



CANADA EGYPT BUSINESS COUNCIL
مجلس الأعمال الكندي المصري
CONSEIL D'AFFAIRES CANADA EGYPT

CANADA EGYPT BUSINESS COUNCIL NEWSLETTER

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FOR INTERNATIONAL COOPERATION
مجلس الأعمال المصري للتعاون الدولي

TRADE MISSION POLAND & SLOVAKIA 2018



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CHAIRMAN'S MESSAGE

Dear Reader,

Good rules create an environment where new entrants with drive and good ideas can get started in business and where good firms can invest, expand and create new jobs.

CEBC & ECIC are pleased to work hand in hand with local and international organizations where they see immense opportunities in investing in the Egyptian Market. Egypt has enjoyed a period of political stability since the turbulence of 2011-2013. Implementing a wide- ranging program of economic reform. The process started with a drive to rebalance the economy through a number of challenging initiatives, including the reduction of subsidies, the introduction of value-added tax and the liberation of the Egyptian pound.

At the outset of 2018, these headline measures had been implemented and the government's focus has since shifted to the improvement of governance and the investment climate.

This effort includes the promulgation of Civil Services Reform Law, aimed at cutting the large public sector wage bill and an array of legislation designed to remove investment barriers, such as Industrial Licensing Law, the investment Law and the Company Law.

ECIC and its major role to exchange and open up broader opportunities to the Egyptian market comes from a deep belief of the enormous potentials that Egypt and the investors can benefit from. ECIC last Trade Mission to Poland & Slovakia was a great success which we are all proud of at the ECIC, many international organizations hence revealed its serious interest in such a huge market.

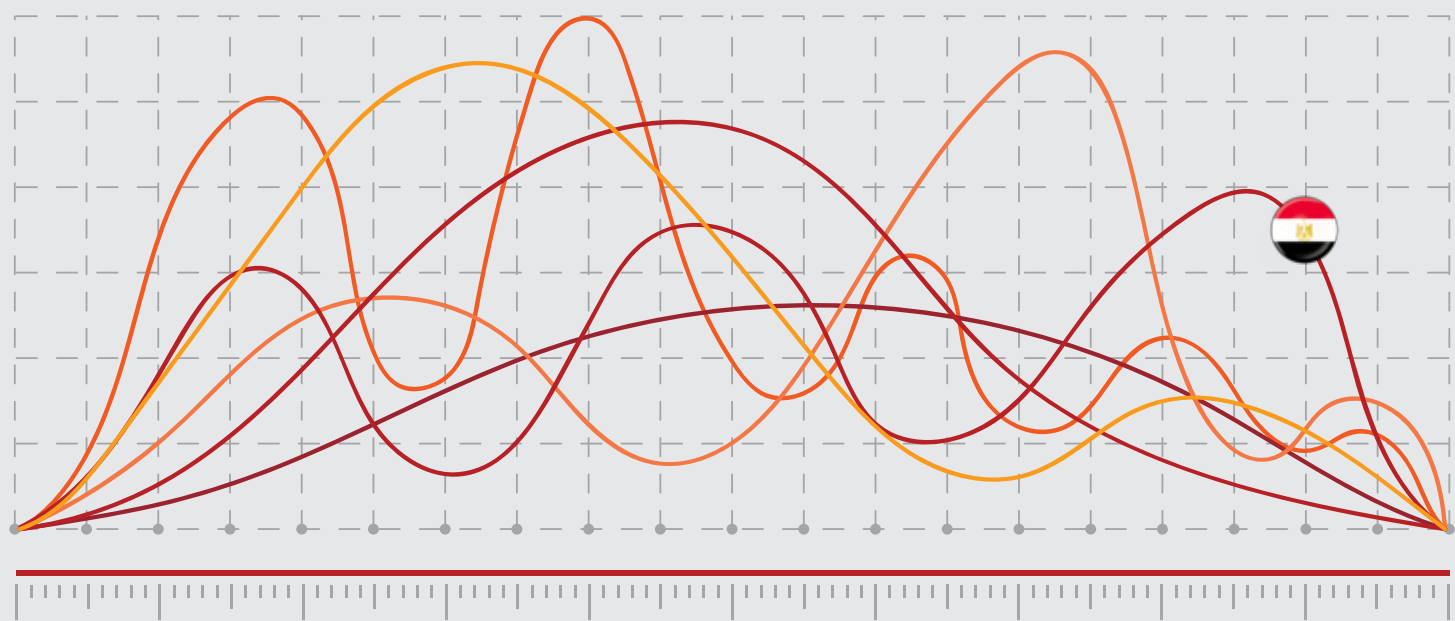
The inquisitiveness as well comes from other countries like Poland which sees vast business growth in the ICT sector, there are many opportunities and prospects for cooperation between Egypt and Poland in the ICT sector, especially in view of the development and growth of this sector in Egypt and its ability to attract foreign investments. Therefore ECIC invited a Polish International Corporation, one of the biggest companies in the IT sector, to visit Egypt in order to present and exchange ideas with ECIC distinguished invitees as a serious move to further explore the ICT sector and review what could work in Egypt from other experiences in other countries.

