

DR JOACHIM VERMOOTEN CA(SA) CMILT
CONSULTANT, AVIATION ECONOMIST AND RESEARCHER



Experienced senior international consultant, qualified as a chartered accountant CA(SA) registered auditor (IRBA), transport economist and academic researcher.

Economic policy regulatory reform, transport and aviation economics, air transport policies, competition economics, business restructuring, rescue and turnarounds, regulatory economics, electricity industry tariff determination, financial analysis, viability assessment, financial management, forecasting and scenario modelling, general and financial management, corporate finance planning, mergers, acquisitions and disposals. Adjudication of tax matters, dispute settlement, conference presentations and lecturing experience.

Pretoria, South Africa
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High level consulting experience in South Africa, Luxembourg, Namibia, Nigeria and Mozambique. Licensed senior business rescue practitioner and former accounting member of the South African Tax Court. Broad range of industry exposure including electricity, airlines, financial services (assurance), manufacturing, engineering, steel production.

AREAS OF EXPERTISE

- Aviation Specialist (Air transport & airports)
- Aviation researcher
- Competition and regulatory economics
- Energy
- Manufacturing
- Financial Services
- Taxation
- Financial management
- Business improvement and turnaround
- Business Strategy
- Investments and divestments
- Mergers and acquisitions
- Valuations and Due diligence
- Board governance
- Microsoft Office (Word, Excel, PowerPoint, Internet literature research)

ACADEMIC QUALIFICATIONS

- **Energy within Environmental Constraints**
Course ENGSCI137x (2020) HarvardX
- **Advanced Short Course in Business Rescue Practice** (2013) UNISA and Law Society of South Africa (LSAA)
- **Doctorate in commerce (DCom Transport Economics)** (2004) University of Johannesburg (previously called Rand Afrikaans University (RAU))
- **Masters in commerce (MCom Transport Economics)** *Cum Laude* (1996) University of Johannesburg (previously RAU)
- **Chartered Accountant and Auditor CA(SA)** - (1978) Public Accountants and Auditors Board
- **CTA (Certificate in the Theory of Accountancy)** (1977), University of Pretoria
- **BCom (Hons) (Accountancy)** (1976), University of Pretoria – distinctions in advanced accountancy, information systems and taxation.
- **BCom (Accountancy)** (1975), University of Pretoria – distinctions in commercial law, auditing, taxation, business economics and statistics.
- **Matric Exemption** First class pass. (1971) Afrikaanse Hoër Seunskool, Pretoria - distinctions in Mathematics and Mechanics

KEY SKILLS AND COMPETENCIES

- Active listener
- Innovative problem solving
- Adaptable and flexible
- Perseverance, persistence and determination
- Reliable and dependable, on-time delivery
- Sound reasoning and critical thinking skills
- Competent decision-maker
- Business analytics and acumen
- Change management; project development
- Financial analysis, planning and spreadsheet modelling
- Transfer arrangements and closure of agreements
- Team leadership, team building, teach and mentoring
- Attention to detail
- Objective research, presentations and publications
- Communication, report writing, public speaking

PROFESSIONAL REGISTRATIONS AND MEMBERSHIPS

- Licensed Senior Business Rescue Practitioner
- Registered auditor (RA) with South African Independent Regulatory Board for Auditors (IRBA)
- Chartered accountant, CA(SA) member of South African Institute of Chartered Accounts (SAICA)
- Life member of Institute of Directors of South Africa (IODSA)
- Member of the Turnaround Management Association (TMA)
- Member of the German Aviation Research Society (GARS)
- Chartered Member (CMILT) of the Chartered Institute of Logistics and Transport: South Africa (CILTSA)
- Former member of the South African Tax Court (until 2019)

OTHER RELEVANT COURSES

- Business Rescue Decision-Making – Continuing Education at University of Pretoria
- Financial Due Diligence (SAICA)
- Advanced Business Valuations (GIBS)
- Integrated Planning and Control (UNISA)
- Boeing Executive and Airline Financing Courses
- Airbus Air Transport Seminar

Executive and non-executive board experience at listed and private companies, regulatory reform, lecturing and academic research.

