

EGYPTAIR GROUND SERVICES



Board of Directors



Eng. Abd El-Hamid Mohamed Eid

Chairman

EGYPTAIR GROUND SERVICES

Maj. Gen. Abdel Fatah Metawai Ibrahim

Former VP

Cairo Airport Company

Eng. Sabri Elsaid Abd-Elhadi Deiab

VP Coordination and Performance Evaluation

EGYPTAIR HOLDING

Eng. Abdel Galil Mohamed Mahmoud Eraki

Undersecretary of State

General Authority for Investment

Eng. Abdel Aziz Ibrahim Fadel

Chairman

EGYPTAIR MAINTENANCE & ENGINEERING

Mr. Sami Abd-Elkarim Kasem

GM Ground Transportation

Mr. Amr Wahib Mohamed

Legal Affairs Manager

Mr. Osama Abd-Elrahman Taha

Loading Manager

Eng. Refaat Maamoon Elbastawesi

Engineering Workshop Manager

Mr. Hamed Abd-Elrahman Edrees

Syndicate Representative

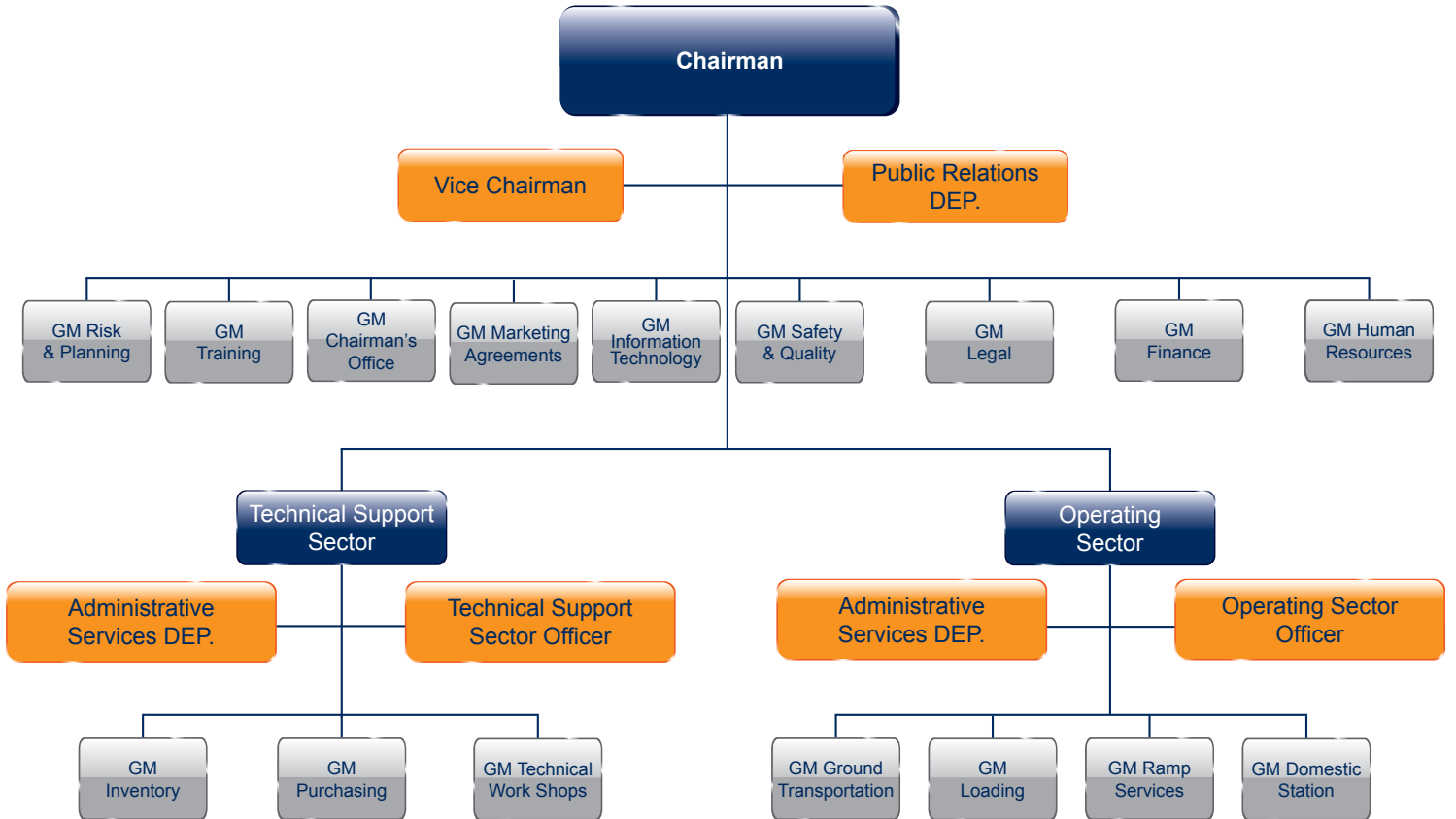
Chairman's Message

On behalf of the board, it is my pleasure to present some of the company's major highlights:

