infrastructure



Border Management Systems



Passenger Processing Systems



Biometrics



### Supporting More Efficient Airline Operations

Regions Largest Datalink Service Provider



First Predictive Maintenance Airline in Africa



Reducing Fuel Burn



Aircraft Interface Device



Flight Tracking



All Weather Operations



## Collins Aerospace Supports Growth with Innovation



THANK YOU!

## Panel discussion 3 :

# Free Routing Airspace Reality in Africa: game-changer for Africa, what lies ahead?

14/05/2024

09:40hrs - 10:40hrs  
Addis Ababa Time



Theme: Beyond connecting  
African aviation



Theme: Championing Africa  
aviation safety together

### Speakers

Moderator



**Mr. Thabani Myeza**  
Regional Director  
CANSO



**Mr. George Kamal**  
Chief Operating Officer  
Kenya Airways



**Mr. Nene Addo**  
Manager | Project and Asset  
Based Finance  
AFREXIMBANK



**Ms. Nozipho Mdawe**  
Chief Executive Officer  
ATNS



**Mr. Gaoussou Konate**  
Consulting Director, Technical and  
Operations  
AFRAA



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**Panel Discussion 3**

**FREE ROUTING AIRSPACE  
REALITY IN AFRICA:**

**GAME-CHANGER FOR AFRICA,  
WHAT LIES AHEAD?**

**Moderator: Thabani Myeza  
Regional Director CANSO**

# Free Routing Airspace Reality in Africa: game-changer for Africa, what lies ahead?



1. The Scene Setting
2. The Panelists' Introduction
3. Panel Discussions
4. Questions and Answers





# Setting the Scene

**HIGH-COST ENVIRONMENT**  
Unaffordable airfares & air cargo rates

FUEL: the highest operating cost – 30% worldwide

FUEL in **Africa**: 42%

Other operating costs are higher in Africa than the World: depreciation, user charges, maintenance and overhaul, and flight equipment insurance.

**Intra-Africa fares easily twofold of similar distance fares in Europe**

WHAT CAN BE DONE ON FUEL COST?



# Setting the Scene

## FREE ROUTING AIRSPACE

An operator defines a user-preferred route, allowing a flight between two airports to burn less fuel

Lisbon FIR showed the way in 2009

The European airspace is busy!  
Yet, Portugal pioneered FRA implementation by removing air traffic service routes in the country's airspace and plotting entry-exit points around it.