Continuing our mission & support to our Egyptian community, we gave the mining sector its share of our activities as well .. Mining is one of the important topics that Egypt and its national organizations are working utterly to improve laws to attract big corporations in a way to discover Egypt's hidden mining treasures. The future of Egypt in the coming years will be more solid and concrete where the domestic market as well as the investors will witness the changes.

I will leave you here to go through all our latest news & activities..

Notaz Daslan

EGYPT RANKS 19 AMONG WORLD'S 21 MOST POWERFUL ECONOMIES IN 2030



Egypt is ranked the 19th most powerful economy out of a list of the world's 21 most powerful economies in 2030, according to a report published by global accounting firm PricewaterhouseCoopers (PwC).

The report said that emerging markets will start to dominate rankings of the world's top economies by 2030.

The spot comes based on the country's expected global gross domestic product (GDP) by purchasing power parity (PPP), a macroeconomic analysis used to determine the economic productivity and standards of living between countries across time.

The report placed Egypt in 19th place, with a projected GDP of \$2.049 trillion. It was directly preceded by Canada, in 18th place, with \$2.141 trillion and Spain with \$2.159 trillion.

The report said that emerging markets such as India and Brazil are set to challenge the economic dominance of the US and China.

The top five economies in 2030 according to the report are: China, with a projected GDP of \$38.008 trillion, the US (\$23.475 trillion), India (\$19.511 trillion), Japan (\$5.606 trillion) and Indonesia (\$5.424 trillion).

Egypt embarked on an ambitious economic reform program in 2014 to revive its economy, battered by years of political unrest.

Though the program is causing social pressures in the short term, it is said to place Egypt on the right path for economic growth.

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The Impact of the Software Technology on the Business World

The Egyptian Business Council for International Cooperation (ECIC) had the pleasure meeting the members of the polish company ASSECO "one of the largest IT companies in the world", during the council's business mission last May 2018 to Poland & Slovakia. During this visit, mutual interests were met to further expand their IT services in Egypt.



Mr. Cezary Miksa , Middle East & Africa Supervisor at Asseco Poland S.A. ; Mr. Pawel Hansdorfer, Senior Director at Asseco Data Systems S.A; Eng. Motaz Raslan, Chairman- CEBC & ECIC; Mr. Dariusz Brzeski; The Member of the Supervisory Board at Asseco Poland S.A; Eng. Khaled Raslan, General Manager- Raslan Group

The ECIC held a round table discussion with ASSECO on Tuesday 3rd July, 2018. Eng. Motaz Raslan, Chairman of The ECIC welcomed the polish guests as well as the attendees & emphasized on how much the Egyptian market is interested in Asseco. Asseco representatives were Mr. Dariusz Brzeski - Member of the Supervisory Board at Asseco Poland S.A; Mr. Pawel Hansdorfer - Senior Director at Asseco Data Systems S.A.; Mr. Cezary Miksa - Middle East & Africa Supervisor at Asseco Poland S.A., who were visiting Egypt for three days in a way to explore opportunities and meet with some of the potential and strategic partners that could empower their local presence in Egypt.

ASSECO is a well-established IT company based in Poland. It has presence in over than 50 counties, around 25,000 employees. ASSECO is ranks the 6th in the IT business companies in Europe. Their strength comes from working with various business sectors .e.g. Finance Sector, Banking, Insurance companies, Brokerage, Leasing, Factoring companies. Public sector; HealthCare, Uniformed services and Governmental bodies. Industry Sector; Telecommunication, Oil & Gas sector, Energy sector, FMCGs, Manufacturing and Trade services.