Licensed senior business rescue practitioner and former accounting member of the South African Tax Court.

Experience working in Africa, with excellent record of persistence and project completion, passion for working on economic development and market-based economies in Africa. Sound reasoning and critical thinking skills, outstanding academic achievement and impressive career development.

University Lecturing Experience:

Current

- Research Associate (2017 - 2022) University of Johannesburg
- University of Johannesburg (2017 - 2022) external moderator of BCom Honours course on Introduction to Aviation TRE8X13 and Airlines and Airports (TREX14) modules.

Previous

- Varsity College (2016 -2018) Lectured in financial management (FINM6211) and taxation (TAXN7311) for BCom and BCEL (Law) students
- University of Pretoria (2013 - 2018) Lectured post graduate course in aviation for BCom Hons degree in tourism
- University of Johannesburg (1995 – 2000) Lectured a course in airline management and aviation regulatory framework for post graduate diploma in transport economics

Academic Awards:

- Chancellors Medallion for the Faculty of Economics and Management Sciences of Rand Afrikaans University (RAU) for post graduate research
- Rondalia Prize for best student in Advanced Accountancy

Former Aviation Policy Roles

- Member of statutory body Transport Advisory Council 1992 – 1995
- Member of domestic air transport policy steering committee on air transport policy - regulatory reform 1988 - 1990
- Member of international air transport policy steering committees on regulatory reform 1991-1993
- Member of Air Working Group re National Transport Policy Study 1995-1996
- Member of Strategic Planning Committee (bi-lateral air services agreements) 2006 – 2010

SUMMARY OF WORK EXPERIENCE

- **RESEARCH ASSOCIATE (2017 - current) Department of Transport and Supply Chain Management University of Johannesburg**
- **INDEPENDENT CONSULTANT (Pretoria, Johannesburg, Botswana, Namibia, Abuja (Nigeria) Mozambique) 2006 to 2024**

NOTABLE CONSULTING CONTRACTS:

- **AMENA, NTU International A/S, EASA, (2024)** Study to support AFCAC on SAATM regarding Aviation Charges, Taxes and Fees 2020.HVP.10.RoC_159
- **The Department of Transport (2023 to 2024)** Economic analysis report on funding model principles for economic regulation of ACSA and ATNS
- **South African Competition Tribunal (2023) Expert witness in the matter of Competition Commission v Airlink (CR280FEB18) [HSF- JOHANNESBURG_15.FID52064]**
- **Namibia Competition Commission (2023)** Digital terrestrial television costing consultancy services in re: One Africa Television // Namibian Broadcasting Corporation procurement reference no: cs/dp/nacc-17/2022
- **Namibia Competition Commission (2022 and 2023)** advisor on Section 36 Report NACC/Alexander Forbes Financial Services (Pty) Ltd and Others (Case number: 2017AUG0006COMP) as well as Retirement Fund Solutions Namibia (Pty) Ltd / Government Institutions Pension Fund & 2 Others (Case Number: 2020aug0015comp)
- **World Bank (2021 and 2022)** - Southern African Air Transport Policy Paper (on State Owned Airlines and Aeronautical Policies within COVID19 context)
- **Department of Tourism (2020 and 2021).** Aviation section of research report on the Impact of Covid-19 on the Tourism-Transport Interface in South Africa, (with prof BA Lubbe)
- **Lift Airlines Economic Report- Statement of Fact in Support of Competition Complaint against Comair Airports Company of South Africa (ACSA) (2020)** Strategic analysis of the Economics of Airports and its Ecosystem - Post-COVID-19. Strategic industry responses and restructuring implications for ACSA. Presentation to ACSA Board and ACSA Exco 5 October 2020.

