

CANADA EGYPT BUSINESS COUNCIL



TRADE MISSION CANADA 2007

مجلس الأعمال المصري الكندي
CONSEIL D' AFFAIRES CANADA EGYPTE

CANADA EGYPT BUSINESS COUNCIL

TRADE MISSION CANADA 2007

مجلس الأعمال المصري الكندي

CONSEIL D' AFFAIRES CANADA EGYPTE

CANADA EGYPT BUSINESS COUNCIL CONSEIL D’AFFAIRES CANADA EGYPTE

TRADE MISSION CANADA 2007

CONTENTS

■ Message from H.E. DR. Tarek Kamel	3
■ A word from the CEBC Chairman	5
■ Canada Egypt Relations cooperation in Action	7
■ Egypt’s Recent Economic Reforms	9
■ Egypt’s Trade Agreements	12
■ Key Economic Indicators	14
■ About Nile University	16
■ About National Telecommunication Institute.....	17
■ About The Smart Village	18
■ Egyptian Government Officials Reprmentatives	19
■ Canadian Embassy Representative	43
■ CEBC Members	44
■ Journalists	54
■ CEBC Staff	56

MESSAGE FROM H.E. DR. TAREK KAMEL

MINISTER OF COMMUNICATIONS AND INFORMATION TECHNOLOGY



ON THE OCCASION OF THE VISIT OF THE EGYPTIAN DELEGATION TO CANADA JUNE 2007

Dear Friends,

It is indeed a pleasure and an honor for me to lead such a distinguished Egyptian delegation of government, private sector, civil society and media representatives to Canada. We sincerely appreciate the warm reception we are receiving in Canada from representatives of the federal government, distinguished parliamentarians, the business community, industry associations and Egyptian expatriates. It is proof of the long standing friendship and mutual respect between our two countries.

Egypt has undergone significant political and economic reform in the past few years that has led to the growth of our economy at a rate of 7%. I am also proud that I represent the ICT sector in Egypt, which by any measure reflects a success story with sustained double digit growth reaching 25%. The key factor for this success in our view was the planned synergetic coexistence of a number of elements that converged to create vibrant and robust growth. With a qualified human resource base of 250 thousand university graduates annually, the ratification of appropriate telecommunication and e-signature laws, together with a solid modernized ICT infrastructure at the crossroads of major global submarine cables, the foundation was in place for the development of the sector.

Systematic multi-stakeholder consultations and international expert research, enhanced by a coherent institutional framework, resulted in the identification

of niche areas where Egypt's competitive edge could best be exploited. Examples include natural language applications, business process outsourcing, knowledge process outsourcing, data-mining and wireless technologies.

ICT reform and deregulation worked leading to higher FDI. Public private partnerships worked proving to be the most effective means to achieve success in a number of initiatives launched by MCIT. Partnering with multi-nationals resulted in increased technology transfer, joint R&D projects, as well as tangible success in e-government applications, ICT in education, e-health, e-content and many other areas. Investing in human resources paid back as we see Egyptian professionals excelling in the ICT industry at home and abroad.

In addition, Egypt remains committed to engage in global policy dialogues and initiatives such as the Internet Governance Forum, which we are hosting in 2009, and the Global Alliance for ICT and Development.

In this spirit, we are extending our hands in partnership with Canada in the hope of creating the environment that enables mutually beneficial cooperation at all levels.

I would like to thank the Canadian-Egyptian Business Council, the Egyptian Embassy in Canada and the Canadian Embassy in Egypt as well as all the distinguished organizations and individuals who facilitated this mission for their dedicated effort.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tarek Kamel', with a stylized, cursive script.

Dr. Tarek Kamel
Minister of Communications
And Information Technology

A WORD FROM THE CEBC CHAIRMAN



Egypt's prospects are brighter than at any time in the past quarter century. Robust demand for the nation's energy, tourism, labour and mining has seen another consecutive year of GDP growth.

Encouragingly, the new cabinet is responding to today's promising conditions with sound policies. Consequently macroeconomic stability is returning, and this is reflected in the increased trade between our two countries, according to 2006 figures, bilateral trade between Canada and Egypt has exceeded the half billion USD mark.

Multinationals seeking off shoring locations now also consider factors other low cost labour costs, such as proximity to attractive markets and the availability of employees who can perform higher value services. Egypt is fortunate to boast all of the above as well as an abundance of talent, as a result Egypt is fast becoming the middles east's premier outsourcing destination.

The government and business community alike are currently putting a great deal of emphasis on developing sustainable economic growth through industry strength. This seems prudent when you take into account that Egypt can offer highly skilled labour at a competitive price, this coupled with the low cost energy, low taxes and investment incentives create a cost effective environment that is appealing to investors.

Egypt is shifting to a more productive and competitive nation.

The Government hopes to address the needs of the nation by making the most of our advantages – with clear strategies in place and the gradual elimination of bureaucratic dogma, Egypt can afford to feel confident as we look to a future of new and increased productivity.

An example of this strategy is the scheme to lure investment to privately run, government supported industrial clusters that integrate productive chains. Clusters capture important overlaps of technology, skills, information, and marketing. Such connections are fundamental for competition, for productivity and especially for the direction and pace of new business.

The purpose of this booklet and indeed this mission as a whole is to continue to build trust and productive relationships so that together our nations are better equipped to address the economic, social and environmental challenges and opportunities of the future.

Motaz Raslan
CEBC Chairman



Canada / Egypt Relations

Cooperation in action

Egypt the gateway to the Middle East and Africa:

Egypt and Canada are both key geo- strategic locations in their regions. Egypt is the gateway to the Arab world, the Middle East and Africa. Canada is the gateway to North and South America, the commonwealth and the Francophone world. Combined the reach of our two nations spans most of the world.

Egypt a welcoming environment:

Since establishing diplomatic relations fifty years ago, Canada and Egypt have enjoyed a mutually beneficial bilateral relationship characterized by ever increasing levels of partnerships and strategic alliances advantageous to both our economies.

Canadian companies find in Egypt a welcoming environment that is enhanced by the positive reputation that Canada enjoys in the middle east. The presence of around 300,000 mostly highly educated Egyptian Canadian also serves to promote both their adopted home and that of their origin.

Bi-lateral trade between Egypt and Canada is growing and increasingly diverse. Canadian exports to Egypt reaches unprecedented levels in 2005 the figures reached C\$237 millions, nearly twice as much as the reported figure 10 years ago.

Major imports from Canada are:

Steel, Fertilizers, Manufactured graphite, Carbon Black, Cement, Computer Software, Manufactured aluminum, Garments, Frozen and Preserved foods and specialized Petroleum derivatives.

The Main Imports from Canada are:

Technological know how, Specialized tools and machineries, Grains, Fava Beans, Lentils, Hardware, Software, Specialized products, 45000 Canadian Tourists visited Egypt in 2004.

Among our international friends, the Canadians remain one of Egypt's strongest and most steadfast supporter. Investment and assistance has continued to flood into Egypt from the Canadian private and public sector. The Egyptian people have benefited from the presence of the Nortel, SNS, Four Seasons, Air Canada and other important Canadian companies.

Canadian Education in Egypt: A Win –Win Scenario

The dramatic growth if the Canadian education industry in Egypt in recent years is evidence of the strengthening of the ties between the two countries on the social as well as the economic levels. Canada gains a new export product and healthy market for educational institutions at home. For both countries, however, there is a win- win scenario that goes beyond economics. Forging strong cultural bodes well for the future of Canada Egypt relations.