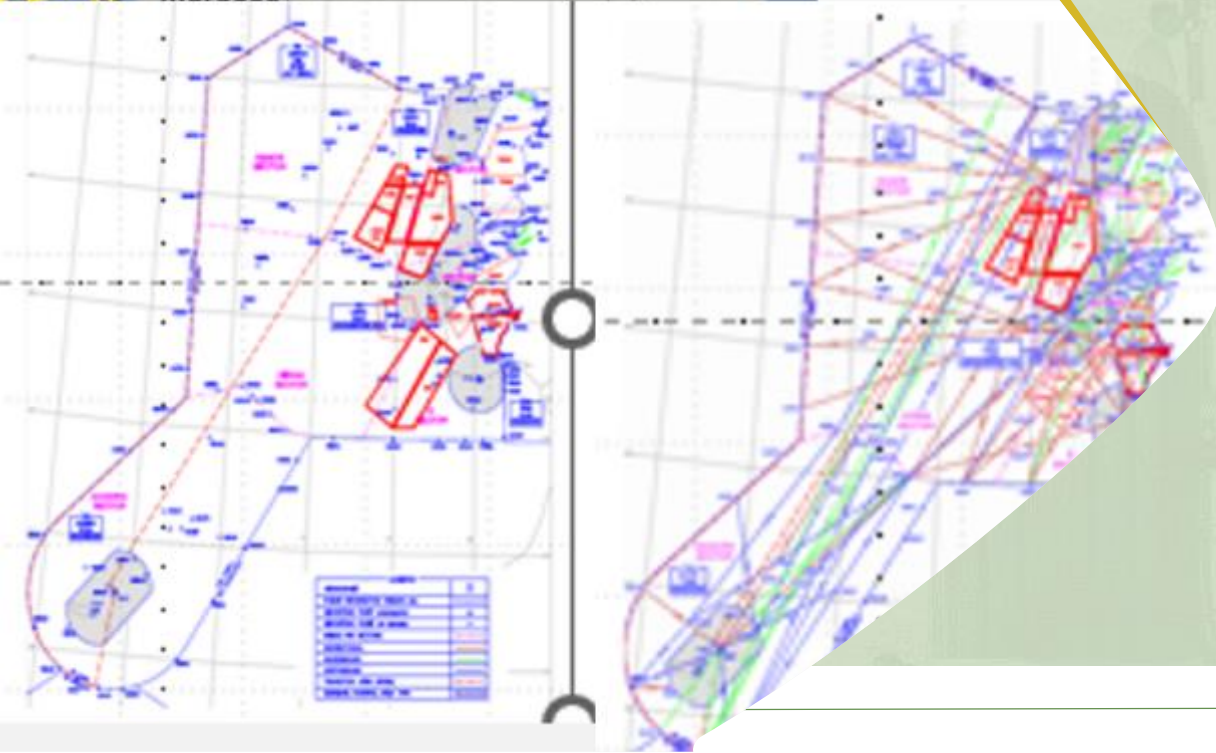
Reduction of **1.300.000NM**

Fuel Savings **8.783 Tones**

Savings over **12.million Euros**

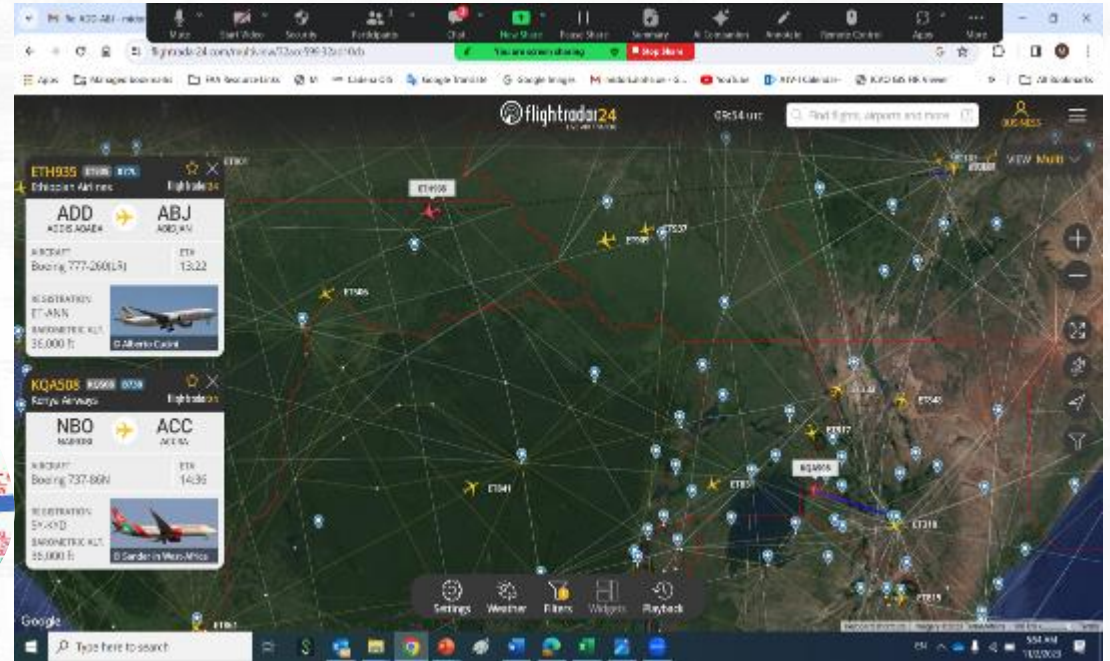
Environmental preservation  
**27.000 Tones CO2**

**Currently, almost all busy European airspace is FRA**





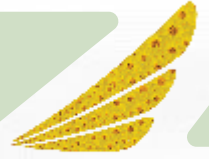
AAIG Laboratory recognized the game-changer character of FRA and agreed to a trial project to assist in FRA implementation step-by-step as practiced in Latin America driven by CANSO.



