



COMPANY PROFILE

Private & Confidential
July 2026



**CONNECTING WEST
AFRICA TO THE WORLD**

WHO WE ARE

AN AVIATION INVESTMENT & DEVELOPMENT PLATFORM FOR WEST AFRICA



An Aviation Investment & Development Platform for West Africa

West Africa Gateway Limited (“WAG”) is a Nigerian aviation investment and development company established to build the connective infrastructure between Europe and West Africa — the fastest-growing yet most underserved aviation corridor linked to the continent. WAG identifies, invests in, and partners with proven airline operators, combining their operational excellence with WAG’s regional market access, institutional relationships, and capital resources.

Our founding belief is simple: aviation investments create the greatest value when deep local knowledge is combined with experienced airline operations. Neither succeeds alone in this corridor; together they compound.

PURPOSE

MISSION & VISION

MISSION

To connect West Africa to the world by enabling reliable, commercially sustainable scheduled passenger, cargo, and ACMI operations between Europe and the region.

VISION

A recognised Africa–Europe aviation bridge anchored in Nigeria — the region’s largest market, with 230 million people and one of Europe’s largest African diaspora communities generating durable two-way demand.



FLAGSHIP FLEET

TWO AIRCRAFT. ONE CORRIDOR.
COMPLETE COVERAGE.



WAG's fleet strategy is deliberately simple and deliberately proven. The platform is built around two of the most successful aircraft families in commercial aviation — the Airbus A330 as the long-haul flagship of the Europe–West Africa trunk routes, and the Airbus A320 family as the regional workhorse of the West African network. Together they cover every mission in the corridor — from a ten-hour intercontinental sector into Lagos to a fifty-minute hop to Accra — with maximum commonality, deep global support, and the lowest execution risk available in widebody and narrowbody aviation.

AIRBUS A330

LONG-HAUL FLAGSHIP

• EUROPE–WEST AFRICA TRUNK ROUTES



The A330 is the backbone of the corridor: a twin-engine widebody with the range to serve any city pair between Europe and West Africa non-stop, the cabin to carry 250–300 passengers in a premium two-class layout, and — critically for this market — a belly hold large enough to make cargo a second profit centre on every rotation. Perishable agricultural exports northbound; pharmaceuticals, e-commerce, and industrial freight southbound. On the Europe–Lagos axis, the A330 does not simply carry passengers; it carries the trade of the corridor.

It is also the most pragmatic widebody choice in the world: over 1,500 delivered, a deep global pool of crews, spares, and MRO capability — including maintenance partnership potential in Nigeria — and ready availability on the leasing market, allowing the platform to scale capacity with demand rather than ahead of it.

A330 — At a Glance

Role in the WAG Platform

Mission	Non-stop scheduled services on the Europe–Nigeria axis and long-haul charter (Hajj, government, diplomatic)
Capacity	250–300 seats, two-class, with significant lower-deck cargo capacity on every flight
Range	Comfortably covers all Europe–West Africa city pairs non-stop, with reserves
Cargo layer	Belly capacity underpinning the dedicated cargo strategy: agri-exports, pharma, e-commerce, oil & gas logistics
Why it wins	Proven twin-engine economics, global support network, lease-market availability, and Nigerian MRO partnership potential

AIRBUS A320 FAMILY

REGIONAL FLAGSHIP

· WEST AFRICAN NETWORK & EUROPEAN FEED



Where the A330 builds the bridge, the A320 builds the network. The world's most widely operated narrowbody family — with more than 11,000 aircraft delivered — the A320 is sized precisely for the intra-regional missions that turn a single trunk route into a system: Lagos–Abuja, Lagos–Accra, and onward expansion across ECOWAS, plus intra-European feed through code-share partnerships. Its 150–180 seat cabin matches regional demand density, its operating economics are the benchmark of the segment, and its ubiquity means crews, spares, and support are available in every market WAG will enter.

The two types share Airbus cockpit philosophy and operational commonality, compressing training pathways and simplifying the platform's path from first aircraft to full network.