Canadian Aid : A Serious Partner in Development

For over 25 years, Canadian bilateral aids to Egypt has played a key role in solidifying the relationship between the two countries by building the spirit of cooperation.

The Canadian international development agency, noted around the world as a wise and generous distributor of development assistance, counts Egypt as its second largest recipient of aid.

EGYPT'S RECENT ECONOMIC REFORMS

Promising Prospects in a Freshly Liberated Egypt

Egypt is becoming an increasingly attractive investment opportunity for Canada and other countries. Canada is acknowledged to be at the cutting edge of innovation in the areas of education and technology, which makes Egypt, who is witnessing tremendous growth in both of these sectors, the ideal partner.

Information and Communications Technology in Egypt is witnessing unprecedented growth - 25% per year. Egypt has opened a Smart village, a hub for companies that are related to technology. It is also in the process of developing a strong telecommunications infrastructure, and can offer access to state of the art technology.

The Egyptian government has put a great deal of effort into developing this sector, indeed the current prime minister is a modernizing technocrat, who served in the previous cabinet as the Minister for Information Communications and Technology and is credited with having opened up and energized the telecoms and the information technology sector in Egypt.

Following up on and enhancing these pioneering initiatives is H.E. Dr. Tarek Kamel, the current Minister for Information Communications and Technology and recent guest of honor at our November CEBC event.

The growth of Egypt's economy is reflected in the nations thirst for technology ensuring that Egypt is well positioned to deliver premium IT and telecom services.

Egypt is fast becoming the Middle East's premier outsourcing destination, with a stable base of highly trained professionals and multilingual university graduates it has successfully managed to corner a portion of the out sourcing coffers that India has monopolized to date.

Canadian Providers of **education** also find themselves ideally suited to the Egyptian market, where the average Egyptian family can spend up to 40% of their annual income on education.

Despite the introduction of a number of private higher education establishments the system is still greatly overburdened and the market lacks an innovative approach and credible research facilities – making this the optimum time for educational front runners like Canada to increase their presence in the market.

Egypt has already embraced the Canadian educational system, placing second only to China, in the provision of the Canadian curriculum. Enjoying an excellent reputation with Egyptians Canada already has its foot in the door with the Ahram Canadian University and a community college that was established in conjunction with Cape Breton University.

The Egyptian government recognises that although the economy is booming, it can only be sustained through increased innovation and education, which needs to be implemented at grass roots level and requires reform and expenditure.

Agriculture is another of Egypt's flourishing sectors accounting for 17% of Egypt's GDP. Canadians can benefit from the luxury hotels that are springing up all over Egypt creating a consistent and growing demand for top quality food products. The hotels coupled with the increasing tourist numbers could prove very lucrative for the Canada's emergent gourmet food industry. In the November issue of 'Canada Export' Magdy Ghazal, Trade commissioner of the Canadian Embassy in Cairo says, 'Ö..that substantial opportunities exist for Canadian exporters of bulk food products such as wheat, pulses and oil seeds. Demand is also strong for animal feed, peat, moss, dairy cattle and genetic material, not to mention tobacco, dairy products, crude vegetables oil (canola) and seed potatoes.

Like education, there is already a Canadian presence in **Egypt's Oil and Gas Sector**. In fact when two major petrochemical projects worth an approximate 2.5 \$billion come to fruition, Canada will be rank in the top five direct foreign investors in the country.

The Ministry of Petroleum estimates that investment in the oil/gas sector has been \$2-3 billion annually in recent years, this figure is largely associated with the expansion in gas exploration and production, and particularly with the construction of two major liquefied natural gas (LNG) plants on the Mediterranean (by Union Fenosa of Spain and British Gas). The Ministry's estimates include operating expenses and operations costs.

Although education, technology, and oil and gas may seem the obvious choices for Canadian investment in Egypt, we are a significant market with considerable potential in a plethora of sectors that includes: cement, construction and real estate.

We at CEBC are proud and feel confident that the economic and political conditions are right for Egypt - the Arab world's largest country- to prosper and serve as a model for our region, which makes it the ideal time for early adopters like Canada to jump on board.

EGYPT'S TRADE AGREEMENTS

Recent Developments:

Egypt has been promoting its duty free access to Europe, Africa and Middle East through its many preferential trade agreements. Minister Rashid of the Trade and Investment industry has brokered several international agreements, including a free trade agreement with China and the establishment of Egypt's first Russian industrial zone.

Egypt-EU Association Agreement:

The Association Agreement was signed in Luxembourg on 25 June 2001 and entered into force on 1 June 2004 which replaces the earlier Co-operation Agreement of 1977, and incorporates free trade arrangements for industrial goods, concessionary arrangements for trade in agricultural products, and opens up the prospect for greater liberalization of trade in services, and farm goods. The agreement intends to lift all barriers to non-agricultural trade with Europe over the coming decade.

Egypt signs QIZ protocol with Israel:

In December 2004, Egypt in a renewed commitment to free trade, foreign investment and regional economic cooperation, signed a QIZ protocol with both Israel and the United States. This is seen as a step towards the signing of a free trade agreement (FTA) with the United States.

World Trade Organization:

Egypt has been an active member of the WTO since the 1970s and is actively engaged in the Doha Round discussions. Egypt has removed most non-tariff measures, decreased tariff protection, significantly liberalized foreign investment, and deregulated and privatized public sector companies.

Common Market for Eastern and Southern African (COMESA)

A free and preferential trade agreement establishing a free trade between member states, formed on December 9, 1994 on the basis of the former Preferential Trade Area of Eastern and Southern Africa, has now 21 members.

Agadir Declaration

Establishes free trade with Jordan, Morocco and Tunisia, Agadir is a first step towards setting up the Great Arab Free Trade zone, and establishing an Arab strong and complementary economic space.

Greater Arab Free Trade Area (GAFTA)

Links Egypt with 17 Arab Nations in a single free trade zone



Some Egyptian born politicians were or are currently at the helm of major international organizations like Boutros Boutros-Ghali of the United Nations, Mohamed El Baradei of the International Atomic Energy Agency (IAEA) and Ahmed H. Zewail is an Egyptian American Chemist, he won many international awards culminating in his 1999 Nobel Prize in Chemistry for his work in femtochemistry.

Key Economic Indicators

2005-2006	Real GDP	617.7 LE Billions
2005-2006	Real GDP Growth Rate	6.9%
2005-2006	Per Capita Income	8660 LE
2005-2006	Total Commodity Exports and Services	144 LE Millions
2005-2006	Total Commodity Imports and Services	154 LE Millions
2005-2006	Trade Balance	-11986 USD \$ Millions
2005-2006	Service Balance	8191 USD \$ Millions
2005-2006	Canada Total Exports To Egypt	(Approx.) 653 CAD \$ Millions
2005-2006	Canada Total Imports from Egypt	(Approx) 220 CAD \$ Millions
2005-2006	Imports From Canada	Food and Agriculture, Aircraft, High Tech. Components & Goods to the Telecommunication, Oil and Gas Sector.

2005-2006	Top Exports to Canada	Cotton Ware, Handcraft , Crude Oil, Fertilizers, Minerals, Floor Covering & Woven Apparel.
2005-2006	Total Canadian investments in Egypt	(Estimated) 500 Millions CAD\$
2005-2006	Total Canadian Economic Aid to Egypt	20 Millions CAD \$
2005-2006	Labor force	22.3 Million
2005-2006	Unemployment rate	10.9 %



Egypt is the southern city of Luxor which has been the site of some of the greatest archeological discoveries. This is where the royal tombs of seti I, Ramses II and Tutankamon are located in the Valley of the Queens and Valley of the Kings.