- **Comair (BA and Kulula.com airline brands) Business divisional restructuring**, analysis of costs, revenue, profitability trends and benchmarking (2019)
- **Independent industry and financial expert to the Namibian Competition Commission (Windhoek) (2017 to present)** on predatory pricing investigations
- **Independent Consultant to DAI (Development Alternatives, Inc) (2017, 2018 & 2019)** on US AID contracts SPEED+ (Supporting the Policy Environment for Economic Development) on economic & social impact of closure of 6 airports for over-border flights in Mozambique & transition of State-owned airline to competitive conditions and opportunities for LAM.
- **Consultant to Presidential Remuneration Review Commission (PRRC) (2017 & 2018)** Work Stream 3: Finance and Fiscal Sustainability of the Wage Bill, research and advice on size of public sector, value for money, guarantees for fiscal sustainability.
- **Independent industry and financial expert to the Competition Commission of South Africa (Pretoria) (2016 to 2020)** on excessive and predatory pricing investigations. This includes the determination and modelling of revenue per passenger, the span of fares, marginal, variable and fixed costs, classification and determination of different approaches of predation and excessive pricing analysis.
- **Identity Development Fund Managers (IDF Capital)** – analysis of business plan and supporting funding – Fly Blue Crane (a new start-up airline)
- **Comair (South African airline with BA and Kulula brands) (Johannesburg)** Air transport policy, level playing fields and maintaining a competitive domestic airline industry, review of engine maintenance, domestic express airfreight market. Cost allocation project.
- **Adam Smith International project Nigeria Infrastructure Advisory Facility (NIAF) (2011 - 2016) Abuja Nigeria** on power sector (electricity) reform and privatization, funded by for the UK Department for International Development (DFID) as advisor to Adam Smith International (UK) 2011 to 2016.
 - Abuja – Nigeria, 2016 - Benchmark study for the Nigerian Electricity Regulatory Commission (NERC) on transmission tariffs and performance indicators of transmission service operators (TSOs)
 - Abuja – Nigeria, 2015 - Financial advice to the Nigerian Electricity Regulatory Commission (NERC) on the financial planning, budgets and the on tariff filing of Transmission Company of Nigeria (TCN)
 - Abuja – Nigeria, 2014 - Determination of residual Governmental liabilities as a result of privatisation initiatives and developed a business plan for the Nigerian Electricity Liability Management Company (NELMCO) on settlement of liabilities
 - Abuja and Lagos – Nigeria, 2012 - Training on business and financial planning and budgetary control systems and techniques to CEOs and CFOs of Electricity Distribution Companies (DisCos) part of preparing successor companies for their responsibilities under the temporary electricity market (TEM).
 - Abuja and Kaduna – Nigeria, 2012 - advice to Presidential Task Force on Power and the Bureau of Public Enterprises on evaluation of revenue systems, billing procedures and contractual relationships of DisCos and recommendations to improve cash flow collections to the electricity system
 - Abuja and Kaduna – Nigeria, 2012 - advice to Bureau of Public Enterprises on the financial matters to be considered in the privatization of electricity distribution companies in Nigeria
 - Abuja and Kaduna – Nigeria, 2011 – Financial advice to Presidential Task Force on Power and the Bureau of Public Enterprises on the financial systems, business viability and sustainability of Electricity Distribution Companies (DisCos) – readiness of companies to enter the transitional electricity market (TEM) as part of regulatory reform. Modelling of financial projections of DisCos based on medium term tariff order methodology.
- **Competition Commission of South Africa (Pretoria) (2009, 2010)** Air cargo price and fuel surcharge collusion, cartels and leniency applications of foreign airlines, developed a formula for calculating fines in relation to cartel matters
- **Department of Public Enterprises South Africa (Pretoria) 2006 to 2011 Aviation Specialist shareholder oversight and restructuring of State-owned airlines - various projects including:**
 - The purchase agreements and pricing of South African Airways (SAA) and South African Express from Transnet on behalf of the Department of Public Enterprises (South African Government)
 - The replacement of guarantees issued by Transnet to third parties by Government guarantees
 - Capitalisation and funding of SA Express Airways (SAX) of R801m
 - Guided R1.5bn recapitalisation and R1.6bn guarantee to SAA. Funding of SAA by means of capital transfers and guarantees (including all submissions to DPE, National Treasury, Parliamentary oversight committees of Public Enterprises and of Finance)

