



Courtesy EgyptAir

# Board of Directors



Mohamed Allotbn/IBA

**Eng. Abd-Elhamid Mohamed Eid**  
Chairman  
EgyptAir Ground Services

**Eng. Abdel El-Aziz Ibrahim Fadel**  
Chairman  
EgyptAir Maintenance and Engineering

**Eng. Abdel Galil Mohamed Mahmoud Eraki**  
Undersecretary of State  
General Organization of Investment

**Maj. Gen. Abdel Fatah Metawai Ibrahim**  
Vice Chairman  
Cairo Airport Company

**Eng. Sabri Elsaid Abd-Elhadi Deiab**  
VP Coordination and Performance Evaluation  
EgyptAir Holding

**Eng. Refaat Maamoon Elbastawesi**  
Engineering Workshop Manager

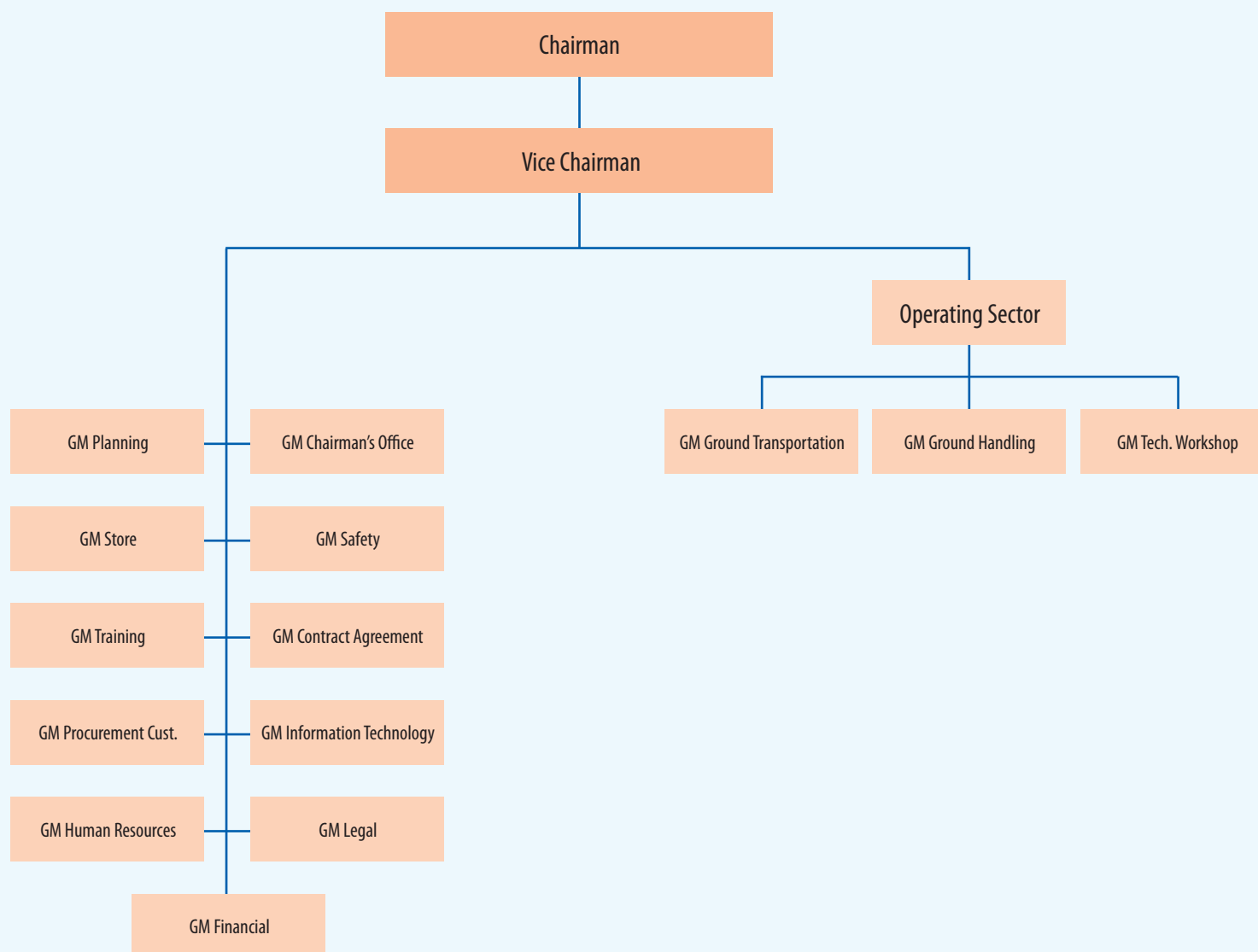
**Mr. Sami Abd-Elkarim Asem**  
GM Ground Transportation

**Mr. Osama Abd-Elrahman Taha**  
Loading Manager

**Mr. Amr Wahib Mohamed**  
Legal Affairs Manager

**Mr. Hamed Ebd-Elrahman Edrees**  
Syndicate Committee Representative

## ORGANIZATIONAL CHART OF EGYPTAIR GROUND SERVICES COMPANY



## COMPANY PROFILE

**E**gyptAir 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 over more than seventy years through service to Egyptian international and domestic airports: Cairo, Alexandria, Borg Al- Arab, Sharm El-Sheikh, Hurgada, 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 effecting the high quality of service required by customer airlines
- Constantly exceeding customer expectations
- Looking forward to 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 ACTIVITIES

## Main Activities

### Aircraft Ground Handling

- Marshalling
- Passenger transport
- Crew transport
- Transportation of loads, including baggage, cargo and mail, between aircraft and airport terminals
- Toilet, potable water and catering services
- Aircraft loading and unloading
- Aircraft cleaning
- Ground power unit (GPU) and motorized passenger steps
- Air conditioning unit
- Unit load device (ULD) control

## Auxiliary Activities

### 1: Ground Transportation

Ground transportation specializes in transporting employees of the parent company and other affiliated companies, airline cabin crews and cargo operations in addition to employee-related service (ambulance, other special events), as well as commercial transportation for individuals and groups.