ABOUT NILE UNIVERSITY



Nile University is a not-for-profit, privately-owned and autonomously-managed institution of higher learning. It is the first in a new class of academic institutions in Egypt that embraces partnership with the private sector, represented by an NGO (EFTED), government, represented by MCIT, and industry, in a major initiative of great national and regional interest.

The Egyptian Foundation for Technology Education (EFTED) is a not-for-profit organization, dedicated to improving technology-related education through establishing specialized institutes, schools and vocational schools, was created to provide a mechanism for the delivery of NU.

The Ministry of Communications and Information Technology (MCIT), as part of its mandate, is the implementation of the National Telecommunications and Information Technology Strategic Plan that aims at building-up an IT society in Egypt. MCIT has set-up a number of objectives among which is human resources development in Egypt. To achieve this objective, it has championed the establishment of Nile University as a hi-tech, not-for-profit, research and development institution; specialized in the engineering technology and business administration.

ABOUT NATIONAL TELECOMMUNICATION INSTITUTE



The National Telecommunication Institute (NTI) was founded in 1984 to be a scientific institute with university status affiliated to the Ministry of Communications and Information Technology (MCIT). The important Role, played by NTI) has become very apparent and at the heart of the development. NTI is considered a center of excellence, a leading training and educational institution, and focal point for applied research activities in the field of telecommunications. The research and training facilities in all different departments together with a team of highly qualified researchers and technical staff enhance NTI capabilities to provide services and support for the telecommunications sector not only in Egypt but also in the rest of the Arab world and the whole region.

ABOUT THE SMART VILLAGE



Building great monuments in Egypt is not a thing of the past. An extraordinary example of Egypt's high tech infrastructure, economic incentive packages and commitment to the future is the 450 - acres Smart Village project that provides a high tech environment for IT and Telecom companies.

Upon completion of all the phases there will be 67 office plots, accommodating approximately 30,000 employees.

The Village is comprised of 10% buildings and 90% green area, lakes and water streams.

Smart Village incorporates all the amenities needed by its prospective staff and visitors.

Smart Village's location is geographically central to all major destinations within Greater Cairo located just 20 minutes away from downtown Cairo, 10km from the pyramids. It is also easily accessible from Cairo International Airport.

Smart Village gives the opportunity for any firm operating in the IT sector to rent, lease or buy office space. Firms can also buy land and build their own offices abiding by the same architectural standards of the Village.

EGYPTIAN GOVERNMENT OFFICIALS AND REPRESENTATIVES



H.E. Dr. Tarek Mohamed Kamel
Minister of Communications and Information Technology

Dr. Tarek Kamel was Senior Advisor to the Minister of Communications and Information Technology for five years before himself being appointed Minister. During this time he spearheaded a number of national initiatives to spread the use of ICT tools amongst segments of Egyptian society. Currently, the Minister is known for his visionary strategy to drive Public Private Partnership initiatives to develop Egypt's ICT sector, leading Egypt into the global Information Society.

He began his career as a networks support engineer for the Academy of Technology and Scientific Research, and swiftly moved on to becoming an assistant researcher at the Electronics Research Institute. Upon winning a fellowship for PhD studies from the German Academic Exchange (DAAD) for the period 1989 to 1992, he was then appointed manager of the Communications and Networking Department and the Cabinet Information and Decision Support Centre (IDSC/RITSEC). During this time he was also made Secretary of the Egyptian Internet Society and a Professor of Computer Networks at the Electronics Research Institute. In May 1999 he became Vice President of these two organisations, and three years later a Trustee of the Internet Society (ISOC), Virginia. Dr Kamel has served on the Board of Telecom Egypt from 2000 to 2004 where he has played a pivotal role in the company's development.

Now, as well as being Minister of Communications and Information Technology in Prime Minister Dr. Ahmed Nazif's Cabinet, he is Chairman of the National Telecom Regulatory Authority, and Chairman of the Information Technology Industry Development Agency.



Dr. Ziad Bahaa El Din

Chairman

General Authority for Investment & Free Zones (GAFI)

Dr. Bahaa El Din has worked in law and legal consultancy in the private, multinational and governmental sectors for almost two decades. Before joining GAFI, Dr. Bahaa El Din was founder and managing director of Bahaa El Din Law office; MD of Arabic company for Arts and Publishing and Senior Legal Advisor to the Minister of Economy where he drafted over a dozen key laws central to the government's legislative reform initiative. He holds a PhD in law from the London School of Economics and a LLM in International Business Law from King's College.



Egypt is known for its desert trips that include the White Desert, the Desert Oasis, and the Whale Valley-home of the largest fossil graveyard in Africa and an extraordinary insight into our geological past.



Mohamed Saad Tawfik Omran

CEO of ITIDA

Information Technology Industry Development Agency (ITIDA)

Mohamed Saad Tawfik Omran appointed as the first Executive President of the newly established Information Technology Industry Development Authority (ITIDA). He was the Chairman and co-founder of MIS one of the largest reputable data communications & security providers in Egypt. In addition to having been the chairman and CEO of MIST; a company specialized in providing real-time trading data from the world financial markets and the Egyptian capital market. The company also provides online news and acts as an ISP.

Engineer Omran is a graduate in Electronics & Telecommunications from Ain Shams' Faculty of Engineering (1973) his career embarked as a telecom engineer in Egypt Air till 1979. He then became the Managing Director of the RACAL – MILGO data communications office in Saudi Arabia, where he has started up the RACAL business in Saudi Arabia & helped to develop the data communications business & managed it on day-to-day basis (1979 – 1982).

It's worthwhile mentioning that Mr. Omran in the capacity of being the Chairman of the Egyptian Irish business council and a board member of the Egyptian British chamber of commerce, has helped in promoting the inter-country trade and business between Egypt on one-side and both UK and Ireland on the other side.



Amin Khaireddin

**Chairman of the Board of Directors of the Technology Development Fund
Information Technology Industry Development Agency (ITIDA)**

Amin Khaireldin, a Member and Advisor of Strategies to the Board of Directors of the Information Technology Industry Development Agency (ITIDA). Chairman of the Board of Directors of the Technology Development Fund (TDF).

In December 2000, H.E. Dr Ahmed Nazif, appointed Amin to chair the Business Development Workgroup in charge of proposing new policies and strategies leading to the de-regularization of the telecom sector.

For 14 months he led a national effort targeting ICT Export Growth resulting in the formation of the IT Industry National Development Strategy, announced by H.E. Dr. Tarek Kamel on June 6, 2006. Presently he is leading the team in charge of the execution of this strategy.

During Amin's 38 years professional career, he spent 30 years with IBM Egypt in variety of professional & management positions including; systems engineering, sales, marketing, development competency centre and the country branch manager. He also spent five years with IBM's European headquarters in France & Italy as the manager of Operations and Strategy for the Middle East and African territory. In 2000 he moved to the Egyptian private sector and for four years he was the Managing Director and CEO for two high-tech Egyptian companies; Triangle Group & NOL. Later, he managed the 1st Capacity Building Program, an initiative launched by the Ministry of Communications and Information Technology and financed by the Industry Modernization Centre, with the objective of improving the international competitiveness of 50 Egyptian IT companies.