- Regular discussions with ECA agencies on liabilities and lease contracts of SAA
- Resolving certain legacy contractual commitments and evaluated of export credit financing
- Advice on business plans and implementation of SAAs restructuring, which stabilized SAA's financial position. SAA's turnaround achieved within 18 months resulting in SAA profitable operations in 2009, 2010 and 2011.
- Determining guarantee amounts on pre-paid and unflown ticket sales and submissions to licensing councils on revision of policy requirements and submissions on guarantees to licensing authorities on behalf of SAA, DPE and National Treasury
- A330-200 lease, legacy A320-200 purchase contract, B737-800 lease extensions and the retirement of SAA's Boeing 747-400 fleet. Lease and financing agreements during its purchase by Government and Dash 8 Q400 aircraft and financing
- Long haul route launches and closures
- 2008- 2011 Annual evaluation of impact of liberalisation of South Africa's international air transport policies based on analysis of statistical record of passenger traffic, tracked per airline of seat capacity, passenger traffic and average fares of all international flights to and from South Africa.

FORMER FULL TIME POSITIONS

SENIOR EXECUTIVE WORK EXPERIENCE

- **Rentsure Holdings Ltd (Pretoria) 1993 to 2005** (Financial Executive, Managing Director to Chairman)
 - Responsibilities:
 - Acquired control of small conglomerate in 1993
 - Acquired and disposed of various investments and subsidiaries;
 - Developed niche life assurance company Rentmeester Assurances recognised as a top 100 company by Sunday Times in 1996 and 2000
 - Business Restructuring Rentmeester (2002 to 2005) and Alnet (Pty) Ltd (2001 to 2002)
 - Sale of life assurance company Rentmeester Assurances to Capital Alliance (acquired by Liberty Life) (2005)
 - Conversion of company into cash shell and distribution of cash to shareholders
 - Acquired control of small conglomerate in 1993; acquired and disposed of various investments and subsidiaries; recognised as a top 100 company by Sunday Times in 1996 and 2001
 - Sale of niche life assurance company Rentmeester Assurances and closure of sale transactions (2005 - 2006)
 - Business Restructuring (further set out below):
 - Life Assurance: Rentmeester Assurances Ltd, Executive Chairman (2002 to 2005)
 - Textile, netting and rope manufacturing and distribution: Alnet (Pty) Ltd, Executive Chairman (2001 to 2002)
- **Rentmeester Assurances Ltd** (Life assurance) 2002 to 2005 Executive Chairman
 - Successful business transformation and recovery from the unwinding of a merger and re-capitalisation
 - Successfully launched new product range based on simplified sets of variables supported by redesigned administrative process flow and structure with improved efficiencies
 - Re-focused marketing and sales structures achieving rapid increase of new business sales
 - Reduced cost base by cutting overheads and right-sizing the company
 - Directed litigation with regard to disputes with regard to the entitlement to premiums of policies
 - Successful re-capitalisation of company, which generated opportunity to conclude a sale of shares to Capital Alliance (itself shortly acquired by Liberty Life)
- **Alnet (Pty) Ltd (Cape Town)** (Industrial textiles (shade-cloth), commercial and fish nets, rope manufacturing and distribution) 2001 to 2002 Executive Chairman
 - Achieved sustainable turnaround within 18 months
 - Implemented a fundamental restructuring programme integrating, sales, product development, production scheduling, systems, cost control and governance processes
 - New product developed based on production strengths and capabilities
 - Development of export division
 - Balanced demand forecasting and production planning systems and increased annual sales on exports
- **Trek Airways** (Airline with international brand **Luxavia** and **Luxair** franchisee as well as domestic airline **Flitestar**) (Johannesburg and Luxembourg) 1979 to 1994 Various positions (Financial Executive later Executive Director)
 - Financial management and structuring of commercial agreements

