



Ministry of Public Business Sector

Business Opportunities for the Private Sector

June 2022



Companies Under Management (Ministry of Public Business Sector)

7 Holding Companies

63 Subsidiaries (Down From 119)
Result of Mergers & Few Closures

299 Joint Ventures
(With the Private Sector)

34 Sectors & Activities



Sectors of Activity

Chemical Industries : Fertilizers, Tobacco, Tires, Shoes, Springs, Salt, Paper, Manganese

Metallurgical Industries : Steel, Aluminum, Automotive, Glass, Porcelain, Phosphate Mining

Pharmaceutical Products, Active Ingredients, Packaging

Cotton : Contractual farming, Trading, Ginning, Spinning, Weaving, and Dyeing and Finishing

Hospitality & Hotels Development, Touristic Services

Trading: Department Stores, B2B Trading & Logistical Services

Real Estate Development, Construction

Land Reclamation & Agriculture, Cattle Raising and Slaughtering

Insurance & Re-insurance, Real Estate Assets Management, Investments Management



Challenges Addressed By The Reform To Prepare Companies for Private Sector Contribution

Obsolete Technology

Outstanding Debts

Outdated Machinery

Un-Utilized Assets

Low Quality Services

Loss Making Companies

Weak Marketing

Decaying Capital (Sometime Negative)

In-Efficient Pricing

Dis-Incentivized Management & Labor



1) Regulatory and Administrative Reform To Ensure Proper Corporate Management & Governance



Amendments of Law 203 for the Year 1991 Governing State Owned Enterprises



Reform Knowledge Transfer to 11 Other Ministries Via a Ministerial SOEs Committee



Revisiting Chart of Accounts and Pricing Based on Cost Accounting



Centralized Marketing Unit in Each Holding Company



Centralized Investment Committee in Each Holding Company



Revising and Automating Business Processes in Six Main Disciplines in 71 Companies