Ms. Amal Abu Gabal
International Business Development Manager
Information Technology Industry Development Agency (ITIDA)

Ms. Amal AbouGabal is International Business Development Manager for North America & Europe regions at Information Technology Industry Development Agency (ITIDA) that is affiliated with Ministry Of Communication and Information Technology. Ms. Amal AbouGabal has fourteen years of experience in system analysis, design, testing, and project management in system requirements, testing areas, business development for customers domestically and internationally in telecommunication and technology sectors. Develop and establish market leadership in the territory through networking, prospecting, cold calling and targeted marketing. Plan the national strategy to promote the export of IT services and attract international investments into the region. Target new international business opportunities for the SMEs to expand their market share.

She worked for Syniverse Technologies (formerly Verizon Telecommunication Services) from March 1999 to 2006, first as a Senior Systems Engineer then as an Implementation Manager (operations and customer support); as a Business Process Analyst (architecture and planning) for Verizon Data Services (formerly GTE Data Services) from 1998 to 1999; a Business System Analyst for Salomon Smith Barney (formerly Salomon Brothers) from 1996 to 1998; and a Banking Representative for Bank of America (formerly Nations Bank) from 1992 to 1993. In 1991-92, she worked for the Egyptian Consulate in Houston, Texas, USA, boosting the U.S.-Egyptian relationship in the field of tourism.

Ms. AbouGabal has a B.S. in Management Information Systems from the University of South Florida, USA, a B.S. in business administration from Cairo University, Egypt, and is near completion of an MBA at the University of Tampa, USA.



Zeinab Zaki

**Advisor to the Minister for Business Development
Ministry of Communications & Information Technology**

As the Advisor to the Minister for Business Development, Ms. Zaki leads the national initiatives that aim at 'branding' Egypt as a regional hub of ICT, she has supervised the planning and implementation of different marketing activities such as exhibitions, conferences and other related promotional activities. She has opened channels for cooperation and partnerships with different stakeholders such as Multinationals, Egyptian Expatriates, International organizations and investors to promote Egypt's ICT developments.

Her excellent skills in communication, management and leadership have assisted in the building and maintaining of strong relationships with Multinational companies in Egypt, such as Microsoft, Intel, Oracle and IBM etc and increasing their investments in the country. The successful Public Private Partnership initiatives that Ms. Zaki formed with ICT Multinationals attracted Multinationals' leaders like Mr. Bill Gates of Microsoft, Mr. John Chambers of Cisco and Mr. Craig Barrett of Intel to visit Egypt and witness the country's unique experience in ICT development.

Attracting and encouraging investments in the area of ICT is one of Ms. Zaki's main achievements. She has developed a framework for cooperation with investors and worked with multiple stakeholders in defining and planning the government incentive packages. Her efforts have led many investors to consider Egypt as an attractive investment location.

In 1998, Ms Zaki joined Legislation and Development Information Systems Company as a Business Development Unit Manager, and in 2000 became a Decision Support Unit Manager for the Ministry of Communications and Information Technology. Her experience and knowledge of the ICT industry and its investors was used effectively in her capacity as a Business Development Manager from 2001 until 2006, when she attained her current position.



Eng . Amr Hashem

**Advisor to the Minister for Communication Policies
Ministry of Communications & Information Technology**

Amr Hashem is the Minister's Advisor for Policies. He participated in formulating the Telecommunication Master Plan for the development of the Egyptian telecommunications sector for the period 2000-2004. He also participated in setting up the framework for regulation of new services and licensing information infrastructure providers in Egypt. He is a member of the Egyptian National Committee for Trade in Services and National Committee for Trade and Transport Facilitation. Hashem headed the team that prepared for the negotiations with the WTO for joining the Basic Telecom Agreement, Information Technology Agreement and Computer Related Services. He represents Egypt in conferences and forums dealing with telecommunications protocols and standards, investment and trade policy, and regulatory and economical aspect of telecommunications technologies

Amr Hashem has been appointed in August 2004 as a non-executive board member of the state owned Telecom Egypt (www.telecomegypt.com.eg) representing the public capital as well as a board member and a member of the Investment Committee of the Technology Development Fund, a public private partnership to establish the first venture capital fund in Egypt (www.techdevfund.com).

Amr Hashem is a NFP fellow and holder of Masters of Business Administration degree from the Maastricht School of Management, Netherlands, with the focus of Strategy and Economic Policy. He is also a holder of Bachelor of Science degree in Communications and Electro-physics from Alexandria University, Egypt with Honors.

His research interests include strategic management of ICT, economics of ICT, impact of new developments in ICT on policy and regulatory frameworks, socio-economic impact of ICT and international trade in ICT.



Ms. Ghada Howaidy
Director of International Relations
Ministry of Communications & Information Technology

Ms. Howaidy has held the position of Director of International Relations since 2001, she has extensive experience in the fields of project administration and international cooperation in local, regional and international development organisations. Her fields of knowledge are particularly oriented towards higher education, human rights, management development, information technology and export promotion.

After finishing her degree studies, Ms. Howaidy worked as a Project Officer for the Egyptian Export Development Bank from 1987 to 1989, followed by a three year position as a Senior Program Officer for the Bi-national Fulbright Commission in Egypt. In 1992, she furthered her experience within the field of international cooperation as Program Officer for the Cabinet Information and Decision Support Center (IDSC), and in 1995 became Coordinator for International Relations for the Arab Organization for Administrative Development. From 1996 to 1997, Ms. Howaidy became a campaigner in the Middle East Program for Amnesty International, and in 1998 was Unit Manager for the Integrated English Language Program II, funded by USAID, before joining the Ministry of Communications and Information Technology.

Ms. Howaidy studied Middle Eastern Studies to post graduate level at the American University in Cairo, before attaining a MSc in Public Management and Public Policy in 1994 from the London School of Economics and Political Science. She also attended Harvard Business School Senior Executive Program for the Middle East in 2003.



Passant Saied
Business Initiatives Unit Business Development Division
Ministry of Communications & Information Technology

Ms. Saied has worked in the Ministry of Communications and Information Technology since 2005. Her duties include managing, coordinating, and following up on the different outputs and activities related to the contact center initiative. She has contributed in attracting investors to establish their contact centers in Egypt and outsource their operations worldwide. Ms. Mamdouh is a graduate of the American University in Cairo, Majoring in Political Science. She is currently enrolled in a program for developing the government executives "The government leaders' academy".

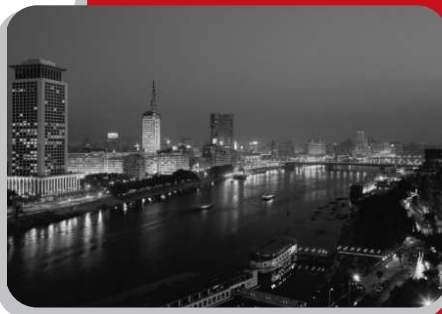


The second largest city in Egypt, Alexandria, known as "The Pearl of the Mediterranean", has an atmosphere that is more Mediterranean than Middle Eastern ; its ambience and cultural heritage distance it from the rest of the country.

