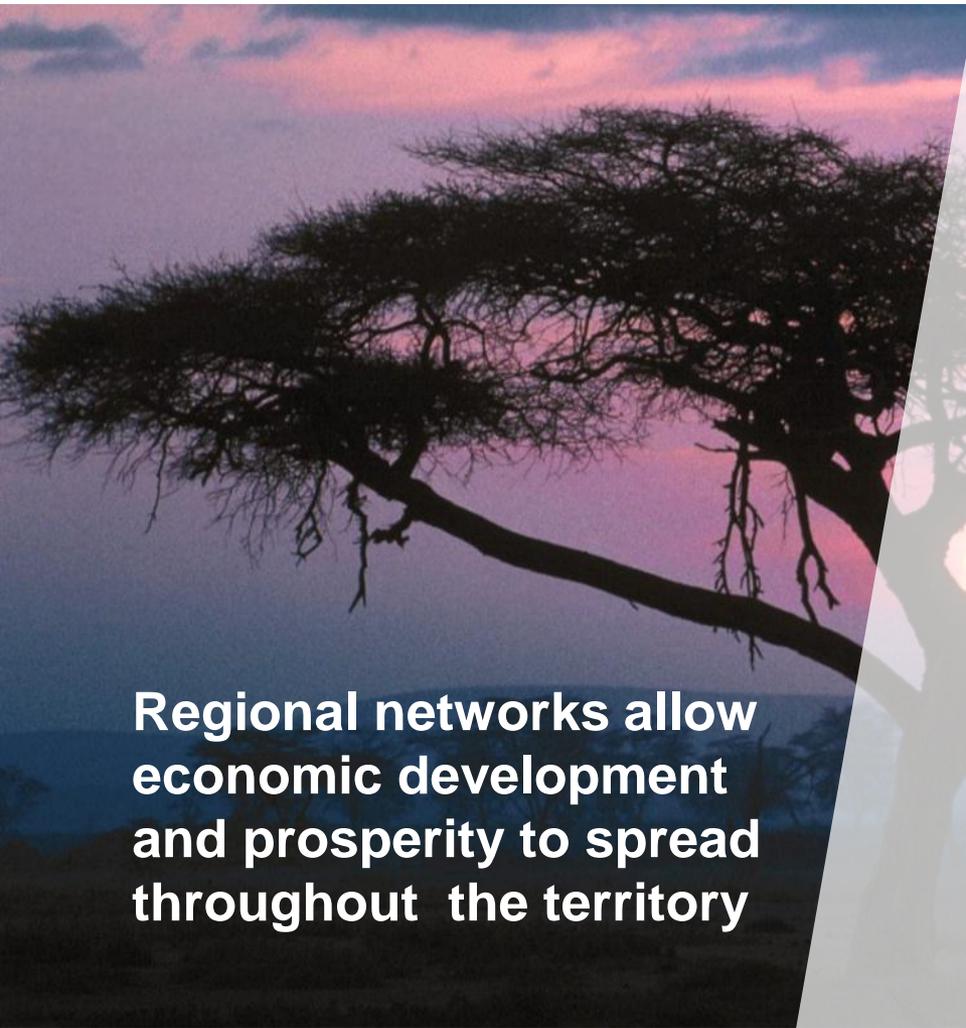


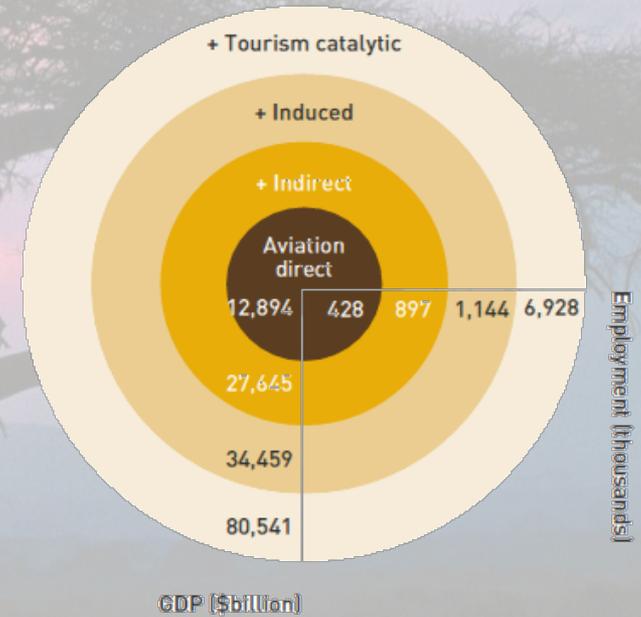


SUSTAINING THE DEVELOPMENT OF AIR TRANSPORT & AFRICAN CONNECTIVITY



Regional networks allow economic development and prosperity to spread throughout the territory