A320 Family — At a Glance

Role in the WAG Platform

Mission	Scheduled intra-West African services and European feeder flying under code-share partnerships
Capacity	150–180 seats — sized to build frequency, the currency of regional networks
Network	Lagos–Abuja and Lagos–Accra from day one; phased ECOWAS expansion thereafter
Economics	Benchmark narrowbody cost per seat; high daily utilisation on short regional sectors
Why it wins	The most operated airliner family in the world — ubiquitous support, deep crew pool, flexible fleet growth

FLAGSHIP FLEET

TWO AIRCRAFT. ONE CORRIDOR.
COMPLETE COVERAGE.



A single-manufacturer, two-type fleet is not a constraint — it is the strategy. It concentrates training, maintenance, and spares into one ecosystem, keeps the cost base lean through the growth phase, and gives partners and regulators a fleet plan they already know how to underwrite.

CAPABILITIES

WHAT WE BRING — NOT CAPITAL ALONE, CAPABILITY



Strategic

African market expertise, established commercial relationships, and infrastructure investment experience across the corridor.



Institutional

Access to key aviation, governmental, and regulatory stakeholders in Nigeria, paired with a patient, long-term investment philosophy and local execution capability.



Commercial

Cargo relationships spanning agricultural exports, pharmaceuticals, e-commerce, and oil & gas logistics; corporate customer networks; and a pipeline of growth opportunities from Hajj and pilgrimage operations to government and diplomatic charter.



Transaction Discipline

A structured, phased approach to partnership — transparency and mutual KYC first, defined deliverables at every stage, and full compliance with Nigerian, EU, and applicable aviation regulatory requirements.

CURRENT FOCUS

THE EUROPE–WEST AFRICA CORRIDOR



WAG is presently developing a strategic partnership with an established European scheduled carrier to create a leading aviation platform on the Europe–West Africa corridor: A330 scheduled services on the Romania–Nigeria axis, A320 network expansion to Accra and Abuja, a dedicated cargo layer built on widebody belly capacity, and onward European feed through code-share partnerships — a five-year arc from a single corridor to a continental bridge.

A330 scheduled services
Romania–Nigeria axis

A320 network expansion
Accra and Abuja

Dedicated cargo layer
Widebody belly capacity

Code–share partnerships
Onward European feed

OUR NETWORK

STRATEGIC RELATIONSHIPS & AFFILIATIONS

WAG's value lies in the coalition it convenes. The relationships below — in place or in advanced development — span the full chain required to turn a route map into an operation: the permission to fly, the capacity to operate, the finance to grow, and the demand to fill the aircraft.

Government & Regulatory

Federal Ministry of Aviation & Aerospace Development

GOVERNMENT · POLICY

Engagement on route designation for the Nigeria–Romania corridor, airport development, and high-level sponsorship of the programme.

Nigeria Civil Aviation Authority (NCAA)

REGULATOR

Credentialed pathway for Foreign Carrier Operating Permits, schedule approvals, and safety oversight.

Banking & Finance

FCMB Bank (UK) Limited

BANKING PARTNER

UK-regulated banking relationship supporting cross-border transaction flows between Europe and Nigeria.

FidBank UK Limited

BANKING PARTNER

Trade and corporate banking capability across the UK–West Africa axis, supporting financing and settlement.

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Ground Handling & Cargo

NAHCO Aviance — Nigerian Aviation Handling Company

LARGEST HANDLER

Cargo terminals, warehousing, and aircraft turnaround capability at Lagos and Abuja from day one.

SAHCO — Skyway Aviation Handling Company

NATIONAL HANDLER

Competitive ground economics and operational redundancy across the Nigerian network.

Anchor Demand & Industry

Olam

AGRI-EXPORT

Agricultural and perishable export volumes that fill the A330 belly hold in both directions of the corridor.

Caverton Offshore Support Group PLC

OFFSHORE & MRO

Oil & gas charter demand, corporate flows, and local maintenance (MRO) partnership capability.

OUR NETWORK

STRATEGIC RELATIONSHIPS & AFFILIATIONS



FCMB BANK (UK) LIMITED



HOW WE WORK

INVESTMENT PRINCIPLES



Preserve identity

We back operators and their brands; we do not absorb them.



Support management

Alignment through management and vendor participation, not replacement.



Grow responsibly

Disciplined capital deployment against an agreed business plan.



Create long-term value

A patient, multi-year investment horizon.



Develop Africa sustainably

Training partnerships, local capability building, and sustainability & SAF initiatives.





A FUTURE WITHOUT LIMITS