The Panelists & part from our CEBC & ECIC VIP Guests



The Attendees



Part from our CEBC & ECIC VIP Guests



Part from our CEBC & ECIC VIP Guests



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- The bank offers a full range of Sharia-compliant products and services through 37 Islamic branches
- The bank has a strong regional and international presence, with branches in the UAE, Lebanon, Germany and France, as well as representative offices in China and Russia
- The bank has one of the largest banking networks in Egypt and the Middle East, with more than 600 branches
- Banque Misr became a member of the UN Global Compact for the years 2015, 2016 and 2017, and is the first state-owned bank to issue an annual sustainability report in accordance with the internationally-recognized Global Reporting Initiative (GRI) for the third year

Mr. Cezary Miksa presented the company's product solutions which were adapted to different clients in different countries. Their products included dedicated solutions that is designed to individual customer needs, comprehensive solutions which are designed and developed for large and medium size customers, standard software packages that covers the standard solutions for small-medium size customers, and finally the cloud solutions which are available to customers online.

Mr. Miksa continued to elaborate on the company's competitive advantages that focus on the business needs of their customers.

He further explained why ASSECO is the right partner for so many companies around the globe; starting from working on proprietary software, developing, implementing, maintaining IT solutions and infrastructure to cooperate with leading global technology and IT solution providers.

The session has ended with Q&A discussion where the speakers have replied to several questions from the attendees.



The Attendees



The Attendees

Dinner with the Minister of Investment in Poland, H.E. Mr. J. Kwieciński

1st July 2018





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Dr. Muhammad Zaher, President - Quartz Core for Mineral Resources; General Dr. Mofeed Mohsen Besada -Deputy Head National Service Project Organization – Mining Projects; Eng. Motaz Raslan , Chairman – CEBC & ECIC; Dr. Adel Yehia- Chairman of Sinai Manganese Co.

National Mining Projects... Possibilities and Challenges

Canada Egypt Business Council (CEBC) and Egyptian Business Council for International Cooperation (ECIC) had the pleasure to host a round table on Wednesday August 8th, 2018 to discuss an important topic Egypt needs to focus on in the near future, in a way to get out of the bottle neck of the enormous debts that comes out of the import bills.

Eng. Motaz Raslan, Chairman of CEBC & ECIC has welcomed the guests and the respected speakers; General Dr. Mofeed Mohsen Besada, Deputy Head National Service Project Organization – Mining Projects, Dr. Adel Yahia, Chairman of Sinai Manganese Co. and Dr. Muhammad Zaher– CEBC Mining Committee.

Eng. Motaz Raslan then highlighted the role of the mining industry in Egypt and its major potentials all over the country. He explained that the familiarity with the geological resources compare to other countries will aid in putting a futuristic plan to develop the exploration process in the mining industry along with the financial policies.

From here the National Service Project Organization is doing remarkable efforts by taking actions in various way, the most important is reviving the mineral wealth sector and supporting the exploration companies, minimizing the random mining, forming an independent committee for concession agreements that propose the needed amendments and transfer distinctive experience and training.

Furthermore developing a program for International Investment corporations in addition to renewing the mining laws to match the international standards and offer new areas of explorations & development, reorganizing the institutional resources and finally creating a positive image of Egypt in the global mining sector.

Dr. Muhammad Zaher highlighted that it's the 10th round table the council did hold which tackles the mining subject. CEBC & ECIC played a big role in assisting the industry to take serious moves in developing legislations with the Egyptian government.

