

Goodwill Message by TIACA SG Vladimir Zubkov to AFRAA 51st Annual General Assembly,

November 2019

GREETINGS:

- President of AFRAA & Chief Executive Officer - Air Mauritius, Mr. Somas Appavou
- Secretary General, AFRAA: Mr. Abdérahmane Berthé

DIGNATORIES, Ladies and Gentlemen

It is my pleasure and honour to take part in the 51st Annual General Assembly of the African Airlines Association. It's a remarkable organization – for more than 50 years AFRAA brings together airline Chairmen, CEOs, top executives and principal decision-makers in the aviation industry not only from Africa but from all over the world.

Salutations to the host, Air Mauritius for the excellent organization of the prelude to the Assembly!

TIACA and the African Airlines Association now are well-established partners. The MoU signed two years ago is the base for real actions. Secretary General, Mr. Abderahmane Berthé will be playing a prominent role in TIACA Executive Summit in Budapest, November 19-21. Several AFRAA members contribute to the work of TIACA with Sanjeev Gadhia, CEO, Astral Aviation having the leading role as Vice-Chairman or TIACA Board of Directors.

TIACA and AFRAA have many commonalities in the objectives, amongst which:

- to facilitate the establishment of industry best practices in safety and security,
- provide a platform for consensus-building among members,
- actively contribute in human capital development,
- interact with the regulatory bodies to support and protect the common interests of members,
- provide forums for members and industry partners to enhance their knowledge base and mutual cooperation and several others.

All these common objectives if used effectively promise benefits in efficiency and revenue collection. Assessing the two years span since the signing of the MOU, I should say that more benefits could have been achieved should the airlines took more active part in collaborative actions with TIACA. Let's take one important area – airlines support to the global trade which has direct correlation with the air cargo transport.

Taking the biggest partners: U.S.-Africa trade is \$40 billion, making US the Africa's third-largest trading partner behind China and the European Union. At the same time China is now

Africa's biggest trade partner with almost \$200 billion, 5 times bigger than US. And the growth continues. High attention to supporting African trade with China is becoming especially important in light of the expansion of the most ambitious project "Belt and Road" or "Silk Road" in other sources. We know that all the African leaders have been in China in the invitation of Chairman **Xi** Jinping just one year ago, and one of the major issues for the discussion was the extension of Belt and Road all the way to Africa. This is where airlines and logistic partners have real opportunities of reaping benefits from the ever-increasing trade flows. The issue is – not to miss the moment while other modes of transport are working hard and airlines from other regions pay increasing attention to the development of model for participation in this lucrative transport business. We in TIACA help airlines and airports to understand better how it can be done.

Coming back to the TIACA Executive Summit, from 19 to 21 November – the air cargo industry decision-makers from around the world will meet in Budapest, where they will discuss the role and importance of air cargo, industry developments and technical trends within the sector.

Because TIACA represents the air cargo industry and unites the industry behind a shared vision and common goal, TIACA Executive Summit is an opportunity to do business and network with leading representatives from the whole supply chain.

The TIACA's Executive Summit is about demonstrating the dynamic nature of the air cargo sector and developing its future. We will be surrounded by the most experienced and innovative people in the industry. It's an opportunity for them and for us to meet, think, design and decide together with one sole aim: to help develop the air cargo industry of tomorrow.

I would like to offer an example of only one session – on Modern Practices: E-Commerce, Drones, Logistics Corridors and Technologies. The panel headed by Sanjeev Gadhia, features key speakers within our industry who will introduce new initiatives that should inspire us to embrace innovation and change. They are: Frederic Horst, Cargo Facts Consulting; Jos Nuijten, Descartes; Jan Van Roey, Bpost and Jozef Kossuth, Budapest Airport Ltd.

More information on the programme can be obtained on TIACA website.

At the Summit we also give the official start of the TIACA Sustainability Program with the first Working Group and the first Sustainability Award.

I will quote Steven Polmans Chairman of TIACA who has pioneered the programme: "Sustainability is and should be high on the agenda for all of us, as it is important for our future both our personal future as well as that of our industry. The Sustainability Program aims to support the air cargo industry with its necessary transformation, involving environmental, social and business issues through innovation and partnerships. It's what we've called the 3+2 vision: people, planet, prosperity + innovation & partnerships."

The winner of the Sustainability Award will be announced during the Gala Evening of the TIACA Executive Summit 2019 in Budapest and receive funding of USD 15.000 and the two runners-up will receive USD 3.500 each.

Let me give you a taste of what kind of projects are presented in this competition:

- 100% landfill-biodegradable plastic and stretch wrap to reduce single-use plastic in air cargo.
- A self-landing cardboard delivery box to bridge the last mile to people in need as a result of humanitarian crises.
- And several others.

I want to inform you about one more relevant development which has reached its final stage: TIACA is starting a joint training initiative with ICAO within the framework of globally famous TRAINAIR programme. TRAINAIR presently doesn't have any module on air cargo, and TIACA will fill this gap. Within days we are signing an MOU with ICAO SG Dr. Liu.

We are enhancing our own inhouse training known as Air Cargo Professional Development Program (ACPD) delivered in collaboration with SASI. It is aiming at Airlines, Forwarders, Integrators, GHA, Airports and Administrations.

Some examples of workshops:

- Big Data and how "Data and Logistics Corridors" can be established to enhance profitability;
- Operational and policy solutions for Airlines, GSSA, GHA, Airports and authorities; or
- Fleet decisions re freighters driven by revenue management demands.

Another programme of interest to you is Consulting.

TIACA members possess tremendous diverse expertise and knowledge.

TIACA members will join the consulting platform and offer subject matter expertise to other members through telephone interviews. We also will engage TIACA Consulting for tailored project work and support.

Exactly one year from now we want to welcome you at our Air Cargo Forum (ACF) in Miami. For the first time it will be first to be organized in partnership between TIACA and Messe München, an international leading trade fair specialist.

Hope to see you there.

Meanwhile – I am inviting you to Budapest

Let me express my confidence that working together with the AFRAA members, with other African partners, with the AFRAA Secretariat and personally with Abderahmane Berthé we will contribute to the success of the African Civil Aviation and further development of trade and national economies in Africa!

Wish success to the Assembly!

Vladimir Zubkov