# Panelist Introduction



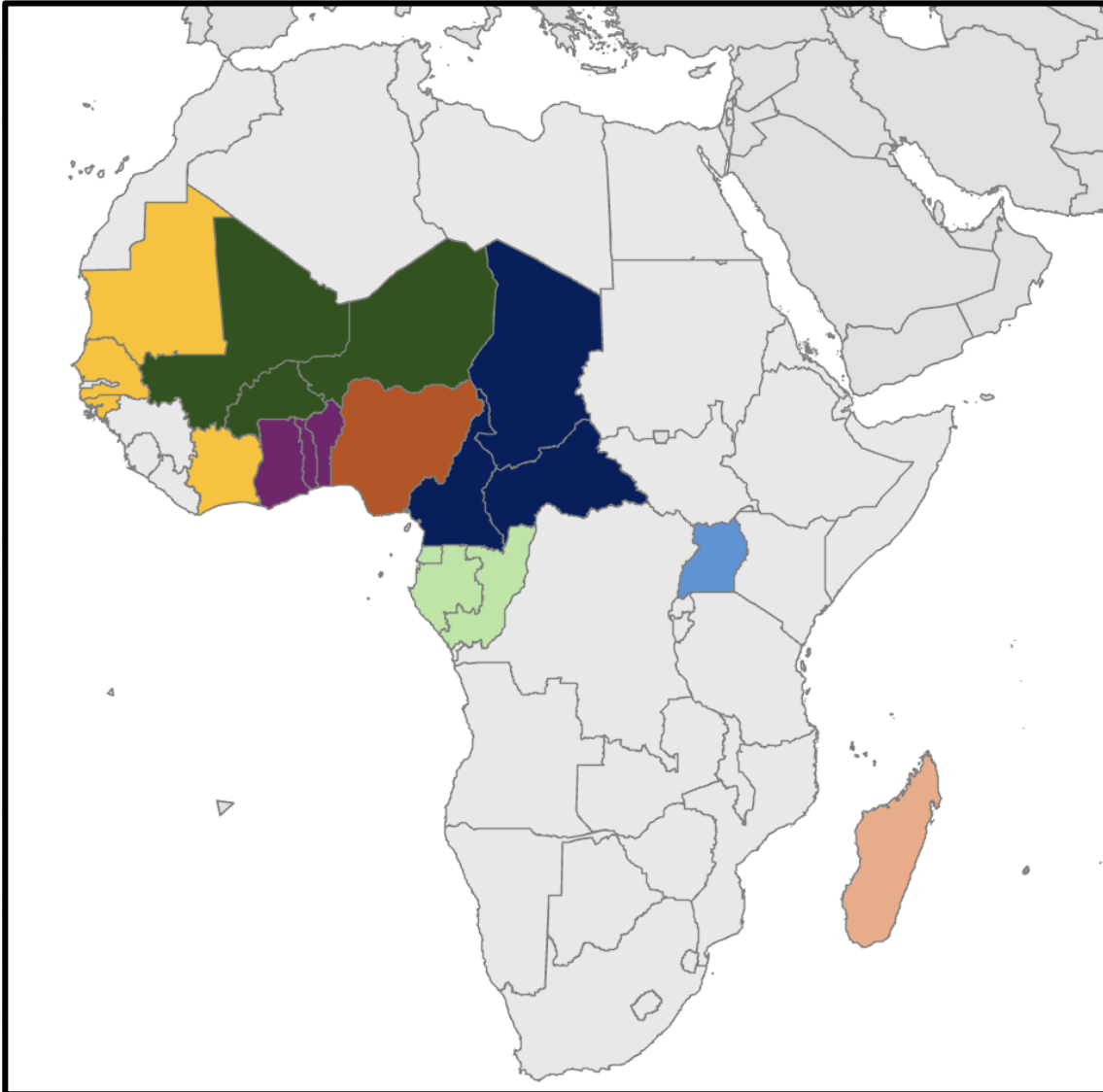
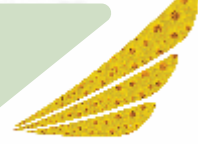
## The Panelists



- Ms. Helen Brume, Director, Project, and Asset Based Finance - AFREXIMBANK
- Mr. George Kamal, Chief Operating Officer - Kenya Airways
- Ms. Nozipho Mdawe, Chief Executive Officer - ATNS
- Mr. Gaoussou Konate, Consulting Director, Technical and Operations – AFRAA
- Seda Protus Othieno IATA Expert