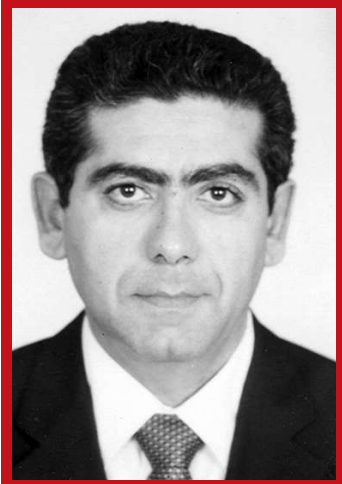


Maha Rashad
Business Initiatives Manager, Business Development Division
Ministry of Communications & Information Technology

Ms. Rashad is responsible for managing and overseeing the implementations of initiatives and activities that promote export oriented ICT niches, cooperation with ICT Multinationals and Egyptian expatriates. Previous experience includes contributing in planning and implementing the National e-Government project. Ms. Rashad was graduated from the Faculty of Economics and Political Science in 2001. She is currently enrolled in an MBA program, major marketing.



Egypt's capital city, Cairo is Africa's largest city and has been renowned for centuries as a center of learning, culture and commerce.

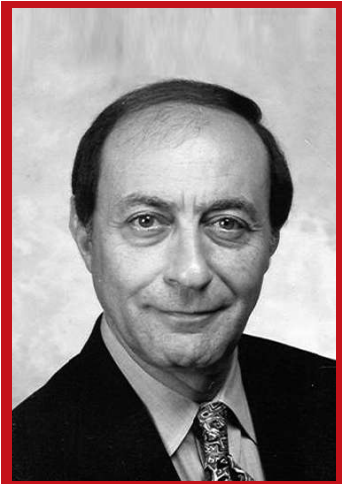


Dr. Mahmoud E. Allam, Ph.D.

**Program Director of Communication & Information Technology
Ministry of Communications & Information Technology**

Dr. Mahmoud Allam received his B.Sc. and M.Sc. degrees in electrical engineering from Cairo University in 1985 and 1989 respectively, and his Ph.D. from the University of Wisconsin – Milwaukee in 1994. He then joined the Ultrasound Research Laboratory at Mayo Clinic/Foundation USA as a post-doctoral research fellow. Since 1996, Dr. Allam held several academic positions in Egypt including assistant professor at the computer engineering department - Faculty of Engineering at Shoubra, and adjunct professor at the American University in Cairo (AUC), the Information Technology Institute (ITI), the Arab Academy for Science & Technology (AAST), and Modern Sciences and Arts University (MSA). He is the founder and chairman of the information systems department – Faculty of Management & Information Systems at the Université Française d’Egypte. He also served as academic consultant at Nile University and the Ministry of Communications and Information Technology in Egypt. He is currently the program director for Communication and Information Technology at Nile University.

Since 1995 Dr. Allam has been partner and technical director of Middle East Technical & Commercial Office (METACO) - Cairo where he established and headed the software development division. He authored and co-authored a number of scientific journal papers, conference papers and book chapters, and supervised 10 master theses and 4 PhD theses. He is a member of the IEEE, the Egyptian Junior Business association (EJB) and the Egyptian Information Telecommunications Electronics & Software Alliance (EITESAL).



Hazem Ahmed Ezzat
Chief Research Officer
Nile University

He received his elementary education in England and Egypt and attended the University of Cairo, earning a B.Sc. in Mechanical Engineering in June of 1963.

During his undergraduate years, he spent three summers as an engineering summer trainee in Holland and Germany. Upon graduation, he held a project engineering position with the Suez Canal Authority in Egypt for two years, followed by two semesters as a full-time instructor at the University of Cairo.

Dr. Ezzat relocated to the United States in March of 1966, where he attended the University of Wisconsin and was awarded an M.S. and Ph.D. in Mechanical Engineering. At the completion of his graduate work, he joined the General Motors Research Laboratories in November of 1970.

During the last 36 years, Dr. Ezzat has been involved in a variety of technical areas as an independent contributor, a leader of R&D teams, an R&D executive, and an independent consultant. Areas of responsibility spanned a broad spectrum of automotive technologies as well as mechanical systems, mechatronics, and manufacturing.

Since May of 2006, Dr. Ezzat has consulted on the Nile University (NU) project in Egypt, played a key role in forging its strategic partnerships, and directed its EMBA program.



Rafik S. Guindi, Ph.D.
Executive Director
Nile University Project

Rafik S. Guindi received his B.Sc. degree (with Highest Honors) in Electronics and Communication Engineering and his M.Sc. degree in Electronic Circuits from Cairo University, Egypt, in 1985 and 1989 respectively. He received his Ph.D. in Electrical Engineering from the University of Waterloo in Ontario, Canada, in 1995. He worked with Nortel in Ottawa, Ontario, from 1995 to 1996, then joined the Electronics and Communication Engineering Department at Cairo University, Egypt. From 2001 to 2003 he was a visiting professor at the ECE department at the University of Toronto in Canada. In 2003, he joined the Egyptian Ministry of Communications and Information Technology as a Program Director for technology programs in the Nile University Project. He became Executive Director of the Project in 2005. Dr. Guindi is currently an Associate Professor at Nile University. His research interests are in the general area of computer-aided design (CAD) for integrated circuits, with an emphasis on behavioral modeling, and on circuit-level issues related to power dissipation, as well as in the area of innovative RF applications.



Osama Moselhi, Ph.D., Eng., F. CSCE, F. ASCE, F.AACE
Professor of engineering, Concordia University in Montreal

Dr. Moselhi is Professor of Engineering at Concordia University in Montreal, Canada, where he served as Chair of the Department of Building, Civil and Environmental Engineering for two consecutive terms and Executive Advisor to the Dean of the Faculty of Engineering and Computer Science in graduate studies and research and in planning and appraisal of graduate programs.

He supervised over 50 Masters and Ph.D. graduates in the area of construction engineering and management; many are presently holding leadership position industry and institutions of higher learning in Canada, the US, Egypt and the

Fareast. He authored and co-authored over 200 scientific publications, organized and was invited as speaker at a number of local, national and international conferences and seminars.

Dr. Moselhi is a Fellow of the American Society of Civil Engineers, the Canadian Society for Civil Engineering, and the Association for the Advancement of Cost Engineering. He is recipient of numerous honors and awards; including the prestigious Walter Shanly Award in recognition of “*outstanding contributions to the development and practice of construction engineering in Canada*”, and twice the annual Faculty Advisors Award of the Project Management Institute.

Besides his extensive and diverse professional activities, Dr. Moselhi plays an active role on a number of committees, Boards, and policy-making bodies in Canada, including his membership of the “Technical Committee on Decision Making and Investment Planning” that overseas and participates in the development of *The National Guide to Sustainable Municipal Infrastructure: Innovations and Best Practices (NGSMI)* and his active membership of the National Expert Panel for the development of a Technology Road Map (TRM) to identify the technological needs and challenges and establish R&D priorities in the next 10 years for Canadian civil infrastructure systems. Dr. Moselhi served as international consultant on academic affairs and on construction projects in Canada, USA and the Middle East.



Dr. Tarek M. Khalil
Nile University Acting President
Nile University

TEACHING

Ergonomics, Management of Technology, Safety Engineering.
Former Dean: The University of Miami Graduate School.
Former Chairman: The Department of Industrial Engineering.
Director: Management of Technology Program.
Director: Environmental/Occupational Health and Safety Program
Director: Ergonomics and Bioengineering Division.

Comprehensive Pain and Rehabilitation Center
Professor of Biomedical Engineering.
Professor Epidemiology and Public Health.
Professor Neurological Surgery.



**Egypt has the highest
number of Nobel
Laureates in Africa and
the Arab World.**





Ahmed M. El-Sherbini, Ph.D.

