

The logo of the Economic Community of West African States (ECOWAS) is partially visible on the left side of the slide. It features a green outer ring with the word 'ECOWAS' in white capital letters. Inside the ring is a brown circle with a blue border, and further in is a green circle with a blue border. The letters 'A' and 'S' are visible on the green ring.

SPECIAL AIR TRANSPORT MEETING OF ECOWAS MEMBER STATES

ACCRA, GHANA, 28 MARCH, 2017

IMPROVING FLIGHT CONNECTIONS IN ECOWAS REGION

Presented by

Dr. Paul-Antoine Marie GANEMTORE
Head of Air Transport Unit

Infrastructure Department

ECOWAS COMMISSION



PRESENTATION OUTLINE

❖ **CHALLENGES OF AIR TRANSPORT**

❖ **COMMUNITY AIR TRANSPORT LEGAL
FRAMEWORK**

❖ **WAY FORWARD**

CHALLENGES OF AIR TRANSPORT



CONTEXT

❖ CREATION

- ❖ 28 May, 1975 in Lagos, Nigeria, the Economic Community of West African States (ECOWAS)

❖ OBJECTIVE

- ❖ Co-operation and integration to support growth in regional trade and free movement, leading to establishment of an Economic Union in West Africa
- ❖ Article 32 -f: *“Encourage co-operation in flight-scheduling, leasing of aircraft and granting and joint use of fifth freedom rights to airlines of the region”*

15 MEMBER STATES

- Benin, Burkina Faso, Cape Verde, Côte d’Ivoire, Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone & Togo

GENERAL DATA

- 328 Million inhabitants in 5,1 Million Km² surface area
- 534 Billion USD GDP
- Mineral Resources (Petrol, Gas, Gold, Uranium, Phosphate,...) & Agriculture Resources (Cocoa, Coffee, Sugar, Cotton, Rubber, Wood...)

ROLE OF ECOWAS COMMISSION

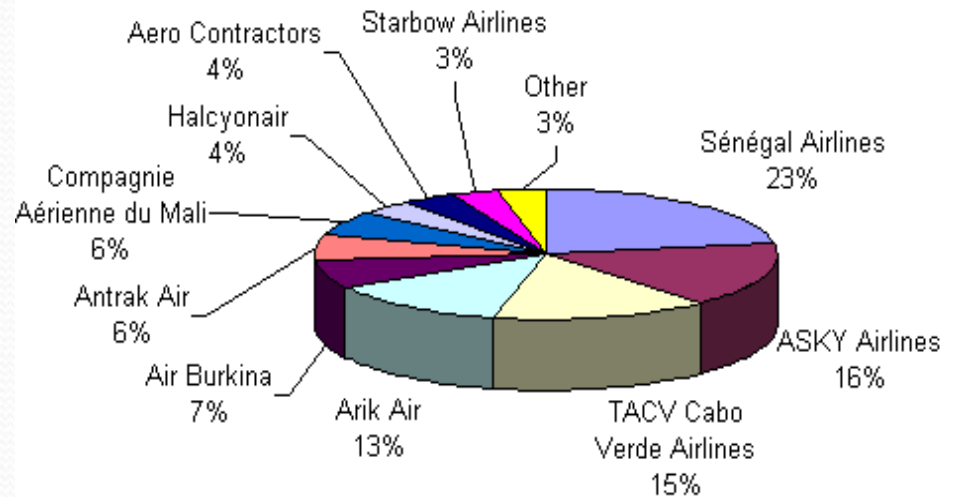
- ❖ Coordination and harmonization of policy, programmes, actions, projets, as entrusted by the member States.....