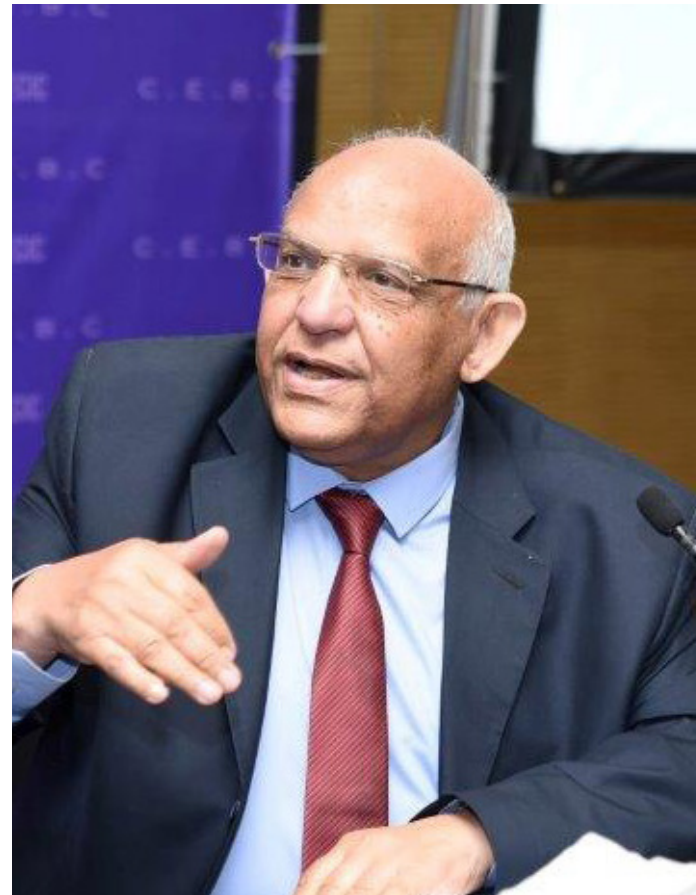
Dr. Muhammad introduced General Dr. Mofeed Mohsen Besada, Deputy Head National Service Project Organization – Mining Projects, he then requested the speaker to further elaborate on the chosen topic.

Dr. Mofeed started his talk by positive words; Egypt is blessed with its land that has all kind of rocks that is used in so many other industries. Sedimentary rocks exist all along the river Nile. Many countries seek Egypt's sand to use it on their beaches for building purposes. Egypt's ores are safe however they are not observable to external exploitation.

Metamorphic rocks exist in the red sea territory, Copper, Lead, and Manganese. Aswan and close to the Sudan border exists the volcanic rocks and the Granite. Egypt has all sorts of ores with exceptional high quality.



Dr. Muhammad Zaher



Dr. Adel Yehia



Eng. Motaz Raslan



General Dr. Mofeed Mohsen Besada

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The attendees



The attendees



Part of the attendance

From here, we needed to preserve the mineral wealth and use it at its best to increase the added value. This was one of the National Service Project Organization - Mining Projects - achievements.

Dr. Mofeed Besada thanked the CEBC & ECIC for continuously trying to support the industry and exchange the experiences with other countries.

He continued; we have over 30 companies that cover the national service in Food, Agricultural Houses, Animal Production Sector and the Mining Sector. The main objective of the national service role is to reduce the burden on the end user and offer variety of goods with reasonable prices.

He further explained, the petroleum sector is more advanced and organized than the mining. Hence it is required to work on eliminating the obstacles and challenges for the investors. There are some issues I would like to highlight that affect the mining industry;

- 1- Licensing and approvals; extending the license from one to two years will be an encouraging step towards the investors.
- 2- Transportation; the high cost of transportation due to the distance between the source which is usually in remote areas and the warehouses.
- 3- Trained manpower; unfortunately we are missing the trained manpower; lately we succeeded to bring some experts in Italy to establish a training center in Egypt.
- 4- High rigidity; we are working on studies that allow us to manufacture raw materials out of the rigid materials.

The floor was the open for Q&As, where experts of the industry were able to answer the questions.

At the end of the session, Dr. Mofeed Besada highlighted that he will soon launch a huge project for the phosphate in Al Ain El Sokhna which will be the biggest in the entire region to fulfill the domestic needs.

After we knew and learned so many things about what has been achieved and in the pipeline of the mining sector. We reached the closure of the session; Eng. Motaz Raslan thanked the respected speakers and the distinguished guests for participating and updating the industry leaders.



Q&A Session



The Panelists & our CEBC VIP Guests



Gen. Atef Amin Yacoub - Former Head of Consumer Protection Authority



The Panelists

Trade Mission

Poland & Slovakia 2018

As part of our efforts to strengthen our trade relations with various foreign markets, our sixth trade mission to Poland & Slovakia, organized by the Egyptian Business Council for International Cooperation, was launched in a new attempt to strengthen economic relations, promote mutual investment as well as investment opportunities in Egypt. Also exploring new outlets for Egyptian goods and products, with the participation of a number of major companies and businessmen interested in these two markets.

