

Corporate Council on Africa 2008 Infrastructure Conference Developing and Improving Air Traffic into Africa

Marc Cavaliere
Executive Vice President, North America
South African Airways



Prerequisites to Air Service Growth

- 1. Sufficient Economic Need**
- 2. Adequate Infrastructure**
- 3. Favorable Aero-political Environment**

Hurdles to Market Accessibility

- 1. Undeveloped intra-African market**
- 2. Infrastructure investments**
- 3. Artificial market barriers**

Economic Demand

- 1. Existence of commercial need**
- 2. Cannot be sustained by subsidies alone**
- 3. Capital-intensive airline business**
- 4. Generally slim profit margins**
- 5. New markets demand positive R.O.I.**
- 6. Produces economic stimulation for market**

Infrastructure & Oversight




- ✓ **Airports – Facilities & Equipment**
- ✓ **Airworthiness – Fit for Flight**
- ✓ **Certification – Aircraft Products & Parts**
- ✓ **Personnel – Training, Examining, Licensing**
- ✓ **Airspace – Air Traffic Control Management**
- ✓ **Security – Assessment, Control & Enforcement**
- ✓ **Investigations – Event Cause & Prevention**

Aero political Environment

- **Civil Aviation Policy**
- **International route authority**
- **Bilateral traffic rights**
- **Airline ownership issues**
- **JVs & Multinational Partnerships**
- **Supporting Key Private / Public Partnerships**

Major Alliances

Alliance Members as of December 2007

		
<p>Air Canada Air China Air New Zealand ANA Asiana Airlines Austrian bmi Egypt Air LOT Polish Airlines Lufthansa Scandinavian Airlines Shanghai Airlines Singapore Airlines South African Airways Spanair SWISS TAP Portugal THAI United</p>	<p>American Airlines British Airways Cathay Pacific Dragonair Finnair Iberia JAL LAN Malev Qantas Royal Jordanian</p>	<p>Aeroflot Aeromexico Air France - KLM Alitalia China Southern Continental CSA Czech Airlines Delta Air Lines Korean Air Lines Northwest</p> <p>Associate Members: Air Europa COPA Airlines Kenya Airways</p>

US Airways

Star Alliance and Sky Team in Africa



Sky Team Africa Network



STAR Alliance in Africa



Thank You