2013 ECOWAS AIR TRANSPORT MARKET

| YEAR 2013 | PAX m | CARGO Ton | AIRCRAFT mvts | POPULATION m | SURFACE Km2 | GDP Billions |
|---------------|-----------------------|--------------|------------------|-----------------|----------------|-----------------|
| BENIN | 476,704 | 7,616 | 12,309 | 10,300,000 | 112,760 | 8.30 |
| BURKINA FASO | 523,355 | 7,011 | 9,936 | 17,800,000 | 273,600 | 12.2 |
| CAPE VERDE | 1,957,747 | 3,061.5 | 28,702 | 0,530,000 | 4,030 | 1.9 |
| COTE D'IVOIRE | 1,152,887 | 17,548 | 18,195 | 22,400,000 | 318,000 | 28.2 |
| GAMBIA | 348,248 | 1,387.3 | 5,298 | 1,880,000 | 10,120 | 0.90 |
| GHANA | 2,447,989 | 23,437 | 43,688 | 25,200,000 | 227,540 | 44.2 |
| GUINEA | 331,558 | 3,967 | 8,596 | 11,180,000 | 245,720 | 6.3 |
| GUINEA BISSAU | 61,000 | 400 | 1,100 | 1,660,000 | 28,120 | 0.9 |
| LIBERIA | 220,000 | 8,621.4 | 3,456 | 3,990,000 | 96,320 | 1.9 |
| MALI | 572,105 | 10,047 | 10,296 | 15,970,000 | 1,220,190 | 11.1 |
| NIGER | 203,487 | 3,201 | 7016 | 16,900,000 | 1,266,700 | 7.4 |
| NIGERIA | 14,853,248 | 246,238.8 | 245,398 | 175,000,000 | 910,770 | 286.5 |
| SENEGAL | 1,883,806 | 25,198 | 22,955 | 13,300,000 | 192,530 | 15.1 |
| SIERRA LEONE | 227,649 | 4,693.7 | 3003 | 5,600,000 | 71,620 | 4.8 |
| TOGO | 538,697 | 4,004 | 10,228 | 7,150,000 | 54,390 | 4.4 |
| TOTAL | 25,798,458 | 366,432 | 430,176 | 328,460,000 | 5,032,410 | 434 |
| WORLDWIDE | 3,100,000,000 | 44,000,000 | N/A | 7,000,000,000 | 148,326,000 | 74,900 |
| AFRICA | 163,000,000 (4.1%) | 2,000,000 | N/A | 1,100,000,000 | 30,221,532 | 2,600, |
| ECOWAS share | 16% | 18% | | 30% | 18% | 17% |

2013 WEST AFRICAN AVIATION MARKET

- **INTER-CONTINENTAL:** the most lucrative market, dominated by foreign carriers (42% of total market of roughly 8 to 10 million passengers annually)
- **INTRA-AFRICA:** (22%= 4-5 million PAX) market dominated by South African, Ethiopian and Kenya Airways
- **DOMESTIC:** small market, except for Nigeria (around 10 million domestic passengers per year).



Market shares (seats) of ECOWAS-registered airlines on intra-ECOWAS flights without domestic Nigerian market, Jan. 2013.
Source: SRSAnalyser

CHALLENGES (1)

POLITICAL

- **Political unrest:** result in damaged airport infrastructure, facilities & equipment and undermine the confidence of users
- **Protectionist attitudes** of some States affects granting of air traffic rights contradicting the YD Liberalization and ECOWAS regulations

ECONOMIC, SOCIAL

- **Marginalisation of West Africa:** since collapse of historic airlines (Air Afrique, Nigeria Airways, Ghana Airways,...) constraints to set up a competitive and profitable air carrier
- Existing ECOWAS Airlines: Arik Air, ASKY Airlines, Air Burkina, TACV, Air Cote d'Ivoire, AeroContractors, AWA, Medview, Air Peace
- **Insufficient connectivity** between capital city of ECOWAS member States
- **Poor cooperation** between ECOWAS Air carriers: flight schedules, interline agreements, joint venture, alliances
- **Inadequate skilled manpower and capacity**

HIGH OPERATING COST

- **High operating cost** of airlines: aviation taxes and fees, fuel, insurance, maintenance, training of personnel
- None of the ECOWAS airlines own of their aircraft. They operate on aircraft leasing scheme: Dry Lease (aircraft without crew but MI) or Wet Lease (ACMI); African airlines face a very high interest rate from aircraft leasing companies
- Handling of air freight
- High air fare for cargo customers

CHALLENGES (2)

FINANCIAL

- **POOR ACCESS TO FINANCING** Difficulties to access financing for airlines (high interest rate around 35%)
- ECOWAS airlines generally do not have adequate access to necessary resources for investment (loans) to enable them to successfully purchase or lease aircrafts and spare parts;
- ECOWAS airlines often purchase used aircrafts that are available at low cost on the market