This visit has received special attention and very good arrangements, as it was targeting two very important markets. It is also a continuation of our previous missions which achieved great success and opened channels of communication to develop Egypt's trade relations with various partners in Europe. This was achieved in coordination with the Egyptian Foreign Ministry and the two embassies in Warsaw & Bratislava, as well as the embassies of Slovakia and Poland in Egypt.



Egyptian Delegation at the Ministry of foreign affairs , Bratislava – Slovakia



Egyptian Delegation at Ministry of Economy , Bratislava – Slovakia

The agenda of the mission has included holding intensive meetings with a number of senior officials in the ministries of commerce, industry and economy, as well as business organizations and the chambers of commerce and industry, in a way to introduce investment opportunities in Egypt and promote Egyptian commodities and products. Worth mentioning that we received great interest from investors in Slovakia and Poland in the Egyptian market , especially in light of the major projects implemented by Egypt in various sectors.

We have also visited several factories and companies, where several bilateral meetings have been held between the members of the mission and the officials of a number of companies in Poland and Slovakia for the sake of exploring investment opportunities and enhancing joint cooperation.

One result of our mission is a delegation of major companies and businessmen in Slovakia which will be



H.E. Mr. Vojtech Ferenc, the State Secretary of the Ministry of Economy, Bratislava- Slovakia ; Eng. Motaz Raslan, Chairman-ECIC



Meeting at the Ministry of Economy, Bratislava ,Slovakia

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Eng. Motaz Raslan, Chairman –ECIC; Amb. Amr Elhenawy , Ambassador of Egypt in Bratislava – Slovakia; Mr. Tibor Bucek, Director Foreign Trade Department , SARIO(Slovak Investment and Trade Development Agency), Bratislava – Slovakia



Meeting at SARIO(Slovak Investment and Trade Development Agency), Bratislava – Slovakia



Egyptian Delegation meeting at the Ministry of Foreign Affairs, Bratislava – Slovakia



H.E. Mr. Vojtech Ferenc, , the State Secretary of the Ministry of Economy, Bratislava- Slovakia; Amb. Amr Elhenawy , Ambassador of Egypt in Bratislava – Slovakia; Eng. Motaz Raslan, Chairman –ECIC

visiting Egypt in the next few months, where it was agreed with the Minister of Foreign Affairs of Slovakia on a mission of various companies to visit Egypt in order to identify the investment opportunities available and meet with a number of Egyptian officials, to discuss opportunities of Joint cooperation , as well as completing the talks held during the visit of our delegation to Slovakia.

Also our visit has succeeded in shedding light on the opportunities in the Egyptian market, where one of the largest companies in the information technology sector showed its intention to join the Egyptian market during the coming period and they will be visiting Egypt next July to discuss investment opportunities and ways of cooperation in this regard. This company really expressed its interest in the Egyptian market especially in view of the development witnessed by the Egyptian ICT sector and the continuous growth in the number of Internet users and mobile subscribers.

We expect this mission to open channels of communication in the coming period between the two sides, especially in the light of the great opportunities in those markets, where our desire is to develop intra-trade and joint investments with Slovakia, as well as to strengthen trade relations with Poland.



Meeting with the State Secretary of the Ministry of Economy Mr. Vojtech Ferenc, Bratislava – Slovakia



B2B Meetings at SARIO(Slovak Investment and Trade Development Agency), Bratislava – Slovakia



Eng. Motaz Raslan, Chairman –ECIC; H.E. Mr. Lukas Parizek, State Secretary, Ministry of Foreign and European Affairs of the Slovak Republic



Egyptian Delegation with Mr. Roman Karkosik and his management team, Warsaw- Poland



Egyptian Delegation meeting at the Ministry of Economy, Bratislava – Slovakia



Egyptian Delegation meeting with Mr. Roman Karkosik and his management team, Warsaw- Poland



ECIC delegation at Warsaw- Poland Airport



Egyptian Delegation meeting at the Ministry of Foreign and European Affairs, Bratislava – Slovakia



Egyptian Delegation dinner with Dr. Abdelaziz Elsherif,
Commercial Counsellor of the Embassy of Egypt, Warsaw- Poland

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CEO

Emacon Investment & Development SAE

Principal



Tarek Ezzeldin Mohamed Elhousseiny

General Manager North Africa & Levant

Visa Inc.

