

# A creative's guide to starting a new business



6



"Production is the buzz word, it is the door to curbing unemployment, inflation, and a country's survival."

Ahmed Foda  
Founded The Middle East Observer  
Born : 1922 - 2015

## The Middle East Observer

Founded by Ahmed Fouda in 1958

The Middle East Observer

جريدة ذي ميدل إيست أوبزرفر

"If you love life, don't waste time, for time is what life is made up of."

Bruce Lee  
Actor  
Born : 1940 - 1973



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# Egypt's sovereign fund targets maximizing utilization of state's resources

President Abdel Fattah El-Sisi, issued his instructions for concluding all steps related to establishing the Egyptian sovereign fund in accordance with the latest International standards in order to achieve the principle of maximizing usage of state's assets, in the light of the government's plan to achieve its sustainable development goals set within its vision for Egypt 2030.

El Sisi stressed the importance of funding sources diversification through the flexibility driven by the fund's independence in a manner that maximizes returns to Egypt's national economy. This came during the President's meeting with Prime Minister, Eng. Mostafa Madbouly and Minister of Planning, Administrative Reform and Follow-up, Dr. Hala Al-Saeed.

By : Rania Imam  
Iman Rashed



## Volume of trade between China and Africa in 9 months reached \$151bn

China's General Administration of Customs said the value of trade between China and African countries reached \$151.00 billion in January-September 2018, an increase of 20 percent YOY.

By : Alaa Abdel Wanis

## Dr. Hisham Setit appointed President of El Goumhoria Pharmaceuticals Company the highest International Standards

The General Assembly of El Goumhoria Trade Pharmaceuticals and Chemicals Company, headed by Dr. Ahmed Hijazi, President of the Holding Company for Pharmaceuticals and Chairman of the General Assembly, decided to form the board of directors of the company with Dr. Hisham Setit appointed as Chairman of the Board of Directors and Managing Director of the Company, Dr. Hossam Hilal as a Managing Director to Technical Affairs and Accountant Mohamed Ali Khalil part-time member in addition to two elected members in accordance with the provisions of the law.



Dr. Hisham Setit

Dr. Hisham Setit is an expert in the pharmaceutical industry and has worked in various international companies.

By Nagy Rashed

Ministry of Business Sector  
Holding Co. For Maritime & Land Transport  
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### EQUIPMENT

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- 27 Reach Stackers.
- 69 Tractors & Semi-Trailers.

### INLAND PORT

- The first inland port established in A.R.E at 10th of Ramadan industrial city, 50km away from Cairo.
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- One LCL store 2000 m2.

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## Egypt's Cabinet reviews the positive economic performance in 1Q2018/19

The cabinet reviewed Wednesday the latest macroeconomic fundamentals during the first quarter of the 2018/2019 fiscal year.

Egypt's economy expanded around 5.3 percent during this period, backed by gas, communications, construction sectors along with the Suez Canal revenues, as they highly contributed to the growth, Planning Minister Hala el-Saeed said.

The economic indices showed a decline in the inflation to 14 percent in 1Q2018/19, compared to 33.4 percent to the same period in 2017/18, el-Saeed said.

Goods exports surged by 13.2 percent, she added.

Prime Minister Mostafa Madbouly praised the economic performance, which proved the government's efforts to spur growth in different sectors.



Prime Minister Mostafa Madbouly follows up with Planning Minister Hala Al-Saeed the reforming plan.

## Mulla: We seek pumping USD 10 billion in oil investments in current FY

Minister of Petroleum Tarek el Mulla on Saturday 10/11/2018 said that measures adopted by his ministry will help attract more investments into the gas sector in Egypt.

In a statement, he added that plans by the ministry are aimed at attracting around 10 billion dollars of investments during the fiscal year 2018/2019 in oil exploration and development of discovered oilfields.

Keenness by major international companies to operate in Egypt sends a clear message of

confidence by foreign companies in the investment climate in the country, he pointed out.

Preparations are under way to place the exploration area in the Red Sea on the investment map of the Egyptian oil industry, he noted.

Minister Mulla added that his ministry signed over the past four years 63 new oil agreements that will add to the national oil production and reserves.

## شركة العاصرية للمخازن الجمركية Amria Bonded Warehouses Co.

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# Egypt-Kuwait bilateral trade hits \$1.74bn in 2017

The Egyptian trade minister said that Kuwait is Egypt's third largest trade partner in the Arab world after the UAE and Saudi Arabia.

Trade exchange between the two countries valued at \$1.74 billion in 2017, including \$363 million of non-oil commodities, Amr Nassar highlighted in a statement.

Kuwait came in the fourth spot among the biggest investors in Egypt with 1,227 investments worth a combined value of \$3.7 billion, Nassar added.

These investments are focused in the sectors of tourism, industry, financing, real estate, telecommunication, information technology, and agriculture, he indicated.

Egypt is looking forward to strengthening mutual relations and boosting the contribution of the private sector in both countries, he said



Kuwait comes in the fourth spot among the biggest investors in Egypt with 1,227 investments.

## A new road shortens Cairo-Sharm trip to 4hrs

A new 340-kilometer Tunnel Road will shorten the trip from Cairo to Sharm El Sheikh to four hours.

Egyptian President Abdel Fattah el-Sisi visited the new road's construction site on Thursday. Construction is supervised and carried out by the Armed Forces Engineering Authority, as well as Arab Contractors and Orascom, with investments totalling around EGP 3.5 billion with three lanes in each direction, and an expected date to conclude the project by end of December.

The new road will pass by a number of major cities across North Sinai including major tourist attractions Ras Sidr, and El Tor.



## Finance Minister hails S&P's fixing Egypt's credit rating at B with stable outlook

Minister of Finance Mohamed Maait said that a report published by Standard & Poor's Global Ratings on fixing Egypt's sovereign credit rating at B with a stable outlook represents an important evidence on the success of the Egyptian economic reform program and the improvement of the country's economic indices.

In a statement on Saturday 10/11/2018, the minister said that a report that was published on Friday night by the S&P will contribute to raising the confidence of the global institutions and the international investment community in the Egyptian economy, a move that will lure more investments.

The minister asserted that the improvement of the Egyptian credit rating, a few days after Cairo and the International Monetary Fund have reached a staff-level agreement on the fifth revision for Egypt's economic reform program, shows that the international community is clearly noticing that the path of the economic reforms in Egypt is moving forward.

In its report, the S&P hailed the capability of the Egyptian government and authorities of implementing major reform measures, Maait noted.

For his part Deputy Minister of Finance for Financial Policies Ahmed Kouchouk said that the S&P upgraded its outlook on Egypt's future growth rates to 5.4% during the period 2018 to 2021 in light of the improved economic indices which were driven upward by the achievements recorded in the natural gas, tourism, manufacturing industries and construction sectors.



Mohamed Maait

## Japanese markets open to Egyptian agriculture products

MENA, Agriculture and Land Reclamation Minister Ezz Eldin Abu Steit said that the Central Administration of Plant Quarantine succeeded in opening Japanese markets for the Egyptian agricultural products.

In statements to the press on Thursday, Abu Steit said that the Japanese

market has been opened to many Egyptian crops after holding negotiations with the Japanese side and carrying out technical and quarantine studies.

Both sides probed export requirements for a number of Egyptian vegetables and fruits, the minister reiterated, adding that it was agreed to apply the

phytosanitary requirements by Japan.

The agricultural crops to be exported to the Japanese market include potatoes, green onions, cucumbers, garlic, courgettes, okra, artichoke, green peas, green beans, asparagus, sesame and melons, water melons and dates, Abu Steit underlined.



Egypt has imposed harsh austerity measures to develop the economy and reduce the budget deficit.

## The Egyptian economy continues to perform well despite less favorable global conditions

IMF Mission Chief for Egypt Subir Lall said that the Egyptian economy, backed by relentless implementation of the reform program, has continued to perform well, despite less favorable global conditions. He added that GDP grew from 4.2 percent in 2016/2017 to 5.3 percent in 2017/2018 and that unemployment fell to less than 10 percent. At the same time, the current account deficit fell to 2.4 percent of GDP 2017/2018 compared to 5.6 percent in the previous year.

# Cairo, Moscow sign trade cooperation protocol

The Cairo Chamber of Commerce inked a cooperation protocol with a Russian trade delegation to boost investments, trade cooperation and economic relations between the two countries.

The move was taken during a meeting between the chamber officials and members of the Russian delegation in Cairo with the aim of promoting joint investments.

Vice Chairman of the Cairo Chamber of Commerce Ibrahim El Araby said Egypt has taken effective economic reform measures and other measures that seek to lure investments. The measures included liber-

ating the exchange rate, restructuring the subsidy system as well as working to lure more foreign investments and reform the country's legislative environment to improve investment climate, he indicated.