INFRASTRUCTURE , EQUIPEMENT & FACILITIES

- Runway, Taxiway, Parking, Ground handling equipment, storage facilities
- Air traffic control: ILS, VOR, DME, Towers: restructuration efforts in some States: airports in Nigeria, N'Diass airport in Senegal, Ghana, RCI, Togo, Mali, Donsin airport in Burkina Faso, etc
- Cooperation among Air Navigation Service Providers (ANSPs)

AVIATION SECURITY & SAFETY

- Aged aircraft not well maintained
- Certification of aerodromes
- High level accident rate in Africa
- Deficiencies on Aviation Security and Safety identified in member States by ICAO Audits apart from some success story such as renewal of FAA Cat A1 for Nigeria

COMMUNITY AIR TRANSPORT LEGAL FRAMEWORK



AIR TRANSPORT POLICY

ECOWAS Commission is assisting member States in coordinating and harmonizing their air transport policies coming from:

❖Chicago Convention (December 7 1944)

- ❖ Develop Civil Aviation in a safe and orderly manner
- ❖ Ensure equality of opportunity and operate soundly and economically
- ❖ ICAO SARPs and International Air Law Instruments

❖Yamoussoukro Declaration (October 7 1988)

- ❖ Cooperation between African States against protectionism
- ❖ Integration of African airlines: joint ventures, mergers
- ❖ Pooling of resources: fleet, maintenance, CRS, spare parts, training

❖Yamoussoukro Decision (November 14 1999)

- ❖ Liberalization of access to air transport markets in Africa
- ❖ Free exercise of traffic rights, free tariff fixing, no limitation of capacity or frequencies, multiple designation of eligible airlines
- ❖ Competition Rules & protection of passengers rights
- ❖ Compliance with ICAO SARPs: Aviation Security & Safety

❖AFCAP/SINGLE AIR TRANSPORT MARKETS/2017 SOLEMN COMMITMENT

❖NEPAD, PIDA PROGRAM

- ❖ Support the Yamoussoukro Decision in order to establish safe, efficient, and risk-free airspace and airports in Africa
- ❖ Public/Private partnership for infrastructure projects to achieve good results.

AIR TRANSPORT SUPPLEMENTARY ACTS

❑ Elaboration of draft Regulations

- ❖ 2003: Decision A/DEC.6/12/03 dated 19 December, 2003, relating to the Liberalization of the Air Transport sector in West Africa adopted by the ECOWAS Authority of Heads of State and Government
 - 2004-2005: Feasibility studies on Air Transport Economic Regulation financed by World Bank
 - 2007-2011: MoU Harmonization Committee: 9 meetings of Air Transport Experts financed by AfDB & European Commission
 - 2011: Recommendations made by the ECOWAS Transport Ministers, Yamoussoukro, RCI
- ❖ Resolution ECW/PARL/RES.002/2011 dated on 14 December 2011 of the ECOWAS Parliament
- ❖ 2012: the Authority of ECOWAS States and Government adopted on 17 February 2012, Abuja, Nigeria, 9 Air Transport Supplementary Acts:
 1. Liberalization of Access to ground Handling Markets in Airports
 2. Determining Slot Allocation at Airports
 3. Air Carrier Liability in case of Accident,
 4. Tariffs applicable to Passengers, Freight and Mail for Air Transport ,
 5. Compensation to Passengers in the event of Denied Boarding, Cancellation or Major Delay of Flights
 6. Conditions of Access to Air Transport Markets
 7. Exemptions concerning certain Categories of Agreements, Decisions and Concerted Practices relating to Rules of Competition in Air Transport Services
 8. Approval of Air Carriers
 9. Aviation Security in ECOWAS Member States.