Principal



Raouf Saad

Senior Assistant to the Minister

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Yasser Naguib Fahmy Botros
Business Unit Director- Power Generation
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3 Sep
Ahmed Khalifa
CEO
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5 Sep
Ahmed Mohamed Ahmed
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6 Sep
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7 Sep
Mohamed Abdelgawad Hassan
Founder, President
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Ahmed Ezzeldin Mahmoud
Chairman & CEO
Cleopatra Hospital Group

15 Sep
Mohamed Mohsen Kamel
President & Managing Director
Engineering & Trading Group (Entrag)

17 Sep
Tarek Ragab Gioshy
CEO
Al Gioshy Steel

26 Sep
Hisham Hassan Helmy Said
Chief Executive Officer
Global Brands

30 Sep
Ahmed Said
Business Development manager
Trust Group Real Estate

CEBC MEMBER'S BIRTHDATES OCTOBER 2018



SUN	MON	TUE	WED	THU	FRI	SAT
	1 	2	3	4	5	6 
7	8 	9 	10 	11	12 	13
14 	15	16	17	18	19 	20
21	22 	23	24 	25	26	27
28	29 	30	31			

1 Oct

Ahmed Shawky

Vice Chairman
Egyptian Arab Land Bank

6 Oct

Mohamed Mosad Mehrem

Vice President and Chairman of Executive
Committee for Alexandria Business
Association
Mehrem Group

8 Oct

Mamdouh Abdel Razek

Owner
Mamdouh Mostafa Abdel Razek Firm

9 Oct

22 Oct

Galal El Zorba

Chairman
Nile Holding

24 Oct

Mohamed Osman El Domiaty

Chairman
Domiatec Group

29 Oct

Mohamed El Dib

Chairman and Managing Director
QNB ALAHLI

Ahmed Emara

CEO & Managing Director
ReAya Holding Company

1 Oct

Adel Aziz Riad

General Manager
Adel Aziz Design Office

6 Oct

Khaled Mahmoud Attia

Partner, Head of Dispute Resolution
Department
Nour & Partners in association with Al Tamimi
& Co.

8 Oct

Maged Abdel Messih Zekry

Founding Partner
Dignity Care of NY.

10 Oct

Annan El Sharkawi

Vice Chairman & Board Member
Egyptian Arab Land Bank

12 Oct

Hussein Mostafa Fahmy

Managing Partner
Alkan Consult

19 Oct

Maged Abdel Messih Zekry

Founding Partner
Dignity Care of NY.

22 Oct

Mohamed Wagih Shindy

CEO & Managing Director
The Egyptian Methanex Methanol Co.
(EMethanex)

24 Oct

Mohamed Wagih El Degwi

General Manager & Member of the Board of
Trustees
October University for Modern Sciences and
Arts

22 Oct

Omar El Derini

Chairman
Tam Oilfield Services

24 Oct

Cherine Scandar

President and CEO
Sodeco Group

BOARD MEMBERS



Eng. Motaz Raslan
Chairman



Mr. Saïid El Derini
Secretary General



Eng. Samir El-Alaily
Treasurer



Eng. Amr Aboualam
Member of the Board



Eng. Ashraf Sadek
Member of the Board



Dr. Effat El Sadat
Member of the Board



Mr. Hassan M. Hussein
Member of the Board



Mr. Khaled Hegazy
Member of the Board



Ms. Loula Zaklama
Honorary Member



Mr. Maged El Menshawy
Member of the Board



Mr. Mina Morcos
Member of the Board



Ms. Shahira Magdy
Member of the Board



Dr. Sherif El-Gabaly
Member of the Board

STAFF MEMBERS



Rania Wagdy
Executive Director



Magy Ramez
Membership Coordinator



Marianne Samir
Operation Supervisor



Vera Victor
Senior Events Coordinator



Radwa Magdy
Business Development Coordinator



Merna Safwat
Administrative Assistant



Ali Hassan
Finance Manager



Sherine Boshra
Senior Financial Analyst