Araby said Egypt-Russia relations are historic at all political, cultural, trade and economic levels, noting in this regard that Moscow is a strategic partner to Cairo at the international level.

Meanwhile, members of the Russian delegation expressed their keenness to foster trade, investment and economic relations with Egypt in various fields.



A visit of Egypt's commercial mission to the French capital Paris, organized by the French Chamber of Commerce in Egypt, achieved an outstanding success, officials of the chamber said.

The mission that grouped eight Egyptian companies specialized in the agricultural and food-stuff fields, held several fruitful meetings with French firms, said a press statement released by the chamber on Thursday.

It said that the goal of the visit was giving the Egyptian companies the opportunity to get acquainted with the French market and the standards for export to France.

A get-together with Egypt's Ambassador to France Ihab Badawy was one of the most important meetings for the mission for he provided them with all the information needed to render the process of exporting Egyptian fruits and vegetables to France successful, it added.



## Al Baraka Bank gets regulatory approval to set up new firm in Egypt

Al Baraka Bank-Egypt, part of Bahraini Islamic lender Al Baraka Group, has obtained regulatory approvals to set up a new holding company in the country, its chief executive said.

The new company will have capital of 200 million Egyptian pounds (\$11.16 million), Ashraf El-Ghamrawy said.

"We will hold the first meeting for the new company next December," El-Ghamrawy said, adding it is expected to be launched during the first quarter of 2019.

The new company will manage the bank's shares in a number of companies, he added. Al Baraka Bank-Egypt owns shares in Al-Tawfeek Financial Holding company, Al-Tawfeek Leasing Company, Egyptian Company for Shopping Centres Development, and Egyptian Takaful Insurance.



## Porto Group, El Mostakbal sign a deal for Porto City in New Cairo

Egyptian property developer Porto Group said that it has signed a contract with El Mostakbal for Urban Development to develop Porto City project in New Cairo.

Porto Group is the owner of Porto City, which will be implemented on a space of 151.31 feddans, according to the company's chairman Mohamed Sayed Abdel Razek.

Founded by Mansour Amer in 2005, Porto Group operates as one of the largest privately held corporations in Egypt. The company started with

Porto Marina a resort on the North Coast resort with over 990 units, then expanded thereafter in various parts around Egypt.



Mohamed Sayed Abdel Razek, chairman of Porto Group, (right) signs the partnership deal with Essam Nassef, chairman of El Mostakbal for Urban Development, (left).

## Cleanzone Middle East 2018 Showcases the Latest Innovations targeting UAE's US\$75 Billion Manufacturing Sector



Cleanzone Middle East

AETOSWire, Cleanzone Middle East 2018 arrives as the UAE looks to invest US\$75 billion in its manufacturing sector by 2025, leading to cleanroom requirements for various industries such as pharmaceuticals, aerospace, food & beverage, nano-sensors, cosmetics, and medical technology.

Cleanrooms, as their names suggest, are highly sanitised and decontaminated spaces considered as a prerequisite along the supply chain of many manufacturing and research facilities.

They're designed to maintain extremely low levels of particulates, such as dust, airborne organisms, or vaporised particles. They range in size from small rooms to thousands of square meters covering entire facilities, and are used widely in semiconductor manufacturing, biotechnology, life sciences, and other fields sensitive to environmental contamination.

The inaugural edition of Cleanzone Middle East 2018, which took place from 12-13 November 2018 at Dubai's Conrad Hotel, will shed the spotlight on the latest trends and developments in a global cleanroom technology market that's estimated to be worth US\$4.86 billion by 2025, according to a report by Grand View Research (GVR).

The UAE and wider Middle East's contribution to the market forecast an increasingly growth in the coming years, as underlined by the strong turnout at the two-day summit of global expert speakers and leading international exhibitors exploring the region's future opportunities.

## Faisal Islamic Bank Egypt's business volume rises 12.5% in October

Faisal Islamic Bank of Egypt reported a 12.5% year-on-year growth in its business volume during October, recording EGP92.18 billion from EGP81.9 billion.

The bank's total assets rose by 12.4% to EGP 90.5 billion last month, versus EGP 80.53 billion in the year-ago period, according to a filing to the Egyptian Exchange (EGX).

Meanwhile, the Islamic lender's current accounts and saving schemes in-

creased by 11.5% at a value of EGP 77.7 billion.

The number of accounts managed by the bank reached 1.69 million accounts at the end of October.

It is worth noting that Faisal Islamic Bank of Egypt reported an EGP 1.9 billion in net profit for the first nine-month period of 2018, versus EGP 1.1 billion in the corresponding period of 2017.



### 2 million carats

The Dubai Diamond Exchange (DDE), in collaboration with Stargems Group, has announced the completion of six successful rough diamond tenders of SACIM goods (Anhui-Congo Mining Investment Company) with over 2 million carats sold.



### \$266.4 million

Alkhabeer Capital, a Saudi-based asset manager specialised in alternative investments, has launched the initial public offering (IPO) of its shari'ah-compliant Alkhabeer REIT (real estate investment trust) fund, of \$266.4 million.



### \$78.3 million

Dubai Electricity and Water Authority (Dewa) has awarded a \$78.3 million contract for the construction of two rectangular, reinforced, concrete 60-million-gallon reservoirs in Al Nakhali area of the emirate.



### 40%

SNC-Lavalin, one of the world's leading engineering, design and project management companies, estimates that oil and gas operators can reduce their costs by 30 per cent across the design-build-operate lifecycle of oil and gas projects.



### 100 projects

Aras Group, a Dubai-based diversified financing experts, has helped arrange Dh3 billion (\$816 million) worth of funds for 100 projects across a diverse portfolio ranging from real estate, renewable energy and hospitality to start-ups, refineries and shipping sectors.

## Egypt signs \$2.3 billion power plant deal with Saudi ACWA Power

Egypt signed a deal with Saudi Arabian utility developer ACWA Power to build a \$2.3 billion power plant in the country's south, the Egyptian electricity minister said.

The plant, which will have a capacity of 2,250 megawatts (MW), will be built in Luxor province, the minister, Mohamed Shaker, told a news conference.

He said the facility is expected to be operational by 2023 at the latest.

Egyptian President Abdel Fattah El-Sisi opened three new power stations in July built at a total cost of 6 billion euros (\$7 billion) as part of the country's plans to plug a gap in power generation and fuel its development drive.

The new projects initiated in 2015 are part of an 8 billion euro deal to boost electricity generation by 50 percent through new gas and wind power plants



File Photo" Egypt's Electricity Minister Mohamed Shaker speaks during a news conference in Cairo, Egypt.

## Qalaa Holdings inks MOU to exit from Algerian Zahana Cement

Qalaa Holdings said that its subsidiary, Asec Cement, has signed a memorandum of understanding (MOU) with Groupe industriel des ciments d'Algérie (GICA) to exit from the Algeria-based Zahana Cement Factory.

Upon the MOU, the GICA will purchase Asec's stake in Zahana, the company highlighted in a filing to the Egyptian Exchange (EGX).

The transaction is expected to take place prior to mid-2019 after setting the fair value of the shares, the Egyptian investment firm indicated.

It is worth noting that Qalaa Holdings holds a 52% stake in Asec Cement, which owns 35% of Zahana Cement's shares.

In September, Qalaa Holdings announced that Asec Cement was looking to exit from the Algerian facility Zahana Cement.



## State land bank to set up new HQ in Egypt's new capital

The state-owned Egyptian Arab Land Bank (EALB) has signed an agreement to set up a new headquarters in the country's new administrative capital.

The new headquarters will be built on an area of 6,500 metres. This is the second headquarters EALB will have after it had recently signed an agreement to buy the Export Development Bank's premise.

EALB has currently a network of around 27 branches after opening its newest one in Luxor city, a senior source in the bank said.

The bank seeks to have a total network of 30 branches before the end of 2018, and of 45 branches by the end of 2020, the source said.

Moreover, the bank aims to turn into profitability by 2020, with target profits ranging from 300 million to 500 million Egyptian pounds (\$16.7 million and \$27.9 million), he added.



# Saudis Raise Asia Crude Pricing as U.S. Puts Curbs on Iran

Reuters, Saudi Arabia raised pricing for the Medium and Heavy crudes it sells to Asia, a sign that OPEC's biggest producer sees robust demand for the grades as it boosts output to offset the impact of energy sanctions on Iran.

State-owned Saudi Aramco increased its official selling price for December sales of Medium crude to Asia by 20 cents, to 70 cents a barrel more than the Middle East benchmark, the company said Monday in an emailed statement. That puts the Medium grade at its highest premium since January 2014. Aramco raised pricing for Heavy crude by 40 cents, narrowing a discount to the benchmark to 25 cents a barrel. Both grades are similar to Iranian crude.

