



# EGYTRANS

## Transport Business Briefing

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EGYTRANS



**EGYTRANS**

# Agenda

- About EGYTRANS
- Past & Current Projects
- Market Position
- Future Direction
- Project Information
- Opportunities for Cooperation
- Next Steps





# About EGYTRANS

**EGYTRANS**

## ■ Mission

- We make integrated transport easy, safe and cost-effective.

## ■ Vision

- We will be the preferred partner for integrated global transport services and solutions in Egypt, providing the best value to customers, employees and shareholders.



# About EGYTRANS

**EGYTRANS**

- EGYTRANS: Egyptian Transport and Commercial Services Company S.A.E.
- 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





# Past & Current Projects

**EGYTRANS**

- Barwil EGYTRANS & Scan Arabia: JVs with Wilh Wilhelmsen, Norway specializing in shipping agency



- ETAL: subsidiary specializing in exceptional transport





# Past & Current Projects

**EGYTRANS**

- Global Depot Solutions: JV with GDS (Netherlands) specializing in storage, cleaning and repair of bulk liquid ISO tank containers and vehicles





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# Market Position

- Technical & market leader in transport field
- 1<sup>st</sup> to introduce many transport services to Egyptian market including consolidation & bonded warehousing
- Major Player in project logistics & specialized transport with 35% market share
- Strong worldwide network of agents





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# Future Direction

- 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





# Project information

**EGYTRANS**

- Inland water transport represents 0.7% of total internal transport volume in Egypt
- National goal: increase IWT share to 10%
- EGYTRANS project to:
  - Establish container terminal on the river Nile
  - Design, construct and operate container barges between Cairo and sea ports of Damietta, Port Said & Port Said East
  - Build up to 150000 TEUs/year & 18 barges by Year 4

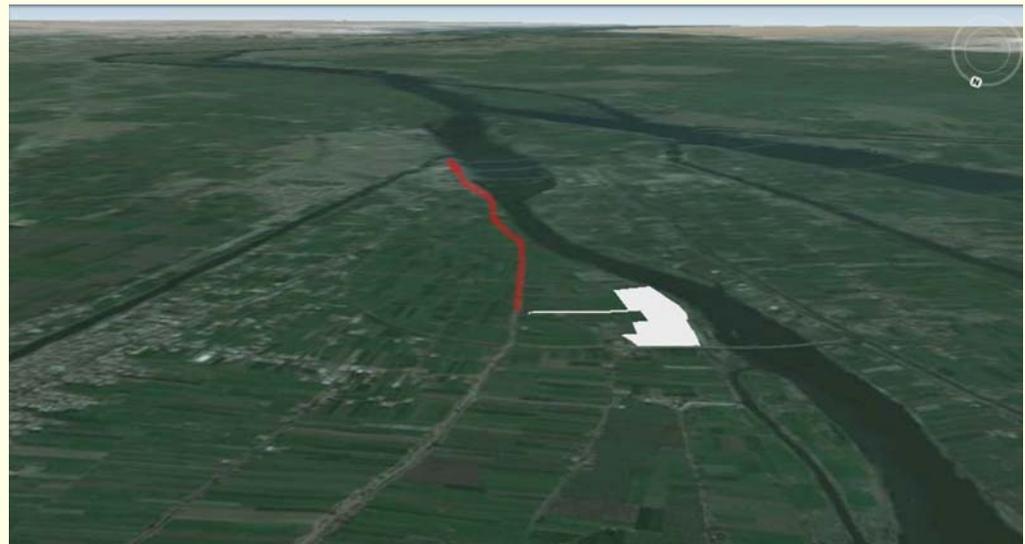




# Project Information

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- 1<sup>st</sup> Terminal location:  
El-Ashraf Village, Kalyoubeya Governorate, 26 kms North of Cairo
- Intermodal transport:
  - connected by river, road, rail
  - transshipment, warehousing or distribution
  - CFS for handling consolidated cargo
- Additional terminals in the future





# Project Information

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- Licensing in progress.
- Start of construction by Q1 2012 - start of operations in Q4 2013
- Overall cost = \$100 million
- Financing: 35% equity, 35% debt, 30% internal finance
- 2 Subsidiaries:  
EGYTRANS River Ports Co.,  
EGYTRANS Barge Link Co.





# Project Information

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## ■ Requirements:

- Design and construct terminal and barges
- Establish operational systems
- Establish IT infrastructure and systems
- Provide container handling and other equipment
- Select & train qualified managers and staff





# Opportunities for Cooperation

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- Partnership or Joint Venture
- Financing
- Technical Assistance & Consultancy
- Design of terminal layout, operational system, IT requirements, barges, etc.
- Provision of equipment





# Next Steps

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#	Task Name	2011		2012				2013				
		Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
1	Select consultant to design terminal & consultant to design barges	■										
2	Complete designs for terminal & barges		■									
3	Terminal Construction			■	■	■	■					
4	Decide on final specifications of terminal equipment and obtain offers					■						
5	Select equipment suppliers and purchase						■					
6	Decide between building new or refurbishing used barges											
7	Tender for barge construction or purchase										■	
8	Receive and install equipment										■	
9	Receive initial group of barges											■
10	Operational test period											■
11	Start of operations											■



Questions...

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