Main Objective

- ❑ **Create a legal foundation for a Community Air Transport Market in ECOWAS which will**
 - Guarantee a competitive market and enabling environment for airlines
 - Ensure quality services
 - Provide high aviation security standards (in compliance with ICAO SARPs)
 - Foster more transparent fares
 - Facilitate implementation of Public Service Obligations (PSO)
 - Protect Passengers Rights

Supplementary Act No. A/SP.8/02/12 relating to Common Rules on the Conditions of Access to Air Transport Markets in ECOWAS Member States

- Aims at opening up the air transport market within the ECOWAS region and develop intra community air links thr'o operation of all Air Traffic Rights including Cabotage(Article 11)
- **EXPECTED RESULTS**
 - ✓ Fast track creation of a Common Air Transport Market for ECOWAS region
 - ✓ Elimination of protectionism barriers
 - ✓ Facilitate implementation of Public Service Obligations (Article 5, PSO)

NEXT STEPS

- ❑ **AIR TRANSPORT CHAMPIONSHIP:** The Forty-Third (43rd) Ordinary Session of the Authority of Heads of State and Government, held in Abuja, Nigeria, on 17-18 July 2013, decided to:
 - Entrust coordination and driving role of transport infrastructure sector, notably air transport, to **H.E. Alassane Ouattara, President of the Republic of Cote d'Ivoire**;
 - Encourage pursuit of air transport liberalization measures, and urge Member States to ensure their effective implementation;
 - Direct ECOWAS Commission to take all necessary steps to build institutional capacities for the attainment of this objective.
- ❖ **1st Meeting of the Champion Air Transport Steering Committee**, held in Abidjan, Cote d'Ivoire, from 11-12 February 2014, to propose Roadmap and Action Plan
- **Steering Committee of ECOWAS Airlines:** was established sequel to the Coordinating Meeting of ECOWAS Airlines held 12-15 March, 2012 in Bamako, Mali. The Steering Committee was set up to work out the modalities for Airlines Cooperation aimed at facilitating air transportation in the region as well as ensuring optimal operations by the Airlines. Today, the Steering Committee is composed with the following members: Air Burkina, Aero Contractors, Asky, Fly540, and Arik Air. Roadmap identifies barriers to Air Services between member States: Air Traffic Rights, Unfair Competition, High Operation Costs (Fuel, Handling, Navigation Charges), Governmental Charges/fees and interference, Conditions for smooth cooperation among airlines (recruitment of an Air Transport Coordinator to assist airlines)
- ❖ **Member States** to sign and ratify the establishment of a Single Air Transport Market by 2017 (DEC.EX.CL/87/(XXVI) by the Heads of State and Government of the African Union meeting in Addis Ababa, on 30-31 January, 2014
- ❖ **Review the implementation Strategy for the Air Transport Supplementary Acts**
 - **Publication and dissemination** to all stakeholders before end Year 2017
 - **Sensitization Seminars:** to conduct an awareness campaign within the region on the 9 Air Transport Supplementary Acts for interpretation and harmonized application and avoid discrepancies between the member States
 - **Monitoring and Evaluation:** to develop periodic comprehensive reports on the level of implementation in order to take corrective measures of Implementation of Supplementary Acts in order to correcting Gaps found
 - **Setting up a Database/Information System-Observatory**

WAY FORWARD FOR ECOWAS AIR TRANSPORT



AIR TRANSPORT INTEGRATION BASED PROJECTS

- 1. DEVELOPMENT OF AIRPORT INFRASTRUCTURE, EQUIPMENT & FACILITIES**
- 2. REGIONAL AIRCRAFT MAINTENANCE FACILITY**
- 3. ECOWAS POLICY ON AVIATION CHARGES AND FEES**
- 4. REGIONAL AIR TRANSPORT DATA BASE**
- 5. REGIONAL AIRCRAFT LEASING COMPANY**
- 6. COORDINATION OF AIR NAVIGATION SERVICE PROVIDERS**
- 7. STUDY ON THE CREATION OF A REGIONAL AIRLINE**

DEVELOPMENT OF AIRPORT INFRASTRUCTURE, EQUIPMENT & FACILITIES

❑ CONTEXT

- Deficiencies at the international airport infrastructure, equipment and facilities (including refrigerating cargo warehouses, airfield lightning, airport security fences, Control Towers, Generators as well as status of Instrument Landing System (ILS), VHF Omni Range (VOR), Distance Measuring Equipment (DME), Radars, status of implementation of CNS/ATM, status of security control equipment for issuing of access ID cards, electromagnetic detectors, X-ray walkthrough devices, surveillance camera and handheld metal detectors)

❑ OBJECTIVE

- This project is meant to remove deficiencies unveiled by the ICAO's Safety Oversight Audit reports of the ECOWAS member States.