The U.S. today reimposed sanctions on Iran's energy industry and other parts of its economy, seeking to drive the Persian Gulf state's exports out of the market. Saudi Arabia is a linchpin in U.S. President Donald Trump's effort to slash Iran's crude shipments, with the kingdom pledging to make up for any shortfalls in global supply.

Aramco's Medium and Heavy crudes "are the best matches for the Iranian barrels that are being taken out of the market," said Robin Mills, chief executive officer of Dubai-based consultant Qamar Energy. "There's tightness of the heavier grades because that's where the cuts have been, and demand is strong for those crudes."

The higher Asia pricing for Medium and Heavy crudes suggests that the company, known formally as Saudi Arabian Oil Co., expects the market for those grades to tighten. The Brent-Dubai spread, a measure of the price difference between light and heavier crudes, is near its narrowest in a year, according to data from PVM Oil Associates Ltd. Middle Eastern oils, including the Dubai benchmark, are generally heavier than Brent and other European crudes, making them more difficult to refine.

Aramco cut monthly pricing for Arab Light crude to Asia by 10 cents to \$1.60 a barrel more than the benchmark. Four traders in a Bloomberg survey had forecast a 20-cent reduction in the grade.

The company raised pricing on all of its grades to the U.S. and to Northwest Europe. It cut most crudes to the Mediterranean region, increasing pricing only for its Heavy grade.



## MINISTRY OF ELECTRICITY & RENEWABLE ENERGY EGYPTIAN ELECTRICITY TRANSMISSION COMPANY (EETC)

**BANI SUEF SUBSTATION  
(66/22 KV, 2X40 MVA)  
Indoor conventional type**

**ADJUDICATION  
NO. (23/2018-2019)**

EETC invites international Eligible Tenderers to participate for the design, manufacture, supply, transport, civil works, project management, erection testing, setting to work and commissioning and on turnkey job bases for the BANI SUEF S/S 2x40 MVA, 66/22 KV indoor conventional type as specified in Tender Document.

Tender Documents are available against presentation of payment receipt of a non-refundable US\$ 5000 from Export Development Bank of Egypt, El Orouba branch, El Obour BLDGS EETC's account No. (02020065929101027) together with an application (original plus two copies) showing the name, address, E-mail, fax and telephone numbers of both supplier and local agent and addressed to Head Of Purchasing And Stores sector during official working hours.

Bidders to be submitted according to tender conditions in one sealed envelope (Technical & Financial), on or before the day of 26/12/2018 at 12.00 (noon). Tender security with an amount of US\$ 180 000.

The completion period shall be (12) months starting from the date of contract signature.

Bidders will be valid for 180 days started from the opening date.

Bidders should be the manufacturer of the main equipment (66Kv circuit breaker) or trading company forming a consortium with the manufacturer of main equipment

**Interested Tenderers may obtain further  
information regarding Tender Documents from:**

**EGYPTIAN ELECTRICITY TRANSMISSION COMPANY - EETC,  
CENTRAL PURCHASES DEPARTMENT,  
ABBASSIA, NASR CITY, CAIRO  
FAX & TEL. No. (02-24015283).**

## Saudi crown prince launches project for first nuclear plant in Saudi Arabia



Mohammed Bin Salman

Saudi's crown prince Mohammed Bin Salman launched a project to build the first nuclear research reactor in the kingdom, the Saudi Press Agency reported.

The crown Prince launched seven strategic projects in the fields of renewable energy, atomic energy, water desalination, genetic medicine and the aircraft industry during his visit to King Abdulaziz City for Science and Technology (KACST).

The two most significant projects launched include a nuclear research reactor and a center for the development of aircraft structures.

## Turkish inflation hits 25 percent in October, highest in 15 years

CNBC, Turkish annual inflation surged to 25 percent in October, official data showed on Monday, hitting its highest in 15 years and underscoring the sustained impact of a currency crisis on the wider economy.

Month-on-month, consumer prices jumped 2.67 percent, the Turkish Statistical Institute data showed, higher than the 2.0 percent forecast in a Reuters poll.

October inflation was driven by a 12.74 percent month-on-month surge in clothing and shoe prices and a 4.15 percent rise in housing prices, the data showed. There was little reaction from the lira, which weakened to 5.44 against the dollar from 5.43 beforehand. The currency has recovered recently from a sell-off driven by concerns over central bank independence and a U.S.-Turkish spat.

Last month, Turkey's central bank left its benchmark interest rate unchanged, after a mammoth hike in September and as tensions with the United States eased.

The impact of the lira's steep decline on the economy is still being felt with key indicators such as consumer and economic confidence falling to long-time lows and the government cut-



A man sells Turkish flags amongst crowds of shoppers on a market street on August 16, 2018 in Istanbul, Turkey.

ting its growth forecasts for the next three years.

Producer prices rose 0.91 percent month-on-month in October for an annual rise of 45.01 percent.

## Dubai solar bid ties record low at 2.4 cents/kWh

IEEEFA, The Dubai Water and Electricity Authority (DEWA) has announced that Phase IV of its 5 GW Mohammed bin Rashid Maktoum Solar Park, originally planned to deploy 700 MW of CSP capacity, will now also include a PV section of 250 MW.

The power utility also said that the PPA it awarded to Saudi energy giant, ACWA Power for the construction of the 950 MW plant has now been amended and that the price for the sale of electricity from the new PV section has been set at \$0.024/kWh. This price equals the lowest price ever recorded for a large-scale solar project in the Emirates - \$0.0242/kWh - which was offered in

March 2017 by the joint venture of Jinko Solar and Marubeni for a 1.17 GW solar project in Abu Dhabi.

The previous lowest price in Dubai was that of Phase III of the Mohammed bin Rashid Maktoum Solar Park, which is planned to have a capacity of 800 MW and is currently being developed by a consortium formed by Masdar, the Abu Dhabi-based developer of renewable energy, Spain-based GranSolar and Fotowatio Renewable Ventures (FRV), which is a unit of the Saudi Arabian firm, Abdul Latif Jameel. In May 2016, the consortium offered a tariff of \$0.029/kWh, at the time the world's lowest solar bid ever recorded.

As for the 700 MW CSP section of Phase IV, ACWA and DEWA had agreed a price of \$0.073/kWh. It will consist of a 600 MW parabolic basin complex and a 100 MW solar tower. "The project will have the world's tallest solar tower at 260 metres, and the largest thermal energy storage capacity in the world of 15 hours, which allows for energy generation round the clock," DEWA stressed in its statement.

For the huge solar complex, DEWA has recently announced plans to include a hydrogen plant and a storage facility, while also issuing a tender to seek IPP advisory services for Phase V of the project.





Takeda Pharmaceutical Co's logo is seen at its new headquarters in Tokyo, Japan, July 2, 2018.

## Takeda to win EU approval for \$62 billion Shire deal

Reuters, Japanese drugmaker Takeda Pharmaceutical is set to win conditional EU antitrust approval for its \$62-billion bid for London's Shire, the biggest ever overseas acquisition by a Japanese company, two people familiar with the matter said on Friday.

Last month, Takeda offered to divest Shire Plc's pipeline compound SHP647 along with some associated rights after the European Commission voiced concerns about the overlap with its own drug for inflammatory bowel disease called Entyvio.

Entyvio, a treatment for Crohn's disease and ulcerative colitis, is Takeda's biggest-selling drug.

Shire's shares moved into positive territory in London following the Reuters story, closing up 0.28 percent. Its U.S. listed shares recovered some earlier losses after the story.

Takeda is looking to the acquisition to boost its late-stage pipeline. Rare disease specialist Shire has seven drug candidates in Phase 3 clinical trials compared to its three. The deal would also make it a global top 10 drugmaker.

The EU competition enforcer, which is scheduled to rule on the deal by Nov. 20, and Takeda declined to comment. Shire did not immediately respond to a request for comment.

Takeda has already secured unconditional clearance from regulators in the United States, Japan, China and Brazil.

# Egyptian investments in Africa exceed \$10bn

Egyptian investments in Africa recorded \$10.2 billion, and African Investments in Egypt hit around \$2.8 billion, according to Minister of Investment Sahar Nasr.

Nasr noted that President Abdel Fatah al-Sisi puts the economic and investment relationships with Africa as a priority.

This came during her participation at the Africa Investment Forum in Johannesburg, South Africa, which was attended by 54 African countries and the presidents of South Africa, Ghana, Ethiopia and Guinea, vice president of Nigeria and prime ministers of Cameroon and Rwanda.

The minister stressed that an ambitious national program of economic reform has been implemented in cooperation with the international financial institutions, which includes a package of fiscal, monetary and legislative reforms to improve the business and investment climate and remove barriers to the work of the private sector and foreign investors.