**Director, National Telecommunication Institute
Ministry of Communications and Information Technology**

Ph.D. in Electrical and Communication Engineering, Case Western University, U.S.A. March 1983. M.Sc. in Communication Engineering, Cairo University, Giza, Egypt, June 1980.

(M.Sc. Research Studies at the Ecole Nationale Supérieure des Telecommunications (ENST), Paris, France). B.Sc. in Electrical Engineering from Cairo University, Giza Egypt, July 1977.

“Distinction with Honor Degree”.

Professor, Electrical and Communication Engineering Dept. Faculty of Engineering, Cairo University, Egypt.

Board Member of the National Telecommunications Regulatory Authority, Egypt.

Former Cultural Counselor and Director of the Educational Bureau, Egyptian Embassy in CANADA.

Vice-Chairman of TDAG (Telecommunication Development Advisory Group), International Telecommunication Union (ITU).

Vice-Chairman of the Arab Organization for Information and Communication Technology (Arab League).



Hisham Ahmed Hassan Youssef
Chairman
Export Development Bank of Egypt

Export Development Bank of Egypt acts as the main Export arm of the Egyptian Government.

Accordingly, the strategy has been focusing on augmenting EDBE's export role through enhancing resources and decreasing costs in order to provide the essential financing to the various export sectors in the fields of Agriculture, Industry Trade and Services as well as opening new export markets for Egyptian Exporters.

This is besides providing insurance for the exporters of national goods against the risk of payments through the Egyptian Company for Export Guarantee as well as the state's support in its extensive policy aiming at expanding mutual trade agreements.

In view of the solid shareholding structure of EDBE constituting mainly of major State Owned Banks, thus having an outlook of an almost "Sovereign Rating" this is in addition to its unique position as an Exim Bank, EDBE has and will always enjoy the confidence of many local and international institutions. This in turn enables the bank to obtain international and local financing at extremely competitive pricing.



Mohamed Mahmoud El Etribi
General Manager and Board Member acting as Vice-Chairman
Egyptian Arab Land Bank

Mr. Mohamed El Etribi joined The Egyptian Arab Land Bank since 2005. He is involved in setting the strategy, leading the restructuring and transformation program of the bank, and managing the branches and operations.

Mr. El Etribi has more than 25 years solid banking experience and senior management positions. List of employers includes Arab African International Bank. Credit Internationale d'Egypte. Misr International Bank where he was assigned as technical coordinator with Lyods TSB Team members in restructuring the Bank.

Chairman of the Senior Bankers Club under the umbrella of the Egyptian Banking Institute.



Egypt is the second most populous country in Africa (after Nigeria).



Omar A. Alseesi
CEO & Managing Director
Egyptian Gulf Bank

Omar A. Alseesi joined the Board of Director of Egyptian Gulf Bank in January 2007 and appointed CEO and Managing Director. Before joining EGB, Mr. Alseesi has been the Managing Director of Arab Investment Bank. He also served as a Board Member at the Bank of Alexandria since 2002. Mr. Alseesi has worked for a number of institutions in Europe and the Middle East such as American Express Bank Ltd. in London, The Bank of Kuwait and the Middle East and Bank Burgan in Kuwait where he headed the International Division. Also with the Arab African International Bank as General Manager in London, Cairo, Tunisia and Beirut.



Egypt is widely regarded as a main political and cultural centre of the Middle East.



Dr. Osama Helmy El-Said
Chairman
Egyptian Company for Mineral Resources

Dr. Osama El-Said Egyptian Company for Mineral Resources Al Abbasia – Cairo has a B.S. degree in Industrial Engineering and Management from Oklahoma State University and PhD in Business Administration and Management from Chicago City University. He is the Chairman of the Egyptian Company for Mineral Resources, wholly owned by the Ministry of Petroleum and Mineral Resources.



Egypt is Sharm El Sheikh, the resort of high quality big named hotels, restaurants from around the world, water sports and golf course. It has some of the best diving and snorkeling, and is now known to be one of the best holiday destinations in the world.



Mr. Mohamed Nabih Hamza
Advisor to the Minister
Ministry of Finance for Technology and Customs Reform

Mr. Hamza serves the advisor to the Minister of Finance for technology and Customs reform. He has played a leading role in the modernization of Egyptian Customs as a means of strengthening trade facilitation.

In the capacity as advisor to the Minister of Finance, his responsibilities included coordinating with the donors on a strategic level to ensure the sustainability of the programmes and the realization of the ministry's objectives; enhancing the capabilities of Customs administrations to meet new challenges and opportunities by introducing recent technological initiatives; developing the automation strategies and overseeing the plans within Customs; and supporting them in their reengineering process.

Prior to his appointment as Advisor to the Minister of Finance, Hamza has 30 years of professional experience with information technology multinational organizations in senior and executive management positions in sales, marketing and consulting services. He held the positions of General Manager and Managing Director of Oratech for four years since 2000. During this period, he expanded the services of the company into 12 countries in the Gulf and Africa regions.

Hamza graduated from the Faculty of Science, Ain Shams University and started his career in 1976 by joining ICL Egypt.



Dr. Hazem Y. Abdelazim, Ph.D.

**Senior Advisor to the Minister for Technology Development
Ministry of Communication and Information Technolog**

Dr. Abdelazim graduated from the Faculty of Engineering Cairo University with Highest Honors and was Top Student in 1982. He received his M.Sc. degree in applied mathematics, in 1985, and Ph.D. in pattern recognition in 1989 from Cairo University. In Oct 2003, he received an MBA from the Maastricht School of Management (MsM) - the Netherlands - with Distinction (Finance Focus). He was Associate Professor, Faculty of Information and Computers, Cairo University, and Managing Director and founder of IMAGiNET Software.

He has over 30 publications, in pattern recognition, and applied mathematics, and a US patent in script recognition.

He has been awarded an invention achievement award from IBM USA, Arab's Scientific Innovations award, Country's encouragement award, President's excellence award in 1991, 1992, 1993 and 1995 respectively.

Recently he was awarded MsM World Wide Student of the Year, and MsM Director Cup during the MBA Graduation.

He is an MTA Affiliate, and passed CMT Levels 1, and II in May, and Nov 2004 respectively, and currently an ESTA Certified Professional in Technical Analysis of Stock Markets

Research Interests: Pattern Recognition - Optical Character and script Recognition. -Neural Networks-Artificial Intelligence applications in Finance and Investments.

**Hatem Helmy****Media Advisor to H.E. the Prime Minister of Egypt, Dr. Ahmed Nazif****Director of Media Relations****Ministry of Communications and Information Technology**

Hatem Helmy has a 27-year experience in the diverse human communications fields; sales and marketing, advertising or public relations and media relations. He currently holds the positions of Media Advisor to the Prime Minister of Egypt and Head of Media Relations at the Ministry of Communications and Information Technology of Egypt. His interest in communications dates back to the year 1980 when he participated in an intensive advertising and marketing course conducted by the London Educational, followed by other more intensive courses in advertising and public relations offered by the American University of Cairo.

The self-made Helmy started his career as a media sales representative during the time between 1980 and 1984 at October Magazine. Throughout this time, he gained solid experience in client service, event promotion and sales. In 1985, he started a new stage in his professional career when he founded and managed Computer Magazine, Egypt's first IT magazine, published by Dar El Ma'aref Publishing House.