- Established group of international companies, management information and reporting systems
 - Aircraft evaluation, acquisition, leasing, purchasing and sale of long-haul commercial aircraft
 - Negotiation of charter agreements and franchise agreement with Luxair for long haul services
 - Development of route rights, new markets and bilateral air services negotiations
 - International airline strategy development, marketing and sales distribution
 - Assisted in setting up new domestic airline - Flitestar in South Africa
 - Negotiated B707-320 and A300B4 purchases and financing, A320-200 and Boeing B747SP leases and ATR72 financing and leasing
 - Served on South African Governmental aviation policy revision steering committees on regulatory reform and a statutory body - the Transport Advisory Council (TAC))
- **Okapanje Ranching Company (Namibia) 1978 to 1979 Financial Manager Cattle farming operation**
- **JUNIOR WORK EXPERIENCE**
 - **Meintjes Vermooten and Partners (Pretoria) 1973 to 1978 Articled Clerk / Audit Manager**
 - **National Service 1972 – Special Services Battalion (SSB); 1973 to 1982 Pretoria Highlanders: Military Commitments completed**
 - **Schooling: Matric Exemption (1971), Afrikaanse Hoër Seunskool, Pretoria - distinctions in Mathematics and Mechanics**

Board Experience

- Chairmanship
 - Rentmeester Assurance (Long term assurer);
 - Alnet (manufacturer and distribution of industrial textiles and fishing nets);
 - James Sydney (Fuse manufacturing, explosives storage and trading);
 - President Insurance (Short term insurer and second largest motor vehicle assurance administrator);
- Executive board experience includes the following companies:
 - Explo Carriers (Explosives ground transportation and logistics);
 - Cyclop Engineering (Heavy engineering);
 - Trek Airways, Luxavia and Flitestar (International and Domestic Airline),
 - Coca-Cola and Sparletta Bottling operations and trucking distribution.
- Previous non-executive directorships
 - Pretorium Trust (Co-operative Buy Aid Society in Pretoria); UCDD (Pty) Ltd and CDA (Pty) Ltd (now Mercedes Benz SA (Motor vehicle assembly and distribution); Volkskas Eiendomstrust Managers (Pty) Ltd (Property Trust); Sparletta (Pty) Ltd (carbonated soft drinks franchisor, now part of Schweppes UK); Metkor Industries (Pty) Ltd (Industrial manufacturing); Dorbyl Ltd (Listed industrial and engineering group) and the Union Steel Corporation Ltd (USCO a listed steel and cable producer and distributor).
- Current Board membership only relates to family-owned companies

Relevant Papers & Presentations

- (2023) Presentation: Increasing Connectivity and the Movement of Air Cargo Across the Region, Air Cargo Conference – Chartered Institute of Logistics and Transport, Preparing for Potential and Possibilities on the Continent: The African Continental Free Trade Area (AfCTA), Thursday 23 February 2023, Emperors Palace, Johannesburg.
- (2023) - Paper: Impact of Omicron COVID-19 restrictions on international air transport and Tourism to and from South Africa AOSIS & Journal of Transport and Supply Chain Management (JTSCM)
- (2023) Paper: Impact of COVID-19 restrictions on South African air transport and tourism indicators AOSIS & Journal of Transport and Supply Chain Management (JTSCM)
- (2022) - Contributing author to World Bank Report: 'Navigating Beyond #COVID-19: Airline Recovery and Regulatory Reform Opportunities in Southern Africa' available at https://lnkd.in/eP__ycZP
- (2022) - Plenary address: where are we? Post Covid-19 air transport recovery. Presentation at the 40th Annual Southern African Transport Conference, Theme addressing the new normal and the future of transport, CSIR International Convention Centre (CSIR ICC), 06 July 2022
- (2022) - Panel discussion: Revitalizing the industry post pandemic – Latest data on the SA industry, Presentation at the aviation breakaway session at 40th Annual Southern African Transport Conference,

Theme addressing the new normal and the future of transport, CSIR International Convention Centre (CSIR ICC), 06 July 2022

