Welcome message from the Secretary General

Mr. Abdérahmane Berthé
AFRAA Secretary General

A successful and viable African aviation industry is achievable, but this requires rigorous efforts as well as close coordination and collaboration by all stakeholders ranging from Governments, regulatory authorities, airports, air navigation service providers, suppliers of the wide range of aviation products and services and the customers. Together, we can ensure an integrated, interconnected Africa that is competitive within itself and globally.

The main continental air transport body, AFRAA feels compelled to support the aviation industry re-position itself and contribute its quota to the socio-economic development of Africa. The aim of this conference therefore is to provide a platform for users and suppliers of aviation products, solutions and services to showcase new developments and innovations, discuss industry trends, network and forge beneficial partnerships. The event will also provide outstanding marketing and exhibition opportunity for industry partners and suppliers of equipment, components, solutions and services. By matching investors in aviation with the industry suppliers through this conference, AFRAA hopes to build lasting win-win business relationships and improve supply chain efficiency and capacity to support the rapidly growing aviation business in Africa.

The carefully developed programme of the conference has something for everyone – whether you are from an airline, airport, civil aviation authority, tourism, product/service supplier or just an industry enthusiast. The AFRAA CEO Keynote interviews will highlight how two different airlines are addressing challenges and opportunies in the industry. Discussions and presentations will address the key concerns of the African aviation industry. The scheduled one-to-one appointments session at this Convention are particularly an invaluable addition to the conference. They aim to provide an opportunity to delegates to hold exclusive meetings with airlines, selected airports, Civil Aviation Authorities, AFRAA Secretariat and IATA.

A conference of this nature would not be complete without an exhibition component. It is for this reason that we have offered the opportunity to suppliers and service providers to display their products at the event. You will find a diverse line of exhibitors largely from the aviation industry. AFRAA thanks all sponsors and exhibitors for supporting the Aviation Stakeholders Convention. We encourage anyone interested in exhibiting next year to book their booth early through the AFRAA Secretariat.

This conference would not have been possible without the support from the Government of Mauritius, our host - Air Mauritius and the contributions of our proud sponsors.

Finally, I would like to express appreciation to our distinguished speakers, delegates, members of the media and everyone participating in the 8th Aviation Stakeholders convention for making time to join us in Mauritius.

Once again, welcome to Mauritius and enjoy your stay.

Welcome message from Air Mauritius

Somas Appavou
CEO, Air Mauritius

We are pleased to support AFRAA in hosting this Stakeholders’ Convention which provides a much needed platform of exchange by bringing together key players from the aviation supply chain. We hope that delegates will make the most of this valuable opportunity to discuss, share views, remain apprised of latest industry developments and re-commit to and strengthen partnerships.

I also wish to thank our sponsors for their support in the organization of this convention. I wish you all fruitful exchanges and a pleasant stay in Mauritius.

CEO, Air Mauritius
The Executive Committee of the African Airlines Association (AFRAA) held its 178th meeting at the Ravenala Attitude Hotel, Mauritius on 12 May 2019. The meeting was kindly hosted by Air Mauritius and chaired by Ms. Yvonne Makolo, CEO of RwandAir, Chairperson of the Executive Committee of AFRAA.

In his report to the Executive Committee, the Secretary General, Mr. Abderahmane Berthe, highlighted the initiatives undertaken by the Secretariat during the first quarter of the year on accomplishment of the Action Plan and priorities for the rest of the year. Among other decisions, the Executive Committee endorsed the new projects and activities for the rest of the year and commended the Secretary General for continuing to pursue value-adding projects.

### I. New Members

The Executive Committee reviewed and approved the membership applications of Safarilink Aviation Limited and Air Djibouti.

### II. AFRAA Partners

The Executive Committee reviewed and approved the applications of Civic Petroleum Limited and Hitit Computer Service. The AFRAA Partnership programme is a medium through which companies in the aviation industry collaborate with AFRAA to cater to the needs of African airlines and support their growth.