In 2000, Helmy held the position of the Regional Press and Communications Manager for the Middle East at Alcatel Egypt. But he eventually preferred to help with the advent of the Egyptian information and communications technology and moved to the first specialized Ministry of Communications and Information Technology as its Director of Media Relations. Ever since he joined the MCIT, Helmy has been working hard on promoting Egypt's ICT industry and its unique home-grown initiatives.

Ever since July 2004, when H.E. Dr. Ahmed Nazif was sworn in as Egypt's Premier, Helmy moved to the Cabinet of Ministers as its media Advisor, serving his homeland in the fronts of socio-economic, political and advanced technological domains.

Helmy takes part in many social activities through his membership in a number of associations and NGOs.



Aiman Elabd
Commercial Minister Plenipotentiary
Head of the Americas department –Commercial
Ministry of Trade and Industry

Mr. Elabd supervises and coordinates with the Egyptian commercial offices in U.S.A., Canada and Latin America. The main part of that job is to develop the commercial and economic relations between Egypt and these countries particularly in the areas of export and investment promotion. The main partners of ECS are the business community and the different ministries at home and abroad.

Previous overseas assignments: India, Bahrain, Cyprus and lately Indonesia during 2002 – 2006.



Ayden Nour
Head of the Egyptian Tourist Authority Office
North America

CANADIAN EMBASSY REPRESENTATIVE



Joseph Tadros, MIBA
Senior Commercial Officer
Canadian Embassy in Egypt

Joseph Tadros has twenty four years of solid experience with the Department of International Trade and the Trade Section of the Canadian Embassy in Cairo, promoting business linkages between Canada and Egypt and exports of Canadian goods and services. He has contributed to many success stories over the years in a wide spectrum of sectors from oil and gas and mining to information technology, environment, defence and aerospace and industries. He is a recipient of the 2001 Minister for International Trade of Canada Award Citation for the exceptional services rendered to the Canadian business community.

Joseph's previous work experience includes eight years of architectural design and interior decoration, project management, operations and marketing for local and multinational companies.

Joseph Tadros has a BSc in Architecture from the Faculty of Fine Arts and a Master's degree in International Business Administration from Ecole des Sciences Commerciales Appliquées, France, in collaboration with the Organizational Unit for Development Assistance (OUDA) and the Egyptian Ministry of Foreign Affairs. He is also a member of the Egyptian engineering syndicate.

CEBC MEMBERS



Motaz Wasel Raslan

Chairman, Canada Egypt Business Council

**Arab Company for Water Treatment & Bottling,
Chemicals & Metals International Co., South Sinai Coast for Investment &
Touristic Development, Nour for Touristic Investment
General Manager, Raslan for Entertainment Projects and Raslan Real Estate**

A civil engineer by training, Mr. Raslan stands at the helm of companies spanning a myriad of sectors including tourism, real estate, trading metal and bottled water in addition to being the current Chairman of the Canada Egypt Business Council.



Eng. Hady Tarrab

President, the Carlin Group

Eng. Tarrab is the President of the Carlin Group of companies, a leading provider and servicer of construction / Earthmoving Equipment, Heavy Transport Vehicles, Components for Commercial Vehicles, Components for Commercial Vehicles with Workshops, Warehouses and Training center. The Group includes: Asia Industrial City, Egypt SAE at Sadat City. Activity: Industrial Park Development to provide Investors on a sale/lease or joint venture basis with land and Industrial Buildings for various industries. Carlin Free Zone, Amreya, Alexandria. Activity: Warehousing and Sales of wide range of products. Carlin America Inc. and Harbormaster Marine Inc. are affiliates companies.



Saiid El Derini
President and Senior Partner
Tam Oilfield Services

A Chemist by training, Mr. El-Derini is one of the accomplished Oil Executives who have made significant contributions to the development of Egypt's national resource sector as General Manager and Senior Partner of Tam Oilfield Services and as an active and respected member of The Society of Petroleum Engineers, the Society of Mining Engineers, the Institute of Petroleum, the American Chamber of Commerce Egypt and The Petroleum Committee of the American Chamber of Commerce.



Samir Samman
Owner and Managing Director
Samman Trading and Supplying Co.

Mr. Samman received a degree in economics from the LOUVIAN University in Belgium where he spent 15 years as an entrepreneur in the import/export field. He is a board member and partner in several hotels, resorts and cruise lines. Samman Trading supplies and distributes imported and local food and beverage goods to resorts and tourism destinations in the Sinai, Red Sea and Upper Egypt regions and is also exporting goods such as essential oils, ready-to-wear clothing and industrial uniforms.



Mokhtar Abu Basha
Chairman of Maba Group

Maba Group is a diverse corporation working in the following sectors: Maba, Importers and Exporters of agricultural crops; Mastra, agricultural consultants and importers of fertilizers and pesticides; Maba Quarry and Egytalia, production, cutting and export of stones, granite, marble and sandstone; Maba farming, land reclamation, agriculture products, nurseries for strawberries and mangoes; and Tissue Culture Lab, joint venture with Vitrocom Holland for plant multiplication by tissue culture.



Dr. Amr Hassanein
Chairman of FinBi

FinBi has three major thrusts:

(a) - Credit rating through MERIS (Middle East Rating and Investors Service), a joint venture with Moody's Investors Service; (b)- Local and international development activities: M/SMEs through assisting financial institutions in establishing and/or developing M/SMEs with sound financial practices and operation management; (c)- Economic and financial consultancy services and asset valuation.

Founded in 1992, FinBi performs its work under contracts to governments and different bilateral and multilateral aid donors. FinBi targets the local, regional, and international markets in several areas with a focus on partnership, quality, and outreach, providing management services, technical assistance, research, and training.



Mahfouz M. Nasralla
Founder & Chairman

Arab Press Company (APCO) ~ since 1962 ~
Commercial Printers – specialized in long governmental print orders.
e.g. Ministries of Health, Education, Transport, Agriculture and public banks.

Prima Elios For Electrical Industries S.A.E. ~ since 1975 ~
Manufacturers of electrical wiring accessories/devices (for domestic use) -
under Italian license – e.g. switches, socket-outlets, lamp-holders, ballasts,
plugs, connectors, etc. Elios spa, Carlo Bezzi, Arditi and Perry Electric are
amongst our European partners.

Prima Plast Egypt S.A.E. ~ since 1999 ~
Plastic Recyclers & Manufacturers of plastic transport pallets and sheets –
used in various sectors such as the construction, agriculture, transport sectors.
Unilever, Coca-Cola, Cadbury, Glaxo-Smithline, Carrefour and Danone are
amongst our highly esteemed clientele.



Partners in:
Carlton Taylor Graphics ~ since 1987 ~ (Toronto, Canada)
Commercial Printers – specialized in offering full-service from concept to
print. Carlton Taylor is known for its clients as the One-stop shop for all
printed communications. Rogers Media, Ryerson University, Humber College,
Etihad Airways, GBC and Thomson Carswell are amongst our special clientele.

Rafik M. Nasralla
Deputy Chairman



Hoda Masri
Vice President Marketing & Sales

Hoda Masri joined Beltone as Vice-President Marketing and Sales in 2004. She holds both the Registered Financial Planner and Certified financial Planner designations. She is a graduate of Concordia University and holds a Bachelor of Commerce with Majors in Management and Marketing. Ms. Masri has been active in the Marketing and Sales of investment products in Canada since 1981 and has held progressively responsible positions with major Financial Institutions and Mutual Funds Management. Prudential Funds Management and recently with the Federal Ministry of Finance and the Bank of Canada.