Restructuring Corporate Boards and Introducing Value Adding Professionals



Revising Organizational Structures in All Subsidiary Companies



Top Management Assessment & Recruiting Calibers Able to Lead Reform Execution



Revisiting Salary Schemes for Top Management to Enable Attracting Good Calibers

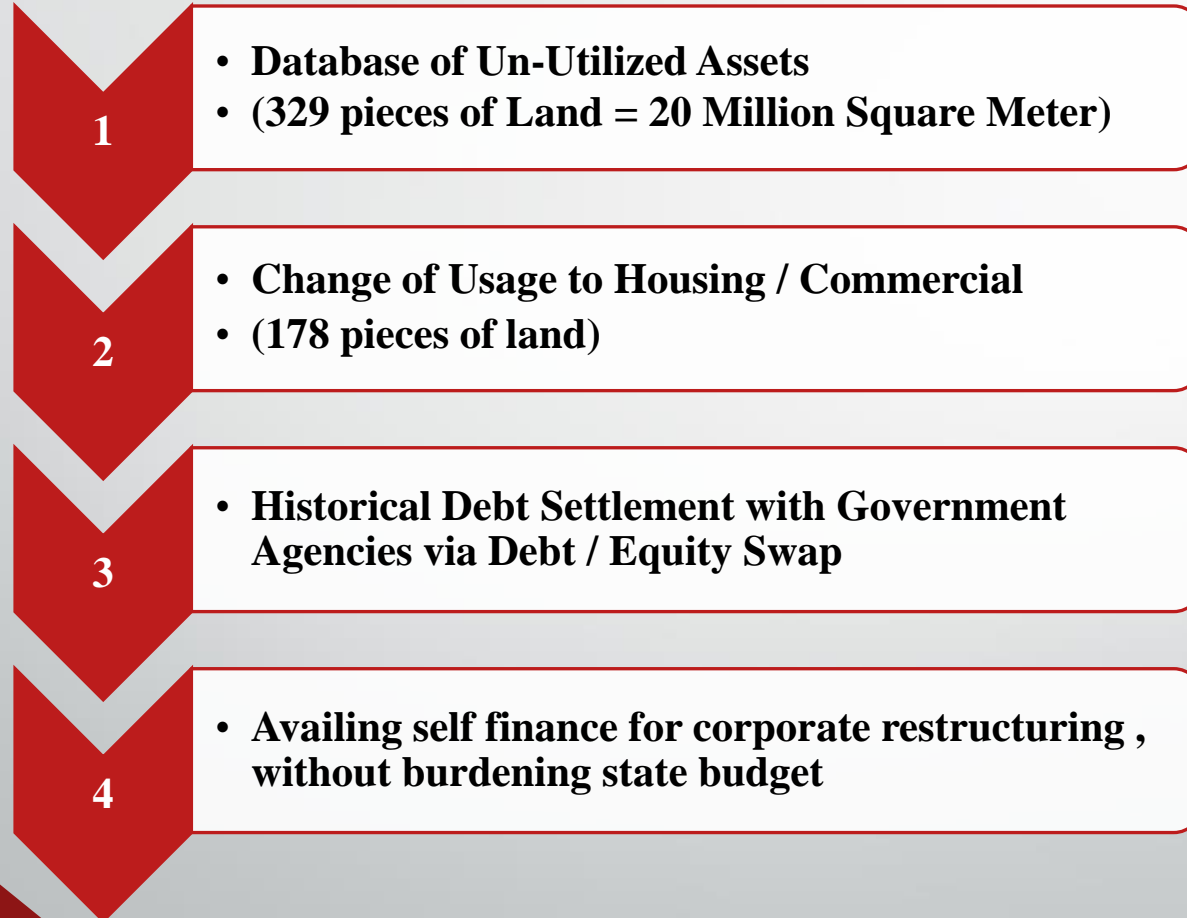


Revisiting Internal Bylaws (Most Important is the HR)

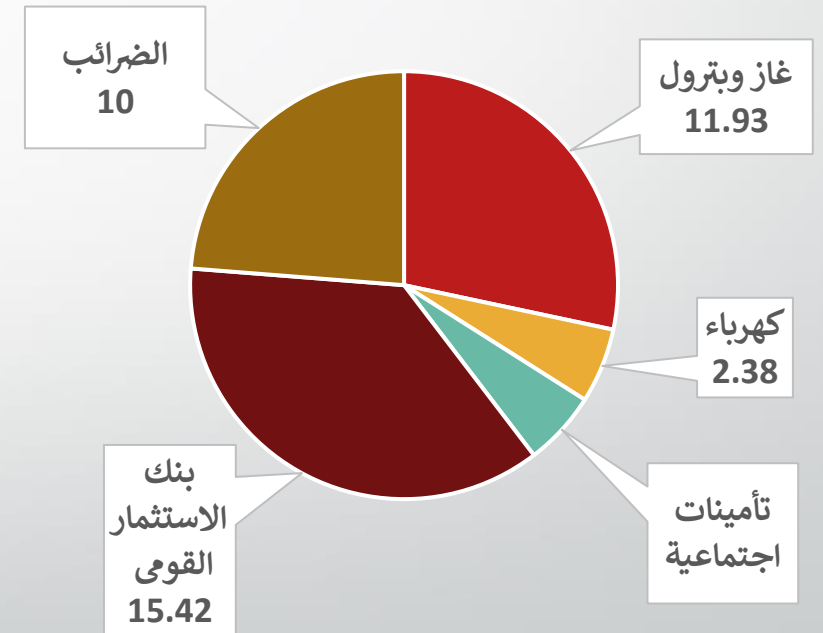


2) Financial & Asset Related Reform

Debt Settlement & Financing Reform Using Un-Utilized Assets



Total Debt 42.1 Billion EGP





Now
We Are Ready To Welcome
Private Sector To Join Forces
In Various Forms



Automotive Projects

Project Description

- **Mid-size Sedan**
- **Electric Microbus**
- **Electric Rickshaw (Tuk Tuk)**
- **Battery pack and BMS**

Target Form of Cooperation

Off take agreements for a large list of components needs to be locally produced.



Aluminum

Project Description

- Rehabilitation project is required to ensure a further 25 to 30 years of operational life for the existing smelter including compliance to all current health, safety, environmental and design codes and standards (ticket size 300 Million \$).

Target Form of Cooperation

- Equity



Tires Production

Project Description

- Establishment of a new factory to produce agriculture and OTR tires for local as well as regional markets (3 million tire / year).

Target Form of Cooperation

- Equity / O&M



Paper Production

Project Description

Feasibility studies are done for two projects:

- Establishment of a new State of art paper mill plant with two production lines to produce :
 - Test liner and fluting at a lower production cost and higher quality, 500 tons / day.
 - Coated duplex with a production capacity of 220 tons / day as well as luxury duplex for pharmaceutical packages at high quality and lower cost of the production.
- Establishment of an integrated line for the production of virgin pulp with a production capacity of 250 tons / day of dried bleached / unbleached pulp boards to be used as a raw material for hygiene paper production factories, as well as high quality virgin kraft used in food and pharmaceutical packaging.

Target Form of Cooperation

- **Equity / O&M / Profit Sharing**



Fertilizers

Project Description

Rehabilitation and Modernization of El Nasr & Delta Fertilizers Production Lines:

1. Ammonia
2. Urea
3. Ammonium Nitrate
4. Ammonium Sulphate
5. Nitric Acid
6. Sulphric Acid

Target Form of Cooperation

- **Equity**



Hotels

Project Description

- **Cataract (Aswan)**
- **Winter Palace (Luxor)**
- **Cairo Marriot Hotel (Zamalek)**
- **Elephantine Island (Aswan)**
- **Cecil (Alexandria)**
- **Mena House (Pyramids)**
- **Stigenberger (Tahrir)**

Target Form of Cooperation

Equity Investor for 20%-30% of an SPV including the some hotels of the Tourism and Hotels Holding Company.