- We are serving more than 71.5% of the international carriers flying to Egypt (more than 130 carriers including EGYPTAIR lines).
- We provide services to over 120,000 flights yearly using 1307 new equipments, handling about 1.2 million tons of cargo.
- We are committed to the international standards in safety, security and risk management in all activities.
- The Company is already IOSA certified and in the process to be ISAGO certified.
- We aim by 2012 to:
 - Reach 135,000 flight service annually after opening of TB3
 - Increase our net profit by 25%
 - Replace about 100 equipments
 - Increase our market share by 10%

Eng. Abd El-Hamid Mohamed Eid
Chairman
EGYPTAIR GROUND SERVICES

Organizational Chart



Company Profile

EGYPTAIR GROUND SERVICES was the first handling company to operate in Egypt and in the Middle East, launching in 1938. We gained the trust of our customers with over more than seventy years through servicing air carriers in all Egyptian, International and domestic airports; Cairo, Alexandria, Borg Al-Arab, Sharm El-Sheikh, Hurghada, Aswan, Luxor, Marsa Matruh, Taba, El-Arish, Assiut, New Valley and Abu Simbel.

We are committed to service-level agreements with all the carriers we handle. Safety comes first in all our A/C handling activities, abiding by the standards and rules set by the international Air Transport Association (IATA).

Company Strategy

- Providing competitive prices without affecting the high quality of service required by customer airlines.
- Constantly exceeding customer expectations.
- Working towards increasing market share and further expanding our services in both the Middle East and Africa.
- Retaining quality staff by providing an excellent working environment and state of the art training.
- Modernizing and increasing our equipment and ground transportation fleet to cover the core business.
- Providing necessary financial resources and funds.
- Increasing revenues so that 80% of the total will come from third parties.



Company Values

- Safety comes first (IOSA, ISAGO) safety manuals, emergency response plan and risk management processes.
- Targeting customer satisfaction and delight.
- Team work (4,500 team members work in synchronized activities).
- Continuous learning.
- High quality, punctual, and accurate work (through precise detailed manuals according to IATA regulations).
- Reaching and keeping the highest aviation international standards of ICAO & IATA.
- Good presentation of work (E-Business suite, latest version of equipment and professional staff).
- Adaptability and flexibility (specialized and experienced supervisors and managers).
- Work and service reliability (Over 1,300 equipments of latest generation in aviation industry).



Company Activities

Services Include:

- Providing all kinds of ground services to the A/C.
- Providing loading and unloading services for all types of A/C.
- Providing transportation services for employees and crews.
- Providing A/C interior cabinet cleaning and toilet services.
- Offering maintenance and repairing services for all kinds of ground handling equipments.

Ramp and Passenger Services:

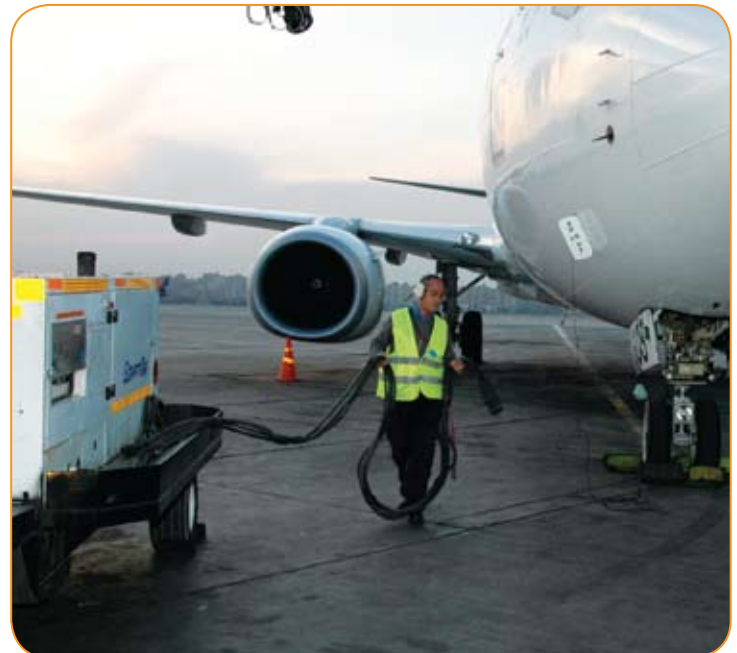
EGYPTAIR GROUND SERVICES Company has been providing high quality A/C ground handling for over 75 years in all Egyptian airports (14 stations), over 107,985 flights, 12 million passengers, 1.2 million tons of cargo and 11 million pieces of baggage annually. Ground handling Services are provided according to international standards such as:

1. Full Passenger and baggage handling including passenger transportation.
2. Marshalling.
3. Loading and unloading for A/C in addition to ULD control and monitoring.
4. Ground Handling for all kinds of A/C.
5. Maintenance and repair up to overhaul for all types of airport equipments.
6. Toilet services, potable water services.
7. Catering and disabled passengers handling.
8. Air craft cleaning, towing, push Back, air conditioning and GPU.