Nasr invited the audience to participate in Africa 2018 Forum, which will be held under the auspices of the president and will be organized by the Ministry of Investment and International Cooperation and the Regional Investment Agency of the COMESA Organization from December 8 to 9.

The minister affirmed the importance of this forum in setting priorities for development of the African continent.

During the session, the attendees praised the investment climate and opportunities in Egypt, especially after RAND Merchant Bank selected Egypt as the best country to invest in through 2019 in Africa in the "Where to invest in Africa" report.

The bank described Egypt as the largest African market in terms of GDP, with the largest consumer market in the Middle East and North Africa.

In a session about promising projects in investment in collaboration with G20 Partnership for Africa Initiative, a project for the establishment of the Egyptian Refining Company was presented, which is considered to be the largest private sector's project with an investment cost of \$4.273 billion, including \$2.6 billion agreements with a number of international financial institutions, namely the African Development Bank, the Japan Bank for International Cooperation, the Nippon Export and Investment Insurance Corporation, and the Korea Export and Import Bank.

For his part, Head of African Development Bank Akinumi Adesina pointed out the importance of the national projects implemented by Egypt, especially the Suez Canal Development Project and the development of ports, which will contribute to increasing trade and investment between East and West, reflecting positively on Egypt and Africa.

The bank has invested \$45 billion in operations across Africa with a strong focus on least developed countries, he said.



Banks, hotels and office buildings are seen around residential buildings in downtown in Cairo, Egypt The country's non-oil activity has risen. Amr Abdallah.

# Taxify targets beating Uber in Africa

Taxify, the European rival to Uber and the leading ride-hailing platform in Africa, expects to grow its business in Africa ten-fold during the two years ahead, while it works to overtake the US ride-sharing company in Europe.

Taxify looks to add more services and countries in the next year, the Estonian firm's CEO Markus Villig said during this week's Web Summit conference in Lisbon, where the

firm opened earlier this year.

"We see massive potential in Africa to grow at least ten times in the next two years," Villig told Thomson Reuters.

Moreover, Taxify is seeking to capitalise on escalating driver resistance to Uber over pay and other issues and get into new markets, including those abandoned by the US company such as Slovakia and Hungary.

"When you look at other regions in the world you have a local champion win in that place," Villig said, adding that "we want to be that leader in Europe, that's our focus."

Taxify drivers are heading to rake a combined EUR 1 billion (\$1.1 billion) from rides this year, he said.

The company has been cooperating with European regulator to try to amend tough public transport laws and rules, saying consumers benefit

from the flexibility and competition brought by taxi-hailing firms.

For more flexibility, Taxify is working on various solutions for different sorts of rides, such as using smaller vehicles for city centers.

It is worth noting that Taxify has 15 million customers and half a million drivers on its platform in over 25 countries. The company secured last May \$175 million in funding from a group led by Daimler.

## South Korea to build 4GW of solar and offshore wind



IEEFA, South Korea is planning to develop 4 gigawatts (GW) worth of solar and offshore wind on reclaimed land in Saemangeum, an estuarine tidal flat on the country's southwest coast that was damned by the country's government amidst significant controversy over 30 years ago.

Asia's fourth-largest economy, South Korea finished 2017 with 11.3 GW worth of renewable energy capacity, including at least 5 GW worth of solar. However, the country's government is hoping to become a regional renewable energy powerhouse, and at the end of October, President Moon Jae-in announced plans to build 4 GW worth

of solar and offshore wind — including 3 GW worth of solar and 1 GW of offshore wind.

Specifically, South Korea intends to build a 3 GW power generation complex, to be completed by 2022, at which point it would be the world's largest of its kind, as well as another 1 GW worth of offshore wind to be developed off the coast of Gunsan, in the North Jeolla Province, by 2026.

The Korean Government will seek to funnel KRW 10 trillion (\$8.8 billion) in private investments to the project, with the Saemangeum Development and Investment Agency (SDIA), an agency run under the Ministry of Land, set to oversee the

development of 2.6 GW worth of the projects — including 2.4 GW worth of solar, 100 MW worth of wind, and 100 MW worth of battery storage power. The country's Ministry of Agriculture, Food and Rural Affairs (MAFRA) will oversee the development of 400 MW of solar PV. The 1 GW worth of offshore wind will be built separately.

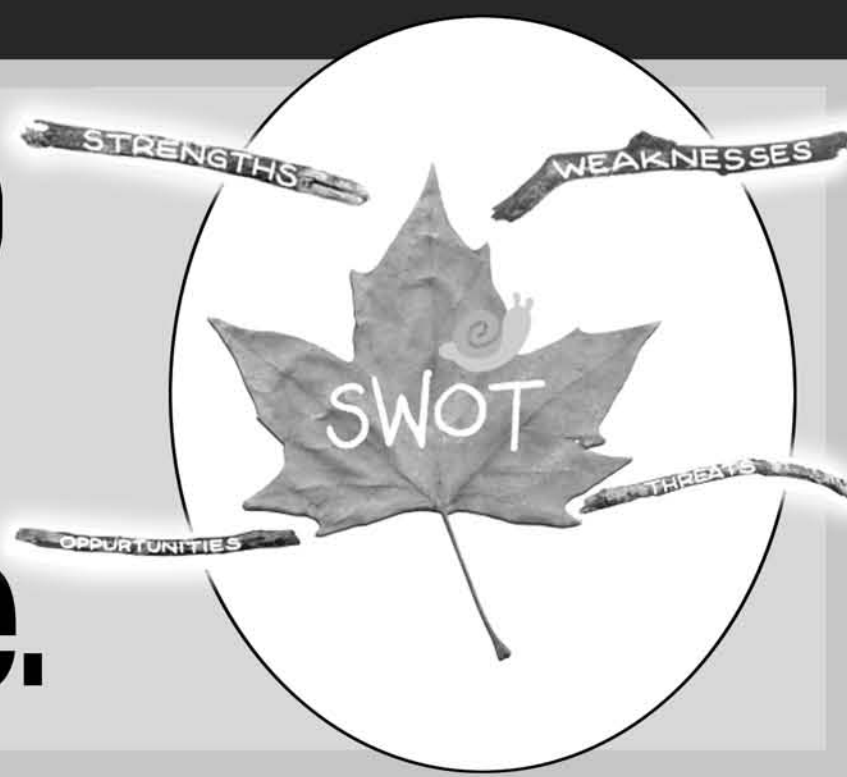
"This announcement is a follow-up of President Moon's pledge to increase the share of renewables in Korea's generation mix to 20% by 2030," explained David Kang, an analyst with Bloomberg New Energy Finance, who spoke to me via email. "The government has implemented a series of supporting

policies (e.g. increased REC multiplier for wind and storage, temporary feed-in-tariff for small-scale PV, etc.) to boost the deployment of solar and wind in Korea, but the biggest obstacle has been the country's chronic land availability issue. Much of the land suitable for solar and wind projects in Korea are either protected under the agricultural and environmental protection law or face severe opposition from local communities including farmers and fisheries. By utilizing the idle reclaimed land in Saemangeum region, the government aims to resolve the land availability issue and kick-start the deployment of utility-scale projects."



## A creative's guide to starting a new business

# Have an idea but don't know where to start? Here's a step-by-step guide.



**Fast Company, This guide was originally published in The Creative Independent, a resource of interviews, wisdom, and how-to guides for creative people.**

Thinking about crafting a new business with concern for the larger systems at play—all while considering your personal bandwidth and well-being—can feel pretty daunting. For this reason, I work with individuals and teams in their early days to explore what forming a business can and will look like for them. For people who go to biz

school, the steps to getting a business off the ground are laid out. For the rest, it can feel completely overwhelming, or worse, it can feel a little bit like selling out. The good news is that formalizing a business can actually be a highly creative—and even energizing—undertaking.

As a consultant specializing in business innovation and sustainability, I work with people every day who are looking to turn their work or ideas into a functioning

business. Although they're all smart and experienced in their particular field, most of them need help mapping out the process, making a business plan, and kicking it all into action. Over the years, my consulting work has revealed a pattern for the building blocks of a successful business. If you're considering starting a new venture or taking your work to the next level, but feel unsure about the steps, I hope this guide will get you going.

## THE IDEATION PHASE

Step 1: Answer a few key questions. As you think about getting a business idea off the ground, considering a few specifics can help lead you through the ideation process. Make some space to write your early ideas down, and get started by answering these questions:

Who are you, and what will your business offer? You can take this literally, or have a little fun with your answer to this one.

How are you different? Brainstorm all the ways your business offering will be distinct from others out there.

Are you filling a need, solving a problem, or creating something beautiful? Get clear on your offering.

Who are you selling to? Identifying your ideal client or customer is essential to planning the launch of a new business.