Hotels

Winter Palace Luxor





Hotels

Cairo Marriott Hotel (Zamalek)





Hotels

MENA House Pyramids





Hotels

Cecil Alexandria





Hotels

Cataract Aswan





Hotels

Elephantine Island (Aswan)





Grand Continental Hotel (Downtown Cairo)

Project Description

- The historical hotel located in downtown Cairo is being re-built to resemble its old royal design and style.
- In addition, long term rent request has been submitted to manage the Azbakeya garden next to the hotel (being renovated to its old royal design as well), to complement the luxury of the visitors` experience.

Target Form of Cooperation

- Equity Investor is welcomed to get around 40% of an SPV, to finance the develop of the project.





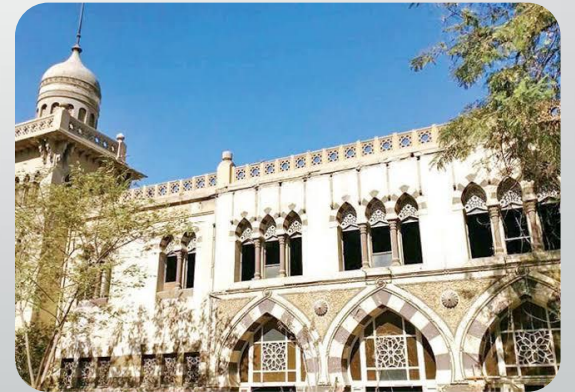
Entertainment Parks

Project Description

- Merry Land (Heliopolis)
- Granada Park (Heliopolis)

Target Form of Cooperation

- O&M / Profit Share





Cotton Spinning & Weaving Complexes

Cotton Dying and Finishing

Cotton Finished Products Inputs Sourcing

Project Description

- More than 23 Billion EGP are being invested to upgrade seven cotton spinning and weaving companies, and one polyester company.
- The upgrade covers construction, machinery, infrastructure, human capacity building, and enterprise resource planning.
- The reform intends to serve the needs of investors in the area of ready made garments, both locally and globally, through a specialized entity established for marketing, sales and supply chain management

Target Form of Cooperation

- A know how experienced entity is welcomed for O&M Contract for one of the three main complexes, covering the spinning, weaving, and dying and finishing stages of the supply chain.
- For the Dying and finishing stage, the know how experienced entity, may be offered an equity stake in an SPV managing the function in all three complexes.
- Local and international players in the area of ready made garments are invited to cooperate with the new supply chain company, for their input needs.
- Contractual farming for short staple cotton.



B2B Trading & Logistics

Project Description

- Nasr Export Import Company (now re-branded as Gosoor), is now applying a new business model based on intermediation and opening new markets for exports & SMEs.
- New branch network has been developed to reach 40 markets through 14 hubs, managed by local professional sales teams, working on commission basis.
- E-Catalogue for Egyptian exports and their imported inputs has been developed (www.gosoor.com.eg)
- Full set of logistical services are offered to exporters through partnerships with specialized service providers in each area. In addition to partnership with financial institutions to avail banking and insurance services to our clients.

Target Form of Cooperation

- Sales agents in various African and non-African markets are invited to work on commission basis with the branches.





Agriculture & Animal Farming & Processing

Project Description

- Total area of 30,000 acres has been reclaimed in the Toshka with advanced irrigation systems (axial irrigation - drip irrigation - spray irrigation)
- A state of the art automated slaughter house has been recently commission.
- Making the local available for agricultural projects, animal farming, and food (as well as other products) processing from both agricultural and animal sources.

Target Form of Cooperation

- A know how experienced entity is welcomed for O&M Contract to manage the project, and expand its sub- components.
- Financial investor who can bring in know-how on equity / profit sharing basis is also welcomed.



Pharmaceutical Raw Materials

Project Description

In order to face the challenges arising from the international crisis, the pharmaceuticals holding company (with seven production subsidiaries) is looking forward to integrate backward, by producing active production ingredients (APIs) for the 8-10 most commonly used inputs of its product mix.

Target Form of Cooperation

International investor specialized in the field of APIs production, with proven track record, and regional marketing capabilities, is welcomed to establish an SPV with the holding company, to produce a selected set of APIs for local and regional markets.



Select Real Estate Developments

Project Description

- **Savoy Land Touristic (Luxor)**
- **Aghakan Land Project**
- **New Heliopolis Development**
- **Delta Steel B-Class Residential**
- **Hadid & Solb Development**
- **Logistics Centers in Delta**

Target Form of Cooperation

- **Full Sale**
- **Profit Share**
- **Profit Share**
- **Profit Share**
- **Profit Share**
- **O&M / Profit Share**



Select Other Industrial Companies

Project Description

- Porcelain
- Glass
- Steel Pipes
- Electric Lamps
- Sports Footwear
- Retail Stores

Target Form of Cooperation

- Equity / O&M / Profit Sharing
- Equity / O&M / Profit Sharing
- Equity / Profit Sharing
- Equity / O&M / Profit Sharing
- O&M
- O&M / Profit Sharing



Thank You

For Inquiries / Expression of Interest,
Please Contact dtadros@mpbs.gov.eg