Over 174 airlines companies are served by EGYPTAIR GROUND SERVICES:

(Singapore, Turkish, Korean, Emirates, Gulf, Austrian, BMI,)

- EGYPTAIR GROUND SERVICES handles annually over one million tons of cargo.
- Over 1,300 brand new equipments are at service across Egypt.
- We handle all kinds of cargo (normal, valuable, vegetables, live animals and dangerous goods).
- Our operational control room is equipped with state of the art technology.
- EGYPTAIR GROUND SERVICES has more than 250 efficient and well trained loading officers who are fully aware of the safety procedures and have the skills to distribute the loads in A/C holds with great accuracy.
- Implementing Oracle (E-business suite) for Financial, Logistic, Field service, Contracting and Enterprise Asset Management modules.
- Future implementation for resource planning (manning & equipments allocation).



Airports

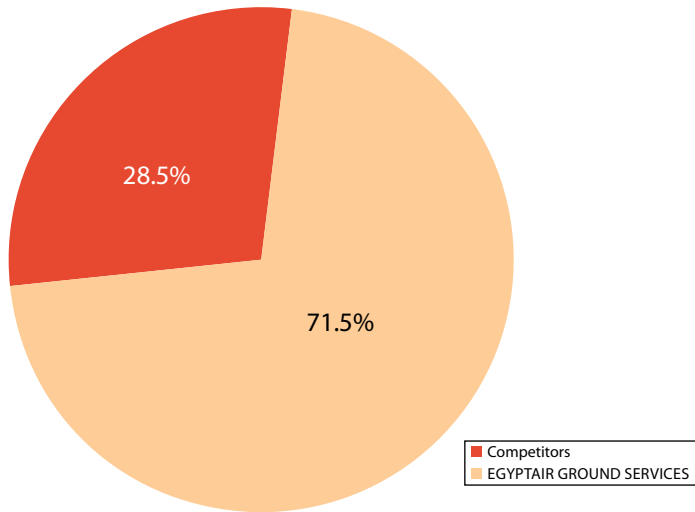
Airports Served by EGYPTAIR GROUND SERVICES Company:



Total no. of Services Handled by EGYPTAIR GROUND SERVICES during 2007/2008

Cairo Airport		Domestic Airports		Total no.
EGYPTAIR	Foreign Co.	EGYPTAIR	Foreign Co.	
58,571	13,086	18,748	30,675	121,080

Market Share



Financial Statements

EGYPTAIR GROUND SERVICES Statement of Financial Position at 30/6/2008 (000EGP)

PARTICULARS	2006/2007	2007/2008
<u>Long-Term Assets</u>		
Fixed assets (net)	156,966	178,389
Projects in progress	28,292	38,965
Long-term investments	2,310	3,570
Long-term loans and debit balances	200	2,413
Total long-term assets (1)	187,768	223,337
<u>Current assets</u>		
Stock	68,490	76,081
Customers, notes receivables and debit accounts	130,691	171,936
Cash in banks and in hand	36,756	37,419
Total current assets	235,937	285,436
<u>Current liabilities</u>		
Provisions	1,416	4,557
Creditor banks		
Suppliers, notes payable and credit accounts	177,404	130,546
Total current liabilities	178,820	135,103
Working capital (2)	57,117	150,333
Total investment (1+2)	244,885	373,670
Financed as follows:		
Issued capital	40,000	40,000
Paid up capital-reserves	204,885	326,280
Total equity (3)	244,885	366,280
Long-Term liabilities(4)		7,390
Total financing of investment (3+4)	244,885	373,670

EGYPTAIR GROUND SERVICES Profit and Loss Account (July 2007 - June 2008) 000EGP

COSTS & EXPENDITURES

PARTICULARS	2006/2007	2007/2008
Raw material, requisites, fuel & spare parts	26,636	30,957
Wages	110,715	127,969
Expenditures	69,403	81,192
Purchases of goods for sales		
Burdens & losses	26,430	38,704
Total cost and Expenditures	233,184	278,822

REVENUES

PARTICULARS	2006/2007	2007/2008
Activity revenues	314,312	455,206
Grants & donations		
Other revenues & profits	22,058	25,729
Investments revenues & Interests	1,219	1,230
Total Revenues	337,589	482,165
Surplus or Deficit	104,405	203,343

