

PTDI Product Footprints In Africa Today & Tomorrow

A PAST EXPERIENCE (2009 - 2016) **B** CURRENT CONTRACT (2017) **C** NEXT CONTRACT (2018 - 2020)

- Burkina Faso
- Senegal
- Guinea

Senegal

- Senegal
- Coted'Ivoire (Ivory Coast)

4 Units
CN235-220

1 Unit
CN235-220

2 Units
NC212

2 Units
CN235-220



Current Aircraft Population In Africa

Potential Market For The Next 10 Years

CN235-220
16 Units

NC212i
27 Units

111 Units
N219

95 Units
CN235-220

29 Units
NC212i

TOTAL POTENTIAL MARKET FOR PTDI'S PRODUCTS & MRO
235 Units

Business Potential Value for Upgrade, modification, Modernization & Maintenance, Repair & Overhaul (MRO) for the next 5 year

CHALLENGES

Limited resources to conduct market penetration directly in B 2 G scheme to all the targeted countries.



WAY FORWARD

1. Market penetration through RI Representatives (RI Ambassadors and/or Defence Attaché) in targeted countries.
2. Establish Industrial Collaboration with Industrial Partner / Business Partner abroad which have access to the PTDI's targeted countries.
3. Buyer's credit & working capital scheme through National Interest Account Program (NIA) with competitive interest rate from LPEI,