Keep working on your answers to the above questions until you feel good about them, because everything you write down will help you in the following steps.

Step 2: Get all your ideas out with a mind map.

A helpful approach for the ideation phase is "mind mapping," a free-flowing process for thinking through the bigger picture of your business. To make a mind map, you'll start with your core business idea in the center of a large piece of paper, and then add branches exploring and connecting the various ideas and plans you have for your business—all by free association (i.e., don't think too hard about it; instead, just let everything flow out of your mind and onto the page). Use symbols and draw pictures within the map if you'd like. Some people like to transfer their finished map to a "cleaner" digital version. This free tool called MindMap can help you build a mind map right in your browser.

Brian Weller introduced me to "Massive Mind Mapping," and I can't tell you how much of a game changer this has been. I now use this method to take meeting notes, explore new ideas, and help others to develop their thoughts. It also allows your brain to remember so much more of what you're exploring than if you simply take traditional notes. Mind mapping includes elements of Systems Thinking, which is sort of the old-school version of Design Thinking. If this piques your interest at all, check out Donella Meadows's work.

Step 3: Make an empathy map.

As you consider who your business's customers will be, making an empathy map will allow you to easily explore a potential customer's experience from a sensory and behavioral standpoint. Consider this process early market research, and also a method to imagine how you might thoughtfully connect with future clients or customers.

Here's one explanation of how an empathy map works, with a tutorial and downloadable PDF.

Once you've thoroughly fleshed out your business idea through an empathy map and mind map, you still may find some gaps in your planning. This may give you sort of a "what now?" feeling, or a momentary lack of confidence. This is normal. Really going for it and making your business official will give you a feeling of credibility, but on the flip side, it leaves you vulnerable to the fact that you won't know everything right off the bat, and even to the possibility of failing.

Yep. Failure happens. People fail all the time, but when we choose to see it as feedback for how we can improve or change, it really doesn't sting so

much. All the greats have failed. So go ahead and try for greatness, it's worth failing for.

## CREATING A BUSINESS PLAN

Step 1: Get clear on a few key points. Once you've gone through the ideation phase for your business, drafting a business plan will help you sort out and get more specific on many aspects of your business idea. Here are a few key ideas to consider including in your business plan (and, good news: Much of what you worked on in the ideation phase will be helpful here):

What do you do that people want to pay you for? What is your key asset? What is your advantage that will draw in customers?

How do you know that your product is fulfilling a need or want? Some simple market research will help you answer this. Look at other people or companies who offer something similar and take note of what seems to attract their customers.

Who are your customers and where will you find them? What are their behaviors and activities?

Who are you up against and what can you learn from them? This will open up the opportunity for more market research. Keep an open mind as you learn from your competitors and imagine how you might improve upon their offering.

What trends or upcoming changes might impact your offering? It's valuable to do some research and think about the long-term position of your service or product. Try to be hypothetical and forward-thinking here.

What are the different paths you could take to find customers? Think about all the ways you can reach a potential customer. This could be social media outreach, markets, festivals, digital marketing, press, referrals, etc.

What financial relationship will you have with your customers? Do you want to sell your product in person, online, by subscription, or via barter, cash, or credit card?

How much should you charge? Again, do some market research to try and find out what your customers are generally willing to pay. Include your own costs and time (!) to roughly come up with how much you'll need to charge to make enough money. You can't keep doing the valuable work you do unless there is enough income or exchange to sustain your needs, and some of your wants.

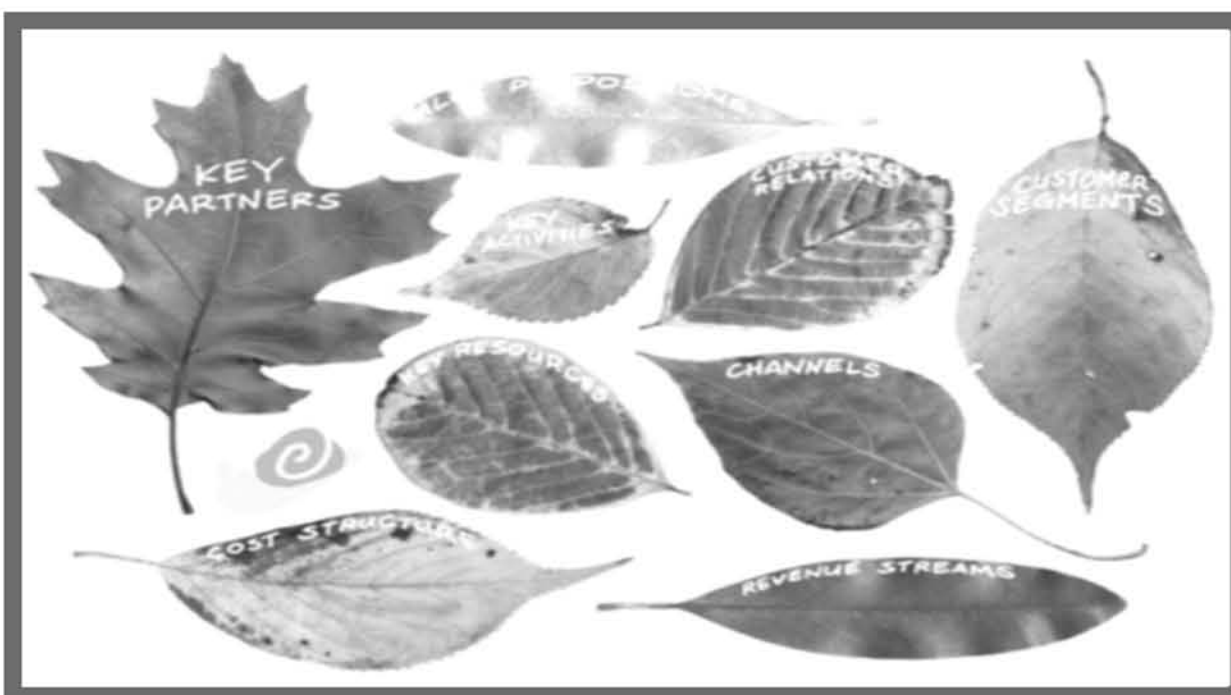
Who will you work with to make this happen? Who can you bring on board to help you deliver your product or service? Do you need a partner or team? What can you do on your own, and what will you need to outsource or get some help with?

What will your business need to be uniquely good at in order to thrive? Are there any key offerings or approaches your business will need to make or take to ensure success? Do you have the skills and motivation to make this happen?

Most of the time when working with a client, we'll have some blanks when trying to answer all of the above questions. When that happens, we reach out to friends and colleagues, or do a bit of research to get everything filled in.

Step 2: Make a "Business Model Canvas."

The Business Model Canvas (BMC) is literally a one-page business plan. These days, the BMC has taken the place of the 100-page traditional business plan (which does offer a much more in-depth analysis, but also tends to put people to sleep and is a real pain to write). It's not to say that careful consideration isn't still



at play in a one-page plan—rather, a super concise plan forces you to become extremely clear on your plan, and articulate it as such.

For more on how to make a BMC, simply Googling "business model canvas" will lead you to a thousand tutorials and YouTube videos. Here's a pretty good BMC walkthrough that includes a downloadable PDF. For those looking to build a nonprofit, this one's for you. And, if you'd like to make a more illustrative BMC, here's how. When I make a BMC, I like to make boxes in painter's tape on a large wall or white board and use Post-it Notes to start. This makes it easy to pull things off, add them in other places, and get input from multiple people at once. Then, once I feel good about where everything stands, I type it up. The BMC is never 100% "final," because it's meant to be an evolving document that can be updated as your business grows or changes.

As you work on your BMC, it's always a good idea to invite others to contribute ideas to your draft. Get feedback from people you respect, and from those with differing experiences and perspectives. It's okay to have a few gaps or blanks here and there—that just lets you know which areas may need additional research, ideation, or attention as you move forward.

If this one-page approach to writing a business plan seems too good to be true, trust me when I say that most people are familiar with and beginning to prefer the BMC. However, when I work with clients on a BMC, I do like them to hyperlink certain areas where more info may be valuable. This allows your reader a deeper dive if desired, without overloading them if they don't need all the nitty-gritty detail.

## SURVEYING THE PLAYING FIELD

Step 1: Make a SWOT chart. To make a SWOT chart, divide

a page of paper into four squares: strengths, weaknesses, opportunities, and threats. Fill it out, and see if this enhances or informs any part of your ideation or business plan phases.

As you do this, the main objective is to get clear on areas where you can improve your plan. Again, ask others for input here. This process is meant to be collaborative, since more people's perspectives will only strengthen your approach and awareness. We don't always see every aspect of our own impact on the world, and gaining insight from another person's perception of what you do/make/have to offer can help as often as hinder, so take it at face value and then move on to the next step.