### 2: Maintenance

We provide equipment maintenance for various types of equipment, from routine maintenance to overhaul maintenance by trained, qualified engineers and technicians equipped with prominent brands and models.



Courtesy EgyptAir

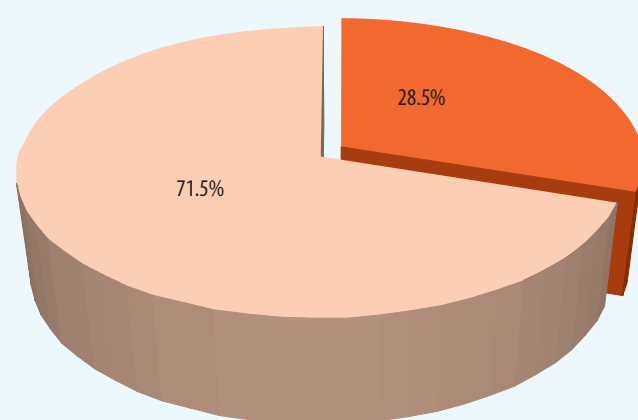


**Airports served by EgyptAir Ground Services Company**

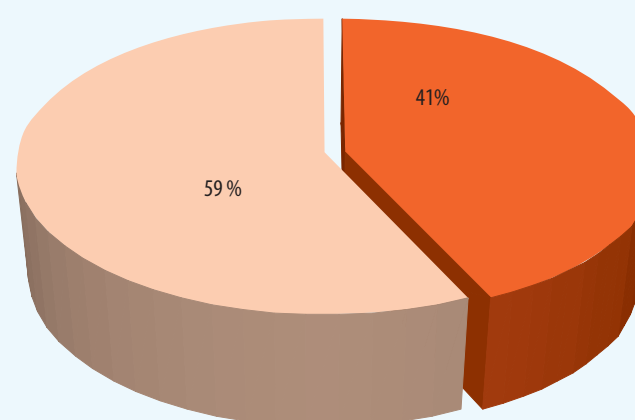
## Total no. of services handled by EgyptAir Ground Services during 2006/2007

Month	Cairo Airport		Domestic airports		Total no.
	EgyptAir	Foreign ca.	EgyptAir	Foreign ca.	
Total	48,565	15,301	14,877	29,242	107,985

### Market Share



### Percent of Service



### Carriers with contracts with EAGS

REF	Description	2005/2006	2006/2007
1	Full handling	36	41
2	Ramp handling	21	26
3	Letters of agreement with agent	11	12
4	Carriers have equipment	5	5
5	Private carriers	6	4
6	Over-flying carriers	3	3
	Total no. of carriers	82	91
	Carriers served through agent	66	123

## FINANCIAL STATEMENT

### EgyptAir Ground Services, Statement of Financial Position at 30/6/2007 (EGP)

PARTICULARS	Partial	TOTAL
<b>LONG-TERM ASSETS</b>		
Fixed assets (net)	156,966,153	
Projects in progress	28,291,970	
Long-term investments	2,310,000	
Long-term loans and debit balances	199,531	
<b>Total long-term assets (1)</b>		<b>187,767,654</b>
<b>Current assets</b>		
Stock	68,490,018	
Customers, notes receivables and debit accounts	130,690,914	
Cash in banks and in hand	36,756,486	
<b>Total current assets</b>		<b>235,937,418</b>
<b>Current liabilities</b>		
Provisions	1,415,970	
Creditor banks	0.00	
Suppliers, notes payable and credit accounts	177,404,098	
<b>Total current liabilities</b>		<b>178,820,068</b>
Working capital (2)		57,117,350
<b>Total investment (1+2)</b>		<b>244,885,004</b>
Financed as follows:		
Issued capital	40,000,000	
Paid up capital — reserves	204,885,004	
<b>Total Equity (3)</b>		<b>244,885,004</b>
Long-term liabilities (4)		0.00
<b>Total financing of investment (3+4)</b>		<b>244,885,004</b>



### EgyptAir Ground Services Profit and Loss Account at 30/6/2007

#### COSTS & EXPENDITURES

PARTICULARS	2006/2007
Raw material, requisites, fuel & spare parts	26,635,795
Wages	110,715,036
Expenditures	69,402,836
Purchases of goods for sale purposes	0.00
Burdens & losses	26,429,730
<b>Total Cost and Expenditures</b>	<b>233,183,397</b>

#### REVENUES

PARTICULARS	2006/2007
Activity revenues	314,312,029
Grants & donations	0.00
Investments revenues & interests	1,219,268
Other revenues & profits	22,057,954
<b>Total Revenues</b>	<b>337,589,251</b>
<b>SURPLUS or DEFICIT</b>	<b>104,405,854</b>