❑ STATUS OF IMPLEMENTATION

- 2013 TORs and Express of Interest in the framework of PPDU activities
- 2014 Consultants shortlisted within a Tender relating to a Feasibility study
- September 2014: Selection of the Consultant
- 2016: Validation by Air Transport Experts (Niamey, Niger, 17-18 May, 2016), Transport Ministers, Approval by Council of Ministers and the Authority of Heads of State and Government of the ECOWAS (especially a Master Plan)

❑ STAKEHOLDERS

- ECOWAS Commission, Member States, ICAO, AfDB, World Bank, BAGASOO, ACSA/UEMOA, Airports, ANSP, other Donors and partners as well as public/private sector.

❑ FINANCING

- Feasibility study by PPDU
- Validation Master Plan: ICAO within AfDB/PASTA-CO Project

❑ EXPECTED RESULTS

- Assessment of the capacity of ECOWAS regional airports with international links on the airside (runway, taxiways, and apron areas) and landside (terminal facilities).
- Elaboration of a Master Plan for the development of ECOWAS regional airports

REGIONAL AIRCRAFT MAINTENANCE FACILITY

❑ CONTEXT

- Aircraft maintenance represents 15 to 25% operating cost of ECOWAS airlines
- Checks C and D are conducted in MRO in Europe, Asia or America

❑ OBJECTIVE

- Is meant to contribute towards the viable economic and sustainable development of the airline industry in West Africa by introducing a state of the art Aircraft Maintenance Facility in the region for airline and aircraft operators and by pooling resources within the Community as well as enhance aviation safety in the region

❑ STATUS OF IMPLEMENTATION

- November 2012: Pre-Feasibility study on Regional Aircraft Maintenance Facility financed by the AfDB
- December 2012, Abidjan: Validation Workshop of the Report by ECOWAS Air Transport Experts
- 2013: Express of interest of some ECOWAS member States and airlines as well as donors and partners
- 2015-2016: TORs on Update business plan
- 2017: On going contract negotiation between ECOWAS Procurement Committee and successful bidder (IATA) .
- Need of ratification of Cape Town Convention & Protocol on Mobile Aeronautical Equipment (2001) by all ECOWAS Member States is likely to bring down aircraft financing cost.

❑ STAKEHOLDERS

- EBID, BOAD, AfDB, World Bank, BNDES, BAGASOO, ACSA/UEMOA, Airlines, Manufacturers, other Donors and partners as well as public/private sector.

❑ FINANCING

- Equity/capital share: to be determined by stakeholders

❑ EXPECTED RESULTS

- Reducing cost and delay that airlines incur in having to send their aircraft to maintenance centers in Europe or America as well as reduce the taxation they have to pay in importing aircraft parts.

ECOWAS POLICY ON AVIATION CHARGES & FEES

❑ CONTEXT

- Constantly aviation charges increasing in number and in amounts (Airport charges, Route air navigation charges, Landing/take-off fees, parking hangar fees, Pax service charges, aviation safety/security, Noise relate charges, Gas-emission, development charges, Fuel charges, etc.)
- Some are no compliance with ICAO Policy: Doc 8632 Policies on taxation in the Field of international Aviation and Doc 9082 on charges for airports and Air Navigation Service

❑ OBJECTIVE

- Establish a common policy on Airport Charges and Fees in ECOWAS Member States in accordance with ICAO's principles of a transparent pricing structure and that passengers and other airport users are only charged for the services they receive.

❑ STATUS OF IMPLEMENTATION

- 2014: Validation of draft TORs
- 2015-2016: TORS for feasibility study and Validation Workshop,
- 2017: On going contract negotiation between ECOWAS Procurement Committee and successful bidder (IATA) .

❑ STAKEHOLDERS

- ECOWAS Commission, ECOWAS Parliament, Member States, AFCAC, ICAO, IATA, AfDB, World Bank, BAGASOO, ACSA/UEMOA, Airlines, Airport Managers and Air Navigation Services Providers (ANSP).

❑ FINANCING

- ECOWAS, Donors and Partners

❑ EXPECTED RESULTS

- Reduction of operating cost of the airlines and air fares for passengers using the IATA Level of Services (LOS) of key functions of airport as East African Community (EAC) has done.
- Promotion of operations of Low Cost Airlines in ECOWAS region

REGIONAL AIR TRANSPORT DATA BASE

❑ CONTEXT

- Aviation data not regularly compiled
- Contradicting aviation data sometimes in the same country

❑ OBJECTIVE

- is meant to contribute towards regional integration and the modernization of Civil Aviation Administrations and REC's by introducing up-to-date technology in the collection and dissemination of data on a region wide basis.