Step 2: Create a competitor analysis sheet.

Now that you're clear on the plan for your business (or close to it), spend a little more time looking at what you'll offer, and how that compares to what others are offering. By researching the businesses that will be in competition with yours, you'll know what you're up against.

As you research other

businesses, remember to keep an open mind. Always try to be as unbiased as possible, and consider the perspective of the patron/consumer (versus your own perspective), who may place a different value on certain offerings of each business. Running through a mini SWOT for each competing business will really help you familiarize yourself with the other players in the space, and how each of their offerings are slightly different.

The columns in your competitor analysis can vary, but some standard fields to compare are:

- Product or service
- Price
- Location (both physical and point of sale)
- Web presence
- How long they've been around
- Look/feel

Your competitor analysis will showcase your qualities and help you speak to the uniqueness of your offering. It also helps an investor or someone interested in partnering with you to see who you are relative to the other players in the space.

**VISION, MISSION, AND VALUES**  
Some people

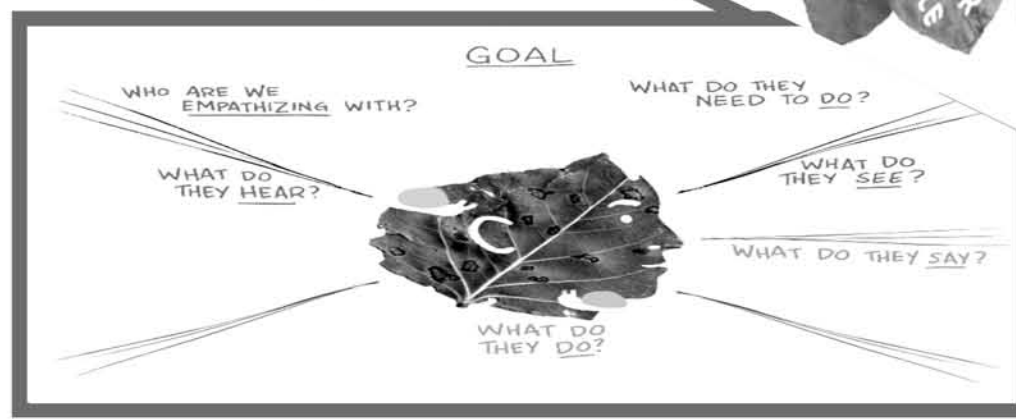
ple like to jump into articulating a business's vision, mission, and values earlier in the process. I prefer to save it until right about now, since at this point you've had some time to expand on the various aspects of your endeavor. I also switched up the order for considering these three things based on a recommendation from Jane Baxter of JBL Strategies. Considering your vision before your mission and your values will help you shoot the moon a little, and gives you space to dream about a future—and a sense of impact—you can get really excited about.

To create your vision statement, imagine how the world will be different in 5, 10, or 50 years if your business is successful in accomplishing its goals. In the same statement, try to articulate why this vision matters. The youth entrepreneurship nonprofit I work for has created this vision statement, based on how it sees itself impacting the future: "Because life happens beyond the classroom, we envision a global culture of independent, resilient, and socially aware individuals who are invested in shaping the world."

To create your mission, craft a clean, clear statement about what you do. Great mission statements are short and to the point. It can take some time to distill your ideas into the right words, so share your drafts with others and keep tweaking until you feel you've clearly conveyed the offering of your business in an authentic way.

I'll use the same organization to provide an example of what a mission statement might sound like (this one could be shorter, but I'll share it anyway): "Shaping the world by cultivating entrepreneurship to broaden youth perspective and enhance life skills through community connection and experience."

To articulate your business's values, jot down a dozen qualities or attributes that are important to you and those you work with. When I tackle this part, I like to imagine what words and ideas feel foundational to the business's existence. Once you have a list, group together similar words and narrow it down to between three and five core values. And, just like that, you have your values.





# BUSINESS OPPORTUNITY

## Telecommunications

**Client** : Egyptian Company for Telecommunications  
**Address**: Sharabia, Ghamra, Cairo  
**Tender**: General tender Ref 422/2018/11 for the development of networks at New Cairo  
**Tender Documents**: EGP 15.000  
**Opening Envelopes**: 18/11/2018 (At 11:00 AM)

## Energy, Power, Electrical Equipment And Services

**Client** : Ministry of Water Resources & Irrigation  
**Address** : Tafteesh Elray street, Shoubra Mezallat, Cairo  
 Tel 22090794  
 Fax 22090976  
**Tender** : Invitation for bids , financed by the Saudi Fund for Development (SFD), loan no 578/15 for supply and erection of electric motors for MED substations  
**Tender Documents**: EGP 4.000  
**Clarification session** to be held on 20/11/2018 (At 10:00 AM)  
**Opening Envelopes**: 24/12/2018 (At 12:00 noon)

## Fire Safety & Security

**Client** : Engineering Company for Cars Manufacturing  
**Address** : Wadi Houf, Helwan, Cairo  
**Tender** : General tender for supply and erection of fire pumps and firing water tanks  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 40.000 to be submitted  
**Opening Envelopes**: 19/11/2018

## Water & Sanitation

**Client** : Dakahlia Company for Water & Sanitary Drainage  
**Address** : Mansoura City - Egypt  
 Tel 0021050221981  
 Fax 0502344680  
**Client** : General tender SRSSP/DK/TP /07 for the design, Supply and erection of (3) substations :  
 - Sanitary drainage substation capacity of 3000M2/day at Kafr Abu Nasser  
 - Sanitary drainage substation capacity 9000 M2/Day at Dekernes center  
 - Sanitary drainage substation capacity 3000M2/Day at Aga center  
**Tender Documents**: EGP 7980  
**A bid bond of EGP** 2.000.000 to be submitted  
 A clarification session to be held on 22/11/2018  
**Opening Envelopes**: 10/12/2018 (At 12:00 noon)

## Security Services

**Client**: Health Directorate at Damietta  
**Address**: Damietta  
**Tender**: 1) General tender for supply of cleaning works  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 100.000 to be submitted  
**Opening Envelopes**: 3/11/2018  
 2) General tender for safety & security works  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 100.000 to be submitted  
**Opening Envelopes**: 18/11/2018

## Banking, Insurance & Finance

**Client**: Alexandria Sports Club (Spoting)  
**Address**: Alexandria  
**Tender**: General bid for the exploitation right of a square of 230 M2 for a bank branch for a period of 10 years  
**Tender Documents**: EGP 40.000  
**A bid bond of EGP** 1.000.000 to be submitted  
 A clarification session to be held on 1/11/2018  
**Opening Envelopes**: 27/11/2018 (At 12:00 noon)

## Healthcare & Medical Equipment And Services

**Client**: VACSERA  
**Address**: 51, Wezarat Alzeraa street, Agouza  
**Tender**: General bid for supply of healthcare insurance for the staff of organization and companies related to it  
**Tender Documents**: EGP 2.000  
**A bid bond of EGP** 30.000 to be submitted  
**Opening Envelopes**: 19/11/2018

## Safety & Security Services

**Client**: New Nubaria City Development Agency  
**Address**: Nubaria City  
**Tender**: General tender for the security and maintenance works of the Agency and the development works the technology center  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 100.000 to be submitted  
 A clarification session to be held on 4/11/2018  
**Opening Envelopes**: 18/11/2018 (At 12:00 noon)

## Automobiles & Auto Parts

**Client**: Cairo Airport Company  
**Address**: Cairo  
**Tender**: General bid for the construction of a car supply substation with all the required services or any other activities at Cairo Airport over a square of 43.000 M2  
**Tender Documents** : EGP 10.000  
**A bid bond of EGP** 100.000 to be submitted  
**Opening Envelopes**: 26/11/2018

## Industry

**Client** : Abu Zaabal Company for Specialized Chemicals  
**Address**: Abu Zaabal, Qalyoubia  
 Tel 02-26265058  
**Tender**: General tender No 22/B for supply of 100 tons of bulb wood  
**Tender Documents**: EGP 228  
**A bid bond of EGP** 60.000 to be submitted  
**Opening Envelopes**: 19/11/2018 (At 12:00 noon)

## Architecture & Urban Development

**Client** : El Obour City Development Agency  
**Address** : El Obour City  
**Tender**: General tender for execution of nursery school building, medical center, (8) shops at Misr Housing area at the city  
**Tender Documents** : EGP 1.000  
**A bid bond of EGP** 100.000 to be submitted  
 A clarifications session to be held on 8/11/2018  
**Opening Envelopes**: 22/11/2018 (At 12:00 noon)