### The 11th meeting of the Route Network Committee (RNCC)

The 11th meeting of the Route Network Committee (RNCC) was held on the 12th May 2019 at the Ravenala Attitude Hotel in Mauritius.

Since 2014, the joint project activities of the Route Network Committee have yielded significant commercial cooperation results, including: 20 interline e-ticketsing agreements, 15 special pro-rate agreements, and 11 codeshare agreements. The next step of this commercial cooperation initiative is the establishment of an Alliance among the airlines to strengthen further participating AFRAA member airlines in increasing revenues, load factors, and market shares.

The 11th meeting of the Route Network Committee will consider the establishment of the working group to focus on the establishment of an Alliance among willing member airlines.

### Welcome Cocktail Reception

Delegates at the 8th Aviation stakeholders convenon were treated to a welcome cocktail reception sponsored by Bombardier. AFRAA’s Secretary General Mr. Abderahmane Berthe, Air Mauritius CEO Mr. Somas Appavou and Jean Paul Boubou, Bombardier Vice President - EMEA, Africa, Co & Indian Ocean, at Bombardier warmly welcomed delegates.
Dear Delegate,

Thank you for your participation in the 8th Aviation Stakeholders Convention, we wish to share with you some information for your consideration:

Registration

On-site registration will start at 13h00 on Sunday, 12th May outside the Conference Area, Bleisure and on 13th May from 08:00 to 08:45.

Social events

Delegates attending the event have been invited to the following Social Events:

**Date: Sunday 12 May**

I. Welcome Cocktail – Proudly sponsored by Bombardier
   - Time: 19h00
   - Venue: Madame Ming Garden by the Poolside or Balcony Bar at Ravenala Hotel
   - Dress code: Business Casual

II. Gala Dinner – Proudly sponsored by Air Mauritius
   - Time: 19h00
   - Venue: Bleisure
   - Dress code: Business Casual

**Date: Tuesday 14 May**

III. Farewell Event – Proudly sponsored by ATNS
   - Time: 16h00
   - Venue: Exhibition Area

Please be advised that we shall not be having a delegate's tour.

Master Class

Delegates who have registered for the event will have the opportunity to attend the below free master classes hosted by our partners in the industry. Please find below the details regarding master classes:

I. Airline Retailing Strategy: Shifting from Service Provider to Retailer by ATPCO
   This Master Class will provide an overview of:
   - WHO is your target?
   - WHAT is rich content and why does it matter?
   - WHERE customers are purchasing (channels) and how ATPCO is driving change across all channels
   - WHY is Africa lagging behind?
   - HOW airlines can begin the process of shifting the mindset from service provider to retailer
   At the end of this Master Class you will have a clear understanding of the steps needed to turn complicated fare attributes into user friendly consumer content.

II. Industrialize, adopt and evolve your offers – NDC, Distribution and Traveler of the future by Amadeus
   NDC and Distribution industry updates and trends, identifying opportunities and challenges for African Airlines based on needs and priorities. Converging towards an Omni channel traveler experience. Share best practices and lessons learned to accelerate the industrialization, adoption and evolution of NDC-based solutions. Why collaboration is important?

I. Theme: Fleet planning and aircraft selection by Bombardier
   What should airlines take into consideration when selecting their Fleet? The session will aim at answering this question with insights and views of the worldwide market and some interesting aspects of Africa. The session will discuss some of the main areas of the fleet planning process: Market, Strategic, Operational and Financial Analysis.

To register for any of the above-mentioned masterclasses, please do not hesitate to contact Ms. Dicie Okaya (dokaya@afraa.org)

One to One Meeting Schedules

The schedules are currently being organized. Please contact Blaise Muyanda (bmuyanda@afraa.org) on the opportunities available.

JOIN THE CONVERSATION!

Follow AFRAA’s Aviation Stakeholder Convention on AFRAA’s Twitter handle @AfricanAirlines. Connect with us through #ASC2019

Get live updates from the 8th ASC Live Blog http://afraa.org/blog/

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