



Out of Africa – The newsletter of AfBAA

Dear reader

It is with great pleasure that we deliver the second issue of the AfBAA newsletter that brings you the latest member news and AfBAA activity. We hope you find it informative and encourage you to participate by sending us your news stories for inclusion in the next issue. We of course welcome all feedback.

AfBAA's second symposium – a resounding success

An impressive line up of speakers, panellists and delegates attended the second AfBAA symposium held in September 2014. 120 visitors from 65 organisations made the trip to Johannesburg to debate key themes and explore advances made over the last year. The Honourable Ms. Poppy Khoza, Director General of the South African Civil Aviation Authority opened the event commenting on the importance of meetings, such as the conference, for the advancement of aviation business. AfBAA's Founding Chairman, Tarek Ragheb identified four key pillars that would frame AfBAA activity for the next year. "AfBAA views Africa as a plain empty canvas, with politicians, entrepreneurs, leaders, who all want to progress and improve the nations' economies. What they need is support with an approach that favors long-term prosperity," he said commenting on the origins of the pillars - Aircraft Finance, Safety & Training, Advocacy, Data & Analysis. Ragheb announced that AfBAA, had successfully mentored a fund in excess of \$200 million for Africa-based citizens to purchase Brazilian products. "Aircraft formed the central focus for this fund's development and we anticipate it will support new aircraft purchases in the region". The Association is already in discussion with other such agencies to extend this opportunity.

International guest of honour Senior Vice President of the Export Import Bank of the United States, Robert Morin added that in recent years the EXIM bank had in addition to aircraft, begun to finance services and infrastructure such as MROs and FBO's, as long as the products involved are linked with USA-based companies.

Other highlights from the meeting included recognition of the difference that AfBAA makes. The operators' panel thanked the OEMs for buoying up support chains for maintenance following a call, at last year's symposium, for improvement. This has served to enhance the services provided to MRO companies, and is supporting sales activity as owners are assured their assets will be well maintained. Discussing liberalisation attendees agreed that there is value in developing regional open skies between allied countries, rather than try to join the whole continent at once. "The journey of a million miles starts with a single step and by approaching the concept of open skies with a regional approach we may just make this possible," commented Ragheb. A number of key points were outlined as necessary to support the concept; Improved ease of access to over-flight clearances between countries, systems that enable more efficient access to landing permits, consistency of document acceptance including insurance and airworthiness papers at all African airports, and an improved understanding from, and education, of local CAAs. This is an area AFBAA will focus on.

In concluding the meeting Rady Fahmy, Executive Director, stated AfBAA continues to build membership growth (now at over 80) but more importantly AfBAA is gaining strength from increased participation from the members. "We are here to share the success, knowledge, and challenges of our colleagues and to use these as a means of shaping AfBAA's future. The success of this symposium demonstrates how interested stakeholders are in sharing their knowledge and experience. We have a framework for the future and this is enriched by the practical experience of our members. We must use this to maximise the significant potential the continent of Africa holds for the sector," he concluded.

AfBAA Rendezvous.

The next AfBAA Rendezvous will be taking place in Luanda, Angola. Graciously hosted by Bestfly, at its state-of-the-art facilities, the event will offer Association members the opportunity to build on topics from the September symposium, and share information about the latest trends, knowledge, experience and ideas regarding Business Aviation operations in Africa.

The two-day event, which is scheduled for 26 and 27 February, 2015, will include networking opportunities with members of the Business Aviation fraternity in Luanda, internal meetings between AfBAA members and a special member's dinner hosted by Bestfly. The location will also give attendees an opportunity to tour Bestfly's dedicated FBO facility incorporating the VIP lounge and maintenance facilities.

AfBAA – Out and About

NBAA sees MOU signed with JSSI

Tarek Ragheb and Rady Fahmy attended North America's largest annual Business Aviation event, NBAA 2014, and signed a Memorandum of Understanding with Jet Support Services, Inc. (JSSI), the provider of maintenance programs for the Business Aviation industry, to raise awareness of the importance of adopting best practices in aircraft maintenance. The strategic agreement will see both parties cooperating in promoting awareness of the options available to enable best practice across the aviation maintenance sector. Rady Fahmy Executive Director for AfBAA commented, "We are continually working on building strong partnerships that benefit our members as we strive to create a safer and more efficient Business Aviation industry in Africa."

AfBAA joins the USTDA Reverse Trade Mission

In his role as Executive Director of AfBAA, Rady Fahmy was invited to participate in an eleven-day tour of the USA as part of the USTDA Reverse Trade Mission. Joining a number of delegates including African operators and financial institutions, Mr Fahmy had the opportunity to meet with some of the USA's key aviation stakeholders including government officials from the US departments of Transportation, Commerce and the Trade Development Agency; manufacturers including Textron owned Bell, Cessna and Beechcraft; in addition to educational establishments and service providers. The mission aimed to strengthen the ties between the USA's Business Aviation market, the world's largest, and Africa, a continent experiencing dynamic growth in the sector. Mr. Fahmy presented the case for building long-term relationships as well as discussing several initiatives that can benefit the African Business Aviation community.

