





Egypt Forward: Transportation Sector

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EGYTRANS



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Agenda

- Transportation Sector Overview:
 - Challenges & opportunities for development and investment
- About EGYTRANS
 - Strengths
 - Service Mix
 - Future development plans





Sector Overview: Activities

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- Sea Freight
- Air Freight
- Inland Water Transport
- Rail Transport
- Trucking
- Exceptional Transport (Heavy Lifts)
- 3PL



Sector overview: Sea Freight

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- Opportunity to establish new landlord ports
- Existing service ports can be divided into terminals and converted into landlord ports





Sector Overview: Air Freight

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- Government has plans to turn Cairo and other airports into hubs
- Pressing need for specialized cargo terminals
- Major developments required in regulation and infrastructure to achieve this





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Sector Overview: Inland Water Transport

- Inland water transport represents only 0.7% of total internal transport volume in Egypt
- Imperative to redistribute inland transport volumes over river, rail and road transport to reduce pollution and motor accidents.
- National goal: increase IWT share to 10%





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Sector Overview: Inland Water Transport

- Large number of new terminals required to achieve this goal
- Ideally, terminals should be tri-modal combining access to river, rail and road
- Many opportunities for investment in terminals & barges
- EGYTRANS project to establish tri-modal container terminal in Greater Cairo + container barges from and to sea ports by 2013





Sector Overview: Rail Transport

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- Rail transport represents only 2% of total internal transport volume in Egypt
- National goal: increase rail share to 10%
- Opportunity for cooperation between Egyptian National Railways & private sector to market and operate rail freight services





Sector Overview: Rail Transport

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- Start as rail forwarder and develop into inland terminal operator
- Eventually apply intermodal concepts and door-to-door services
- EGYTRANS previously provided detailed study to ENR on how to implement this:
 - Utilizing existing infrastructure, assets and staff with minimal investment
 - High level of demand for this service already exists in the market
 - Feasibility of running regular shuttle trains





Sector Overview: Trucking

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- Developments needed in regulatory framework and infrastructure
- Insufficient regulations for transport of dangerous goods and other special cargoes
- Proper regulation will open many opportunities for investment
- Improvement of trucking logistics needed to minimize empty legs





Sector Overview: Trucking

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- Investment opportunity: current lack of inland depots and drop off points for intermodal transport equipment
- This will lead to better utilization and lower service prices
- Pressing need for additional numbers and types of specialized vehicles





Sector Overview: Exceptional Transport **EGYTRANS**

- Large number of infrastructure and petrochemical projects requiring heavy lifts in the pipeline
- Opportunities for growth in transport and installation of exceptional packages

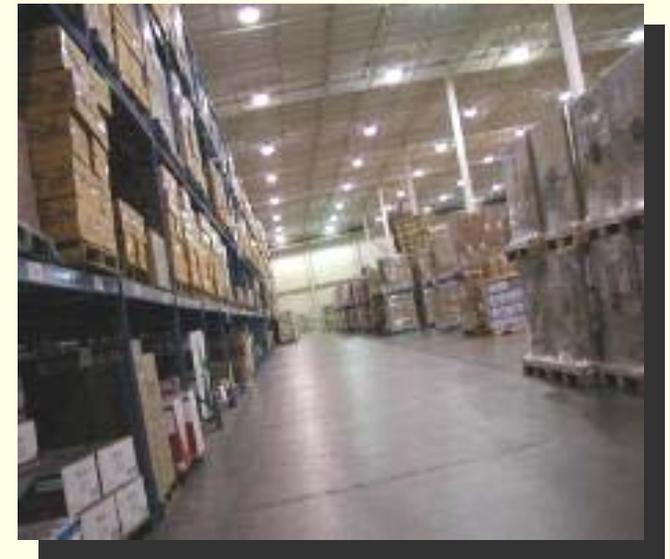




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Sector Overview: 3PL

- Logistics market still under-developed in Egypt
- Focus on forwarding or local transportation
- Most warehouses small and basic
- Many major distributors have very rudimentary logistics functions – prime candidates for outsourcing
- Opportunities for providing value-added services in several industries
- Levels: simple handling and storage, complex stock management or full-scale distribution centers.





About EGYTRANS

EGYTRANS

- Egyptian Transport and Commercial Services Co. S.A.E.
- Provider of Integrated global transport services and solutions
- Established in 1973 but activities date back to 1939
- Grew from Ltd. Company with capital of EGP 10000 (\$1680 at current rates) to publicly traded corporation with capital of EGP 156,052,500 (\$26,250,000)
- 370 employees, 8 branches
- 6 subsidiaries/affiliates with 200 employees





EGYTRANS: Strengths

EGYTRANS

- Technical & market leader in transport field
- Long track record of success
- Recognized locally as a leader in corporate governance
- 1st to introduce many transport services to Egyptian market
- Varied and comprehensive service mix





EGYTRANS: Strengths

EGYTRANS

- Highly qualified and experienced staff
- Strong worldwide network of agents
- IT Systems
- Ability to design and implement complex tailored solutions
- Knowhow and experience to take advantage of development opportunities in transport sector





EGYTRANS: Current Service Mix

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- Freight Forwarding: air freight, sea freight, consolidation, clearance
- Project Logistics
- Exhibition Logistics
- Trucking
- Warehousing
- Chartering
- Tailored solutions for particular industries





Other Services (Subsidiaries & Affiliates) **EGYTRANS**

- Barwil EGYTRANS & Scan Arabia: JVs with Wilh Wilhelmsen, Norway specializing in shipping agency
- ETAL: subsidiary specializing in exceptional transport
- Global Depot Solutions: JV with GDS (Netherlands) specializing in storage, cleaning & repair of bulk liquid ISO tank containers and vehicles





Future Development Plans

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- Restructuring into a holding company
- Continued growth through diversification into related businesses in integrated transport field
- Projects:
 - Inland Water Transport on the Nile: container terminal & barge operation
 - Expanding ETAL's fleet of specialized equipment and developing it into a regional player in exceptional transport
 - Trucking fleet
 - 3PL





Questions...

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