## Healthcare & Medical Equipment And Services

**Client** : Kasr Eleini Educational Hospital  
 Faculty of Medicine Cairo University  
**Address**: Kasr Eleini, Cairo  
**Tender** : 1)General bid No (8) for supply of chemicals for researches  
**Tender Documents**: EGP 250  
**A bid bond of EGP** 30.000 to be submitted  
**Opening Envelopes**: 18/11/2018 (At 12:00 noon)  
 2) General bid No (9) for supply of 5 part deferential  
**Tender Documents**: EGP 250  
**A bid bond of EGP** 260.000 to be submitted  
**Opening Envelopes**: 19/11/2018 (At 12:00 noon)

## Telecommunications

**Client** : Egyptian Company for Telecommunications  
**Address**: 24, Sharabia street, Ghamra, Cairo  
**Tender**: 1) General tender Ref 422/2018/12 for rehabilitation and execution works of msan networks and transformation to digital system at Port Said Central, Alzouhour, Alsalam, Port Foad, Algamil, Bahr Albaqar, Elmanasra  
**Tender Documents**: EGP 3.000  
**Opening Envelopes**: 15/11/2018 (At 11:00 AM)  
 2) General tender Ref 422/2018/13 for rehabilitation and execution of msan networks and transformation to digital system at centrals of Ismaillia, Heikh Zaid, Ahmed Orabi, Fayed, Kantara, Eltal Alkabir  
**Tender Documents**: EGP 4.000  
**Opening Envelopes**: 25/11/2018

## Printing & Publishing

**Client** : Akhbar Elyoum Organization  
**Address**: Cairo, Egypt  
**Tender**: General tender No 8/2018 for supply of (150) blanket for upper units of printing newspaper's machines (Colour man)  
**Tender Documents**: EGP 200  
 A letter of guarantee valued at EGP 6.000 to be submitted  
**Opening Envelopes**: 26/11/2018 (At 11:00 AM)

## Machinery & Equipment

**Client**: Port Said Company for Goods and containers  
**Address**: Port Said  
**Tender**: 1) General tender No 1/2018/2019 for supply of (1) diesel fork lift capacity of 12 tons  
**Tender Documents**: EGP 1.800  
**A bid bond of \$** 5.000 to be submitted  
**Opening Envelopes**: 4/12/2018  
 2) General tender No 2/2018/2019 for supply of (1)diesel fork lift capacity of 32 tons  
**Tender Documents**: EGP 3.500  
**A bid bond of \$** 9.000 to be submitted  
**Tender Documents**: EGP 3.500  
**A bid bond of \$** 9.000 to be submitted  
**Opening Envelopes**: 4/12/2018  
 3) General tender No 3/2018/2019 for supply of filters  
**Tender Documents**: EGP 750  
**A bid bond of EGP** 25.000 to be submitted  
**Opening Envelopes**: 22/11/2018

## Security Services

**Client** : Damietta Health Directorate  
**Address**: Damietta  
**Tender** : General tender for supply of human resources for safety and security works  
**Tender Documents** : EGP 1.000  
**A bid bond of EGP** 100.000 to be submitted  
**Opening Envelopes**: 18/11/2018 (At 12:00 noon)

## Energy, Power, Electrical & Renewable Energy

**Client** : Petroleum Gases Company "Petrogas"  
**Address** : 90 street, New Cairo  
**Tender** : General tender No 71/2018/2019 for supply of dry liquid batteries  
**Tender Documents**: EGP 300  
**A bid bond of EGP** 7.000 to be submitted  
**Opening Envelopes**: 21/11/2018 (At 12:00 noon)

## Furniture

**Client** : Organization of Childhood's Safety  
**Address** : 42, 17 street, Maadi, Cairo  
**Tender** : General tender for supply of school furnitures  
**Opening Envelopes**: 18/11/2018

## Energy, Power, Electrical & Renewable Energy

**Client**: Petroleum Gases Company 'Petrogas'  
**Address**: 90 street, New Cairo  
**Tender** : General tender No 67/2018/2019 for supply and erection of electric distribution panel low voltage  
**Tender Documents**: EGP 300  
**A bid bond of EGP** 8.000 to be submitted  
**Opening Envelopes**: 18/11/2018 (At 12:00 noon)

## Energy, Power, Electrical & Renewable Energy

**Client** : The Company of Water Substations for Electricity Transmission  
**Address** : Aswan  
**Tender**: General tender No 1/2018/2019 for supply, erection and processing of equipment for the development of the Company Training Centre  
**Tender Documents** : EGP 1.000  
**A bid bond of EGP** 100.000 to be submitted  
**Opening Envelopes**: 28/11/2018 (At 12:00 noon)

## Healthcare & Medical Equipment And Services

**Client** : Veterinary Medicine Directorate at Menia  
**Address** : Menia  
**Tender** : General tender No 1/2018/2019 for supply of veterinary medicine  
**Tender Documents** : EGP 75  
**A bid bond of EGP** 10.000 to be submitted  
**Opening Envelopes**: 18/11/2018 (At 12:00 noon)

## Entertainment, Media, Sports & Leisure

**Client** : Egyptian Media Production City  
**Address** : October City, Cairo  
**Tender** : General tender No 1/2018 for construction of a studio 14 Km at area K2 at the Studios Complex at the Egyptian Media Production City  
**Tender Documents**: EGP 10.000  
**Opening Envelopes**: 2/12/2018 (At 12:00 noon)

## Infrastructure

**Client** : New Fayoum Development Agency  
**Address** : Fayoum  
**Tender** : General tender for the execution works (water- sanitary drainage- roads) at Fayoum including design and execution works of water substations  
**Tender Documents**: EGP 500  
**A bid bond of EGP** 350.000 to be submitted  
**Opening Envelopes**: 26/11/2018 (At 12:00 noon)

## Architecture & Urban Development

**Client** : New Beni Suif Development Agency  
**Address** : Beni Suif, Egypt  
**Tender** : General tender for supply of rehabilitation works of (17) housing buildings at the 2nd housing District  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 65.000 to be submitted  
 A discussion session to be held on 11/11/2018  
**Opening Envelopes**: 26/11/2018 (At 12:00 noon)

## Security Services

**Client**: General Organization for Health Insurance- North Delta Branch  
**Address**: Stanly – Alexandria  
**Tender** : General tender for supply of controlling cameras at North Delta and Behaira branches  
**Tender Documents**: EGP 1.100 (For each branch)  
**A bid bond of EGP** 25.000 for Delta branch and EGP 10.000 for Behaira branch to be submitted  
 A discussion session to be held on 22/11/2018  
**Opening envelopes**: 28/11/2018 (At 12:00 noon)

## Railways

**Client** : National Organization for Egypt's Railways  
**Address**: Shoubra – Cairo  
**Tender** : General internal tender for supply of electrical equipment for Rest Houses  
**Tender Documents**: EGP 500  
**A bid bond of EGP** 8.000 to be submitted  
**Opening Envelopes**: 21/11/2018

## Railways

**Client**: National Organization for Egypt's Railways  
**Address**: Ramses square – Cairo  
**Tender** : General tender No 2/2018 for the rehabilitation of electric signaling system and telephone system  
**Tender Documents**: EGP 5.000  
**A bid bond of EGP** 75.000 to be submitted  
**Opening Envelopes**: 25/12/2018 (At 12:00 noon)

## Security Services

**Client**: Executive Agency of the Wholesale Market at 6th October City  
**Address**: 6th October City  
**Tender** : General tender for supply of safety and security works at 6th October wholesale market  
**Tender Documents**: EGP 400  
**A bid bond of EGP** 20.000 to be submitted  
 A discussion session to be held on 12/11/2018  
**Opening Envelopes**: 19/11/2018 (At 12:00 noon)

## Security Services

**Client** : Badr City Development Agency  
**Address** : Badr City  
**Tender** : General tender for security services of forest trees area and irrigation networks at the city  
**Opening Envelopes**: 31/1/2019

## Laboratory Equipment & Services

**Client**: Electronic Research Institution  
**Address**: Tahrir street, Dokki  
**Tender** : General bid No (2) for supply of scientific apparatuses and equipment  
**Tender Documents**: EGP 500  
**A bid bond of EGP** 25.000 to be submitted  
**Opening Envelopes**: 27/11/2018 (At 12:00 noon)

## Architecture & Urban Development

**Client**: Cooperative Society of Building & Housing for Magistrate and Public Prosecutors  
**Address**: 6, champion street- Cairo Or 12, Elnil Alabiad street, Lebanon square, Giza  
**Tender**: General tender for supply of consultancy works for Loalqa project – New Cairo over a square of 2.2 acres, including works of designs, tender, bidding committees and networks  
**Opening envelopes**: 17/11/2018 (At 1:00 noon)