# COUNTRIES/FIR DECLARED FRA



- FIR Niamey :** Burkina Faso, Mali (East) , Niger (West), Benin (North) - **ASECNA REGION**
- FIR Dakar :** Senegal, Mauritania, Burkina Faso (South-West), Côte d'Ivoire, Mali (West), Bissau Guinea → **ASECNA REGION**
- FIR Kano :** Nigeria → **Nigeria Civil Aviation**
- FIR N'Djamena :** Chad, Niger (East), Centrafic Republic (North), Cameroun (North) → **ASECNA REGION**
- FIR Accra :** Ghana, Togo, Benin → **Ghana Civil Aviation**
- FIR Entebe :** Uganda → **Uganda Civil Aviation**
- FIR Brazzaville :** Cameroun, Congo Brazzaville, Equatorial Guinea, Gabon → **ASECNA REGION**
- FIR Antananarivo :** Madagascar, Comores → **ASECNA REGION**
- FIR Mauritius :** Mauritius → **Mauritius Civil Aviation**
- Not-declared FRA Countries**

**Most of the aeras declared FRA are West and Central Africa**



# Panel Discussions

# Questions & Answers



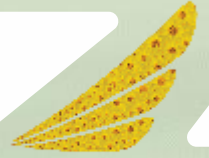


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**Thank You**

# MASTERCLASSES



Masterclass 1: A Spotlight of AFRAA Solutions

Navigating the Skies:  
Mastering African Aviation  
Market Intelligence

Facilitator: Mr. Christophe  
Ritter, CEO of Milanamos  
and co-Founder of AIRPM

Masterclass 2: Accelya

Empowering African Airlines:  
Accelerating Retailing with  
Accelya

Facilitator: Mr. Jonathan  
Newman, Global Business  
Development at Accelya

Masterclass 3: Amadeus

Transforming payments into a  
strategic enabler for Airlines  
Let's talk travel payments!

Facilitator:  
Mr. Sohail Imtiaz Payment  
Sales Engineer - META

**11:20 – 13:00hrs**





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# LUNCH BREAK

**14:00 –  
14:40hrs**

## Session V:

# Industry Leader Keynote Interview:

14/05/2024 | 14:00hrs - 14:40hrs  
Addis Ababa Time



Theme: *Beyond connecting  
African aviation*



Theme: *Championing  
Africa  
aviation safety together*

**moderator**



**Ms. Maureen Kahonge**

Senior Manager Business Development &  
Communications  
AFRAA



**Mr. Nowel Ngala**

Chief Commercial Officer  
TAAG Angola Airlines

## Panel Discussion 4:

Technology and digitalisation - What are Africa's priority areas for digital transformation for 2024 and beyond?

14/05/2024

09:40hrs - 10:40hrs  
Addis Ababa Time



Theme: *Beyond connecting African aviation*

Theme: *Championing Africa aviation safety together*

### Speakers

Moderator



**Mr. Jason Sutcliffe**

Marketing Director – Middle East, Africa & Central Asia

Rolls Royce



**Mr. Wassim Kreidy**

Director of Solution Engineering

SITA



**Mr. Ibra Wane**

Business Development Director  
APG



**Mr. Amir Emam**

Senior Sales Director Middle East, Türkiye, and Africa

GE Aerospace



**Mr. Krishna Kumar**

Director- Strategy

Nucore Software Solution Pvt. Ltd



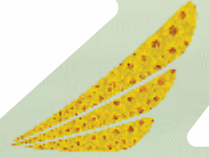
**Mr. Elias Gitau**

Global Sales Manager

DPO Pay by Network

## Technology and digitalisation

### What are Africa's priority areas for digital transformation for 2024 and beyond?



- **DIGITALIZATION: What is it all about ?**
- **Who is «Digitized»**
- **Where does Africa stand in terms of digitalization ?**
- **What are african's priority areas for digital transformation in 2024 and beyond ?**
- **Is digital transformation a top priority for african airlines and why ?**
- **What to think about AI ?**

**Ibra B. WANE**  
Business Development Director





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# Thank You

**Ibra B. WANE**  
Business Development Director





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# COFFEE BREAK

**16:30 –  
17:00hrs**