Total jobs and GDP generated by air transport in Africa, 2012



Source: Oxford study for ATAG Report

ATTRACT TRAVELLER FROM SURFACE MODE

- Critical traffic size must be achieved to sustain development
- Low operating cost is a must
 - Avoid unpredicted Maintenance cost and ground-time impacting regular and predictable service
 - High fuel price outside main airport is a challenge due to cost of transportation

High fares are not fate,
air transport can be
democratized

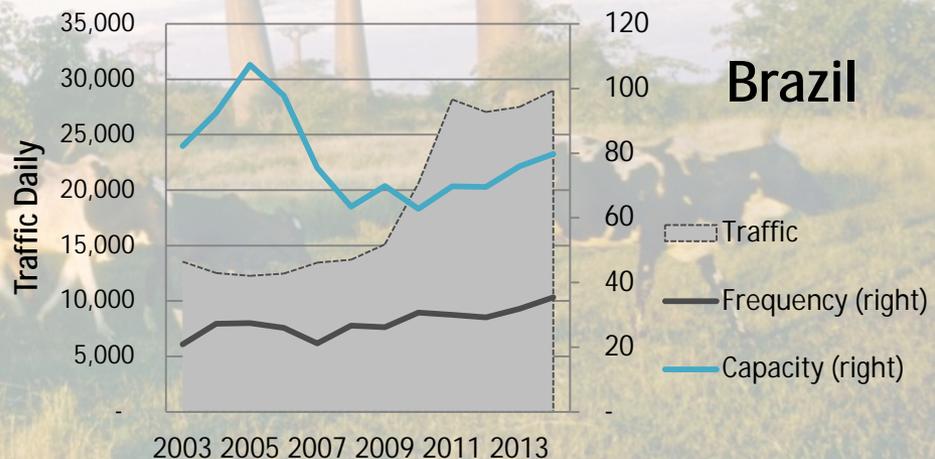
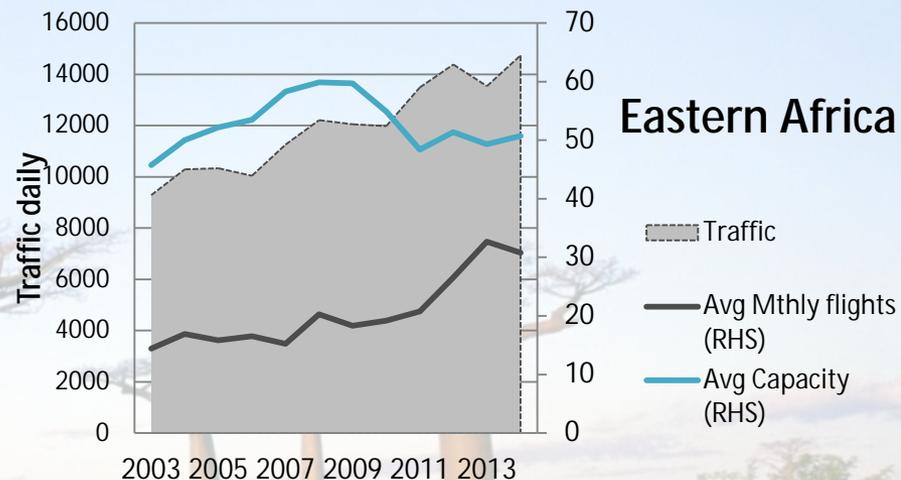


ENABLER N°2: RIGHT-SIZING

ENSURE ACHIEVABLE BREAK EVEN LOAD FACTOR

More flights with less seats provide more flexibility, better yield and added value to air transport

Source : OAG - Routes of less than 300 seats per day each way, within 700km



AIR MADAGASCAR



✓ 20 YEARS OF SUCCESSFUL PARTNERSHIP

- 3 ATR AIRCRAFT IN FLEET
- IMPROVING AND GROWING ITS FLEET TO 5 ATR -600
- STIMULATING MORE TRAFFIC
- INCREASING ITS ABILITY TO DEVELOP EXPLORE NEW ROUTES AND FREQUENCIES

30/03/2015

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- Direct subsidies to airlines developing regional routes



- Reduced taxes on fuel and landing fees for smaller, regional aircraft

Encouraging a wise and sensible approach to increase traffic and connectivity



THANK YOU



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