Global Jet Capital signs MOU with AfBAA at MEBA

AfBAA signed an MOU with Global Jet Capital, a US-based company providing leasing and lending solutions for large cabin, long-range private jets, that designates Global Jet Capital as a preferred provider of financing solutions for AfBAA members seeking financing for private aircraft. Global Jet Capital offers asset-based structured financing services for private aircraft operators. The company's equity base, flexible business model and industry expertise allow it to move quickly to provide clients with customized financing solutions. "Global Jet Capital's asset-based approach to private aircraft financing is a significant boost to the African market," said Tarek Ragheb, Chairman of AfBAA. "Africa has great opportunities and growth potential for private aviation but the market faces significant challenges. This partnership with Global Jet Capital will help AfBAA members and our market tremendously." Shawn Vick, Chairman of Global Jet Capital's executive committee added, "The growth in private aviation in Africa represents a significant opportunity for Global Jet Capital, and this agreement and partnership with AfBAA is a major step in moving forward to grow this market."

Members News

Jetnet releases data from first dedicated African Business Aviation research

Founding Member Jetnet attended the AfBAA symposium to present data from the first phase of an on-going research project, The State of Business Aviation in Africa. "There has been a real lack of credible information about the Business Aviation landscape in Africa and all businesses need reliable statistics to create strategies for growth," Ragheb said about the rationale for the research. The second research phase will aim to bolster the original information with further details from leading stakeholders and AfBAA members are encouraged to take part to give the best data possible. AfBAA members are entitled to the research data, so if you are a member please contact Jetnet for further details.

Gulfstream for GainJet

Founder Member GainJet Aviation S.A has acquired a new Gulfstream G650 ultra-long range executive jet, which it anticipates will be a popular charter aircraft for the African continent. Based in Athens, Greece, the latest aircraft joins an already substantial long-range fleet (including a G550 and G450). It has already set three FAI city pair records demonstrating why this is such a popular aircraft for long-range travel. The G650 set the FAI city pair record for London Luton, U.K to Abu Dhabi, U.A.E; completing the 5,476KM journey in 05 hours and 56 minutes. Then on 27 October 2014, GainJet's G650 set another FAI city pair record for Abu Dhabi, U.A.E to Busan, South Korea; completing the 7,119KM flight in 07 hours and 56 minutes. Then on 30 October 2014, the G650 set yet another FAI city pair record for Seoul, South Korea to Jakarta, Indonesia; completing the 5,276KM journey in 06 hours and 13 minutes. GainJet President, Captain Ramsey Shaban, states: "The Gulfstream G650 is truly the world's best business jet. The aircraft's capabilities are far beyond any other on the market. The acquisition of such a high performance and versatile aircraft is a major advantage for GainJet, especially when considering who our customers are and where in the world they wish to go. We welcome it to our fleet with great excitement."

CIT supports fleet expansion.

CIT Business Aircraft Finance has recently provided debt financing for a pre-owned Bombardier Global Express aircraft to be registered in South Africa. This was the second

large-cabin business aircraft CIT has financed for a client in South Africa this year. A member of AfBAA, CIT Business Aircraft Finance provides tailored financing solutions to business jet operators and owners around the world.

EAN Aviation widens sales capacity

Lagos-based EAN Aviation has widened its aircraft sales activity and is now handling pre-owned aircraft transactions and a full range of OEM new aircraft. Since launching the widened sales functionality the sales team has seen an upturn in interest and is already in the process of transacting a number of deals. "It made sense to widen the scope of our sales activity as Nigeria has a varied market that incorporates Ultra High Net Worth individuals looking for the latest most sophisticated aircraft on the market, companies needing reliable proven types and new clients wishing to enter the market," said Adetutu Akinyemi of EAN who leads the sales division.

Rocketing forward with Air BP

Leading international aviation fuel supplier and Founding Member Air BP has signed a Letter of Intent (LOI) with global flight planning business RocketRoute Ltd. The collaboration will provide customers with a more efficient approach to flight preparation as information about fuel purchasing will be available within the overall flight planning process. Under the terms of the LOI, Air BP will work closely with RocketRoute to integrate information from Air BP's worldwide fuel network onto their system. As a result, end users like corporate pilots, flight departments and private pilots will be able to access all information relating to fuel uptake while formulating the overall flight plan. The aim of the collaboration is to increase efficiency, save time and improve the overall Business Aviation experience for the end user.

"We recognise that flight planning can be a complicated and lengthy process for pilots, flight departments and operations teams and Air BP continues to be committed to providing solutions to make the aviator's life easier," said Norbert Kamp, Global Sales and Marketing Director, Air BP. "We are pleased to have been able to respond to clients' needs and believe the integration with RocketRoute's platform will add great value to the customer experience."

And Finally....

Afrijet has launched a new Safety Demonstration video on board its Falcon jets that is educative, information and entertaining all at the same time.

Take a look here: http://helioeast.com.hk/pdf/AFRIJET_render_1366x768_v004.mp4

Whilst Nexus Flight Operations Services has launched a stylish video to explain more about what the company does for its customers.

Click here to learn more: <http://youtu.be/tUcy2bjDnel?list=UU51VtNIknWN-n3GXTUhCtag>

Thank you for taking the time to read the latest newsletter and we hope it inspires you to send us news in the future. If you have any topics you'd like to discuss please feel free to use our linked-in pages to launch a new discussion, and we invite you to follow our twitter site #africanbaa for all our latest news.

Wishing you all a Happy, Healthy and Prosperous New Year.