## Security Services

**Client**: General Egyptian Book Organization  
**Address**: Cournich El-Nil, Cairo  
**Tender** : 1) General bid No 8/2018/2019 for the rehabilitation and renovation of controlling cameras  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 15.000 to be submitted  
**Opening Envelopes**: 22/11/2018  
 2) General tender No 4/2018/2019 for supply of empty cartoons  
**Tender Documents**: EGP 300  
**A bid bond of EGP** 1.500 to be submitted  
**Opening Envelopes**: 23/11/2018

## Healthcare & Medical Equipment And Services

**Client**: Nozha International Hospital  
**Address**: Heliopolis, Cairo  
**Tender**: General tender for the development of intensive care unit  
**Tender Documents**: EGP 1.500  
**A bid bond of EGP** 10.000 to be submitted  
**Opening Envelopes**: 18/11/2018 (At 12:00 noon)

## Industry

**Client**: Sinai Company for Manganese  
**Address**: 1, Kasr El-Nil street, Cairo  
**Tender** : General tender No 5/2018/2019 for supply and erection of cooling network at Firo-Manganese Factory at Abu Znima city, Sinai  
**Tender Documents**: EGP 1.140  
**Opening Envelopes**: 26/11/2018 (At 12:00 noon)

## Furniture

**Client**: General Organization for Courts Buildings and Documentation Fund  
**Address**: Lazoughly, Cairo  
**Tender**: General tender for supply and erection of wood furniture for the organization  
**Tender Documents**: EGP 10.000  
**A bid bond of EGP** 170.000 to be submit  
**Opening Envelopes**: 26/11/2018 (At 12:00 noon)

## Banking, Insurance & Finance

**Client**: Banque Mizr  
**Address**: 155, Mouhamed Farid street, Cairo  
**Tender** : 1) General tender for supply of 10.000 information points and (100) cabins  
**Tender Documents**: EGP 6.000  
**A bid bond of EGP** 240.000 to be submitted  
**Opening Envelopes**: 21/11/2018  
 2) General tender for supply of personal computers apparatuses  
**Tender Documents**: EGP 7.000  
**A bid bond of EGP** 220.000 to be submitted  
**Opening Envelopes**: 23/11/2018

## Railways

**Client** : National Organization for Egypt Railways  
**Address**: Shoubra, Cairo  
**Tender**: General internal tender for the development of (24) substations at west Delta  
**Tender Documents**: EGP 5.000  
**A bid bond of EGP** 100.000 to be submitted  
**Opening Envelopes**: 24/11/2018

## Marine

**Client**: Canal Naval Construction Company  
**Address**: Port Foad  
**Tender**: General tender No 20/2018/2019 for supply of impressed current cathodic protection system  
**Tender Documents**: EGP 500  
**Opening Envelopes**: 3/12/2018

## Engineering

**Client**: Aluminium Company of Egypt (Egyptalum)  
**Address**: 48-5- Abdel Khalek Tharwat street-Cairo-Egypt  
**Tender**: General tender No 1/2018/2019 for engineering consultant services . (Engineering procurement and construction Management)  
**Tender Documents** : \$ 2.000 to be paid through Arab African International Bank, Abdel Khalek Tharwa branch, account No 524843  
**Opening Envelopes**: 9/12/2018 (At 12:00 noon)

## Architecture & Urban Development

**Client**: Egypt Post  
 Postal Services Company  
**Address**: Attaba- Cairo  
**Tender**: General bid No 57/2018/2019 for the construction of Abbassia post office  
**Tender Documents**: EGP 1.000  
**A bid bond of EGP** 33.000 to be submitted  
**Opening Envelopes**: 3/12/2018

## Fire Safety & Security

**Client** : Egypt Post  
 Postal Services Company  
**Address**: Ataba –Cairo  
**Tender**: General bid No 58/2018/2019 for supply and erection of fire pumps and workers for fire security works of Kafr Elsheikh post office  
**Tender Documents**: EGP 500  
**A bid bond of EGP** 20.000 to be submitted  
**Opening Envelopes**: 4/12/2018

## Machinery & Equipment

**Client** : Egypt Post  
**Address**: Attaba- Cairo  
**Tender** : General bid No 56/2018/2019 for supply of photocopying machines  
**Tender Documents** : EGP 800  
**A bid bond of EGP** 25.000 to be submitted  
**Opening Envelopes**: 3/12/2018

## Banking, Insurance & Finance

**Client** : Egyptian Company for Airports  
**Address** : Cairo Airport, Cairo  
**Tender**: General bid No 2/2018/2019 for the insurance of the company's assets and ownership (responsibilities – machines – equipment )  
**Tender Documents**: EGP 500  
**A bid bond of EGP** 5.000 to be submitted  
**Opening Envelopes**: 18/11/2018

## Energy, Power, Electrical & Renewable Energy

**Client** : Petroleum Gases Company  
**Address** : 90 street, New Cairo  
**Tender**: General tender No 40/2018/2019 for supply and erection of electric panel for lightening  
**Tender Documents**: EGP 300  
**A bid bond of EGP** 14.000 to be submitted  
**Opening Envelopes**: 25/11/2018 (At 12:00 noon)

## Automobiles & Auto Parts

**Client** : West Delta Company for Electricity Transmission  
**Address** : 7, Riad Street, Gleem, Alexandria  
**Tender** : 1) General tender No 10/2018/2019 for supply of batteries for the company's substations  
**Tender Documents**: EGP 320  
**A bid bond of EGP** 5.400 to be submitted  
**Opening Envelopes**: 24/11/2019  
 2) General tender No 11/2018/2019 for supply of tires for the company's substation  
**Tender Documents**: EGP 1.800  
**A bid bond of EGP** 30.000 to be submitted  
**Opening Envelopes**: 25/11/2018





VALUE CREATING PLASTIC & RUBBER PRODUCTS

## The Egyptian Company for Ethylene and its derivatives

**Sustainable development and continuous development is our motto**



Eng. Abd El Megid Hegazy  
The Chairman and Managing Director



**ETHYDCO** was established in the framework of implementing the National Petrochemical Plan to cover current and future requirements of the local market and exporting the surplus to achieve a foreign input to the economy.  
The company's products of ethylene and polyethylene enter into various industries.

**ETHYDCO** is expected to reach its maximum production capacity in 2018 with an average production of 400,000 tons of polyethylene, 460,000 tons of ethylene and 20,000 tons of butadiene, with a forecast of increasing its exports returns, as the company currently exports 22 ethylene and polyethylene products to over 28 countries. Within the Company's future vision plans, the first phase of the permanent power station has been completed, its three-phase program is estimated at the cost of about \$ 98 million, the plant will supply the company's facilities with the requirements of electric power permanently, and will contribute to reducing part of its burden on the state, where surplus will be used to secure the needs of other sister companies,

and benefiting from it in national projects or future projects by the Ministry of Petroleum, when connecting the station to the national grid of electricity.

**The first stage:** - Was completed in March 2017 and was inaugurated by Engineer Tarek El Mulla, Minister of Petroleum and Mineral Resources in July 2017 with a production capacity of 75 MW.

**The second stage:** - Work began on the construction of a transformer station and linking it to the national grid of electricity, the project is expected to be concluded by the third quarter of 2018.

**The third stage:** - The efficiency of the station will be increased by converting it from the simple cycle system to the composite cycle, to increase its capacity by 35 megawatts, maximizing the

value added of fuel and use the latest technologies to reduce emissions, and the exploitation of waste-free energy for reuse in upgrading the efficiency of the electricity-generating turbines and this phase is expected to be completed within two years.

**ETHYDCO is an Environment Friendly Company**

During the International Conference of Water held in the Spanish capital Madrid from 24 to 25 April 2017, ETHYDCO's was awarded for the world's best water treatment technology award for 2016, through the facility plant project which uses complete recycling of wastewater through the technique ZLD.

**ETHYDCO's products conform with US and European legislations**

**ETHYDCO** obtained certificate

of conformity with US and European legislation, to adopt all its products of polyethylene, in packaging uses for products all over the world, which means maintaining the safety standards for food and nutritional products, opening up new and global markets and applications for the company's products and increasing its competitiveness and returns.

**Social Community service is a duty**

The Company believes that Social Community services is a duty and is working to expand its applications through all its social activities and humanitarian programs, activities and business environment, of which its campaign for "A Lower Bill for a Better Life", which targeted 3 villages in the Amiriya area of

Alexandria by replacing the regular light bulbs with Saving light bulbs provided in 2800 housing units, and 12 mosques which succeeded in achieving an annual saving of \$ 350 thousand in the consumption of gas, leading to savings that will exceed One million dollars in 3 years.

**ETHYDCO** has also equipped an intensive care unit for Amreya Hospital in Alexandria, as well as its engagement into various other projects. Yet, the company also regards that Social Community Service is not limited to providing material support, but must be reinforced by greater awareness and transfer of knowledge to new generations, which lead the company to providing field visits and summer training programs for university students.