- (2021) Air Transport: COVID-19 came and....did not go away...., Presentation at Virtual Session - Air Services Impact of a Pandemic and the way forward, hosted by Transport Forum, 19 August 2021.
- (2021) - (Presentation to the Parliamentary Standing Committee on Appropriations in relation to the Draft Special Appropriation Bill, B5 – 2021)
- (2021) - (with profs N Pisa and J Walters) Written Submissions to the Standing Committee on Appropriations in relation to the Draft Special Appropriation Bill, B5 – 2021
- (2021) - (with prof BA Lubbe) Impact Of Covid-19 on the Tourism-Transport Interface in South Africa, Report for Department of Tourism, 26 March 2021 (the aviation section)
- (2021) - Overview of the Civil Aviation Industry in South Africa, Presentation for Summit on the Review of Civil Aviation Policy, Virtual Summit, Department of Transport, 01 March 2021
- (2021) - Reconstruction and Recovery of the Economy in the Post COVID-19 Era, Presentation for Summit on the Review of Civil Aviation Policy, Department of Transport, 02 March 2021
- (2020) - Can privatization save SAA business case study, Your Perfect Practice, Official Newsletter of the TMA-SA. May 2020, Vol 3
- (2020) The Economics of Airports and its Ecosystem - Post-COVID-19, strategic presentation to ACSA Board 28 October 2020 and to ACSA Exco 5 October 2020.
- (2020) Paper - Closure and restart as an option for a sustainable South African national airline AOSIS & Journal of Transport and Supply Chain Management (JTSCM)
- (2020) – News from the South, Presentation for German Aviation Research Society, 3rd Workshop on 'Aviation in Africa, hosted by the Hong Kong Polytechnic University, 4 June 2020
- (2020) -Contributed to the PWC study on a Whole-of-State Aviation Framework for SAA in 2019
- (2019) Paper - Options for the restructuring of State-ownership of South African Airways (SAA), AOSIS & Journal of Transport and Supply Chain Management (JTSCM)
- (2018) STTA - Study of the impact of closing six international/regional airports in Mozambique, Final Presentation to the Minister of Transport and Communications and other Government Officials, 11 July 2018, Ministry of Transport & Communications, Maputo, Mozambique
- (2018) Impact of Closing Six International Airport Points of Entry in Mozambique, Report & Presentations, USAID, <http://www.speed-program.com/Trade-Investment/Transport-Corridors/Air-Liberalization>
- (2017) STTA - Study of the impact of closing six international/regional airports in Mozambique - Preliminary Findings, Presentation to the Minister of Transport and Communications, 15 December 2017, Ministry of Transport & Communications, Maputo, Mozambique
- (2017) STTA - Study of the impact of closing six international/regional airports in Mozambique, 22 November 2017, Civil Aviation Institute of Mozambique (Instituto de Aviação Civil de Moçambique – IACM) Aviation Training School, Maputo, Mozambique
- (2017) STTA - Study of the impact of closing six international/regional airports in Mozambique, Part 2 - Detailed analysis of AdM proposal, metrics and impact study, 22 November 2017, IACM) Aviation Training School, Maputo, Mozambique
- (2017) Competition Law Risks to Airlines, 26th African Aviation Summit – Air Finance Africa, Bill Gallagher Room, Sandton Convention Centre, Johannesburg, South Africa, 9 May 2017
- (2016) The importance of air transport economics. 4th African Aviation Training Conference. Emperors Palace Johannesburg. 12 May 2016
- (2015) Submissions on the White Paper on National Civil Aviation Policy September 2015 for Department of Transport and Supply Chain Management University of Johannesburg (together with prof Jackie Walters, UJ)
- (2015) "Contemporary air transport competition matters in South Africa". Transport Forum. University of Johannesburg – Bunting Campus. Johannesburg. 5 March 2015. www.transportsig.com
- (2014) The Role for the State in the Domestic Aviation Industry, State owned airlines, Competitive Neutrality, Level Playing Field and Airline Restructuring. African Aviation School 2014. Norton Rose Fulbright. Johannesburg South Africa
- (2013) "SAA and SA Express bailouts: the latest figures and analysis". Presentation at Free Market Foundation. Johannesburg. 20 November 2013
- (2013) "Bilateral agreements, foreign ownership and fair competition - Why all the fuss over foreign owned airlines". Presentation at Free Market Foundation. Johannesburg. 20 November 2013
- (2013) "Presentation on Airline Industry". University of Pretoria Tourism Department. 29 August 2013