❑ SCOPE OF WORK

- November 2012: Pre-Feasibility study on Regional Air Transport Data Base financed by the AfDB
- December 2012, Abidjan: Validation Workshop of the Report of the Consultant
- 2013: Express of interest of AfDB, World Bank
- 2016: Update business plan, Negotiation ECOWAS/PIDA to finance the implementation of the project

❑ STAKEHOLDERS

- ECOWAS Commission, member States, BAGASOO, ACSA/UEMOA, Airlines, Airports, ANSPs, AfDB, World Bank, PIDA, other Donors and partners as well as public/private sector.

❑ FINANCING

- Detailed study for implementation:
- Stakeholders meeting

❑ EXPECTED RESULTS

- Developing an overall picture of the industry and provide useful data for regional planning and development and / or monitoring of progress in the different areas of the sector (Economic, Technical, Operational, and Financial).
- Facilitating the Design and implementation of a Database/information system/observatory on air transport industry

COORDINATION OF AIR NAVIGATION SERVICE PROVIDERS

❑ **CONTEXT**

- 5 Air Navigation Service Providers (ANSPs) in West Africa: ASECNA, NAMA, Roberts FIR, Accra FIR, Cape Verde FIR

❑ **OBJECTIVE**

- Promote cooperation among the ANSPs for a better implementation of the ICAO CNS/ATM

❑ **STATUS OF IMPLEMENTATION**

- 15-17th June ,2010 in Accra, Ghana: Preparatory meeting attended by NAMA, Accra FIR, ECOWAS and ICAO
- May 2011: Drafting a joint ECOWAS/ICAO Concept Note on Coordination of ANSP
- December 2013 in Conakry, Guinea: approval by Roberts FIR
- 29 May, 2014 in Dakar, Senegal: approval by ASECNA, drafting of a Common Regulation on Air Traffic Control in West Africa
- 2016: Further to a Joint Request made in May 2016, a delegation of the Satellite Network Management Committee (**SNMC**) visited the ECOWAS Commission in Abuja on 18 November 2016: ASECNA, GCAA/FIR, Roberts FIR, NAMA, ICAO/WACAF. Conclusion: joint preparation of a Donors Roundtable taking in account needs of ANSPs.

❑ **STAKEHOLDERS**

- ASECNA, NAMA, Roberts FIR, Accra FIR, Cape Verde FIR , ECOWAS, ICAO, AFCAC, BAGASOO, ACSA/UEMOA, Donors and partners as well as public/private sector.

❑ **FINANCING**

- Aeronautical charges
- Other activities: to be determined

❑ **EXPECTED RESULTS**

- A Single West African Sky As with a view to mobilize adequate financial resources to eliminate deficiencies in air navigation services within the AFI Region
- Training for ANSP staff to maintain and use equipment

WORKING TOGETHER



PARTNERSHIP

- ❑ **Member States, BAGASOO, ACSA/UEMOA ECOWAS bodies, ICAO, IATA, AFCAC, AFRAA, private sector to adhere on a strategy based on Growth Improvement i.e. cooperation and coordination**

- ❑ **AERONAUTICAL COOPERATION**

- ❖ Objective: experience, best practices and capacity building
- ECOWAS/ECAC MoU on Aviation, July 2012.
- ECOWAS/WFP Technical Agreement on Humanitarian Air services, October 2012.
- ECOWAS/ICAO Action Plan on Various Aspects of Aviation in West Africa , December 2014.
- ECOWAS/China MoU on Regional Aviation, November 2015.

- ❑ **FUND MOBILIZATION with Donors and Partners**

- ECOWAS/AfDB Protocol of Agreement on Project for Development of Air Transport in West and Central Africa (PASTA-CO), signed 15 October, 2015
- ECOWAS/World Bank Project on “Open Sky in West Africa”, January 2016

- ❑ **ICAO to grant to ECOWAS Commission a status of “Observer” to facilitate its activities in the areas of air transport**



THANK YOU!
JE VOUS REMERCIE !
OBRIGADO !

