

ESTABLISHMENT OF A NATIONAL AIRLINE FOR THE REPUBLIC OF GHANA

REQUEST FOR EXPRESSION OF INTEREST

The Government of Ghana (GoG) has the objective to make Kotoka International Airport (KIA) the aviation hub of West Africa. GoG is therefore looking to establish a national airline to facilitate the achievement of its objective.

GoG, acting through the Ministry of Transport (MoT), has appointed a team of consultants led by PricewaterhouseCoopers (Ghana) Limited (PwC) to provide advisory services with regards to the establishment of the proposed new national airline. Feasibility studies conducted by PwC has shown that a market exists to profitably support the operation of a new national airline without recourse to GoG funding. The feasibility study identified the following advantages currently available in the Ghanaian airline industry:

1. Yields in Ghana and the rest of West Africa are still high compared to the rest of the world
2. Passenger growth rate over the last five years was more than double the global average
3. The Ghanaian economy has experienced significant growth over the last ten years and is still projected to outpace the rest of the global economy

The feasibility studies also demonstrated that the new national airline would require partnership with an experienced strategic airline partner with a global distribution network to adequately take advantage of the opportunities in the market place. GoG is therefore inviting prospective airline strategic partners to submit an Expression of Interest ("Eoi") to work with GoG to establish a new national airline for Ghana. The expression of interest should demonstrate the following, among others:

- The financial strength of the prospective partner
- The prospective partner's technical strength in areas of IT systems, flight operations, maintenance, yield and capacity management.
- The reach and value of the prospective partner's distribution network
- The prospective partner's membership of a global alliance

The deadline for the submission of the Eoi is **Friday, 24 June 2016 at 4pm GMT.**

Expressions of Interest should be marked **CONFIDENTIAL – NATIONAL AIRLINE PROJECT** and addressed to:

**THE CHIEF DIRECTOR
ROOM #6
MINISTRY OF TRANSPORT
PRIVATE MAIL BAG
MINISTRIES, ACCRA, GHANA**

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