- (2013) Dr Joachim Vermooten. Competitive neutrality in mixed economies: The domestic air transport policy. Transport Forum. University of Johannesburg – Bunting Campus. Johannesburg. 6 June 2013. www.transportsig.com.
- (2012) “Accuracy of Billings, Improved Debt Collection and the recovery of Receivables (Customer Debtors) at DisCos”. Presentation to Presidential Task Force on Power (PTFP). Central Business District Abuja, FCT Abuja Nigeria. 30 August 2012
- (2012) “Transition to Profitability and Sustainability. System of Integrated Financial Planning and Control - If you don't have financial control you CAN'T operate under temporary electricity market (TEM) – for PTFP and Electricity Distribution Companies (DisCos)”. Ikeja Electricity Distribution Company Alausa, Ikeja, Lagos State, Nigeria. 5 September 2012
- (2012) Transition to Profitability and Sustainability. System of Integrated Financial Planning and Control. Abuja DisCo TEM Awareness. Abuja Electricity Distribution Company. Abuja – Nigeria. 16 July 2012
- (2010) “Network Airline Industry and Airline Ownership Models”. Department of Public Enterprises Autumn School for Parliamentary Oversight Committees. Stellenbosch
- (2007 and 2008) First and Second Competition Commission, Tribunal and Institute Conferences on Competition Law, Economics and Policy in South Africa at WITS in 2007 and 2008 on:
- (2008) “Competition rules within bi-lateral air service agreements for the purposes of developing a liberal regional air transport policy within Africa”. The Second Competition Commission, Tribunal and Institute Conference on Competition Law, Economics and Policy in South Africa. WITS.
- (2007) Aviation Industry Topic: “Standards to Evaluate Predatory Behaviour”. The First Competition Commission, Tribunal and Institute Conference on Competition Law, Economics and Policy in South Africa. WITS. Available at: <http://www.docstoc.com/docs/68935659/Competition-in-Aviation-Industry>
- (2007) The future of national carriers within an African continent”. SA Air Transport Conference 2007. Sandton Convention Centre.
- (2007) “Scenario planning for South African and African airlines and operators”. SA Air Transport Conference 2007. Sandton Convention Centre.
- (2006) “Clear Rules of Competition in the Liberalisation of the African Air Transport Market”. Melrose Training. Airline and Air Transport 2006 Summit. Michelangelo Hotel. Sandton Johannesburg South Africa. 23 August 2006
- (2003) “Regulatory Barriers in Air Transport”. Trade and Industrial Policy Strategies (TIPS) Conference on Privatisation, Competition and Regulation in South Africa. Johannesburg
- (1995) “Opportunities for Airfreight and regulatory constraints (motivation for the abolishment of restrictive elements contained in the international air freight market policy”. Air Freight Conference. Transport Consultative Committee (TCC) of Johannesburg Chamber of Business.
- (1992) “Opportunities of New International Aviation Policy”. International Aviation Conference 1992. VW Marketing and Conference Centre. Midrand, 25 August 1992
- (1992) “Domestic deregulation”, Institute of Transport of South Africa. Pretoria
- (1990) “Aircraft finance”. Commercial Association of South Africa. Avcon 1990 Conference Victorian Room Gosforth Park Racecourse Germiston, 4 April 1990

Academic Research:

- Doctoral thesis – DCom (2004) “Measures to protect and enhance competition in the South African domestic aviation industry”. Regulatory reform (deregulation and liberalisation), commercial airline practices, the development of anti-trust and competition economics in this regard as well as the pro-competitive regulatory measures taken to promote and safeguard competition. Study of USA, Canada, EU and Nordic States. Rand Afrikaans University (RAU) – now called University of Johannesburg Available Online, published by the University of Johannesburg.
- Dissertation for MCom Cum Laude (1996) “Economic Control over Domestic Air Transportation in South Africa – A Historic Perspective” Rand Afrikaans University (RAU) – now called University of Johannesburg. Available Online, published by the University of Johannesburg.