Dr. Ashraf Elattar
President EGAT Group

EGAT Group is the largest Central Air Conditioning manufacturer in Egypt. It operates three extremely efficient factories and offers a complete range of air conditioning and air treatment products. Founded in 1986, EGAT started as a small manufacturer. Today, EGAT has 320 employees and a sale volume of EGP 35 million (\$7Million). EGAT's president Dr. Ashraf Elattar graduated from Cairo with a B.SC in Engineering and later acquired his Masters of Engineering from London's King College, U.K. and his PhD from California U.S.A.



Mohamed Said
President 3 MS Import & Export

Mr. Said is also the sole agent of some International companies in food supply, as well as the agent and the President of the Tructable Company in Gas Sector. He is also the agent of P. Chemical Litwin as well as the agent of Story Trans Gas.



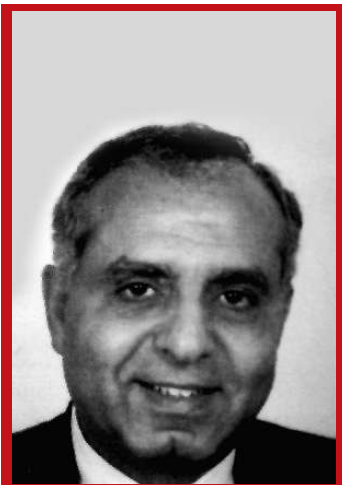
Gamal Ahmed El Assy
Chairman, High Dam Cruises
Chairman, Global Consultants Co.
Chairman, Misr Information Services & Trading (MIST)

Mr. El Assy has held various positions in treasury and dealing and was previously Vice President and Middle East Treasurer of the Bank of America NTSA.



Mohamed El-Agaty
President El-Agaty Silver Company

El-Agaty Silver is a leading Silver Smith company founded in 1896. It is specialized in the manufacturing of silver in all its forms using highest technology. We target local market and export to major European and Arab countries.



Raouf Abdel Messih
Chairman Technoram

Mr. Raouf Abdel Messih is the founder and chairman of Technoram Holding, which is one of the leading investment vehicles in the field of Information Technology and Telecommunications. It has greatly participated in and had an active role in many of the leading projects in Egypt, the Middle East, and the U.S. He has served as board member of the American Chamber of Commerce and the French Chamber of Commerce. Moreover, he is a member of the Founding Committee & a shareholder for the New French University and member of the Egypt's International Economic Forum.

Mr. Abdel Messih, received the distinguished honor from the French government as "Chevalier de la Legion D'honneur"



Hassanein Youniss Aly
Hassanein for Import & Export

Hassanein for Import & Export is very active in the fields of agriculture, petroleum and telecommunications.

Our office has current deals to export food supplies (rice and potatoes) to several Arab countries. Also we have current deals (2006- 2008) to supply the Authority of Provisions and Supplies, of Egyptian Armed Forces by considerable amounts of food supplies.



Hassanein Tawfiq
Managing Director, Advanced Computer Technology

In 1988, ACT was established among the early ICT companies in Egypt. Since then ACT has had a leading role in providing the Egyptian market with state-of-the-art solutions and products. Focusing on customers' needs and market demand, ACT teams up with international companies with a vision to create products to match industry standards and meet customer requirements, because of which ACT has become one of the prominent System Integrators in Egypt. "A Commitment to Quality" has always been the driving principle of ACT's activities. ACT's Mission is to offer customer's superior solutions that are well supported with excellent up-to date and after-sale services.

ACT partners are international leading brands like (but not limited to) HP, MICROS-FIDELIO, SUNSYSTEMS, MICROSOFT, CISCO, TIGER, ORACLE, Tyco, Tonbeller, Novell, Sensor Tec, OpenText, ETM, and GEUTENBRUCK.



Tarek El Hemaily
Founder & Chairman and CEO
Telecom & Technology Co. "TeleTech"

He is an Egyptian citizen, and holds a B.Sc. in Engineering from Ain Shams University July 1976. Since July 1996 and up till December 2002, Tarek El Hemaily was the President of Lucent Technologies International Inc., Egypt Branch and Vice President for the Middle East. Prior to that, Tarek El Hemaily was Marketing & Sales Director of AT&T Saudi Arabia for over 4 years.



Ahmed Tomoum
General Manager
Telecom & Technology Co. "TeleTech"

Ahmed Tomoum is an Egyptian citizen holding a Masters Degree in Business Administration (MBA), Maastricht School Of Management, Netherlands and a Masters Certificate in Project Management from the George Washington University, School Of Business. Ahmed has received his BSC degree in Electrical Engineering, Communications Department, Cairo University in 1983. Prior to joining TeleTech, Ahmed was the Regional Technology & Solutions Director of Lucent Technologies International (former AT&T Int'l) from 1991 till December 2002. Prior to that he worked at Shlumberger in England and Schindler Elevators in Egypt.



Amr Abdel Motaal
Attorney at Law & Partner
Abdel Motaal Moharram & Heiza Law Firm –Egypt
Special Regional Advisor - Pace Law Firm - Canada

Mr. Abdel Motaal graduated from the Jesuit College in Cairo, obtained his Law Degree (L.L.B.) from Cairo University and trained in Egypt, U.K., U.S.A. and France. He is an experienced Attorney at Law (Avocat à la Cour de Cassation), with over 32 years of legal and financial experience in the realms of contracts, consultation and litigation. Abdel Motaal Moharram & Heiza Law Firm is a civil partnership of lawyers established since 1926. The Firm provides, through a team of lawyers, arbitrators and consultants, multilingual legal and financial services for corporations and individuals, both locally and internationally in the fields of Public and Private Law. Pace Law Firm is a Canadian Law Firm with its headquarters in Toronto and Advisory representation in Egypt & The Middle East. www.pacelawfirm.com



Mr. Akil Beshir
Chairman & CEO, Telecom Egypt

1966, B.Sc. in Electronic Engineering from Cairo University. 1979, Master degree in management (MBA) from the American University in Cairo. Manager of Computer Science Division, Giza Systems Engineering. June 1978 – June 2000, Managing Director, Giza Systems Engineering. May 1983 – June 2000, Vice President, Egyptian Computer Systems. Nov. 1996 – Jun. 2000, Chairman, Al- Ahly Computer Equipment. Since Jun. 2000, Chairman & CEO, Telecom Egypt.

JOURNALISTS



Mr. Saad Hagra
Managing Editor
Al Alam Al Youm Newspaper

Mr. Hagra is the Vice President of Algomhoreya Center for anti-terrorism studies, and a member in the Egyptian Council for Foreign Affairs. Mr. Hagra is also a member in the International Association of Journalists as well as the Egyptian Society of Political Economy Statistics and Legislation. Mr. Hagra is also a member in the Arab Association of Human Rights and an active member in the Arab Association for Press Freedom.



Mahmoud Mohamed Mosallam
Assistant of the Editor in-Chief
Al-Misry El-Youm

Mr. Mosallam has a postgraduate diploma in journalism from the Faculty of Mass Communication, as well as a postgraduate diploma in the Faculty of Economics and Political Sciences, Cairo University.

He participated in a conference concerned with the young Arab leaders on political developments and their impact on economic and social variables. He attended in May 2006, a session on the role of the media in the social and economic development, in the International Training Center of Georgia University, U.S.A. He is also a Board Member of the Egyptian Society of equality and non-discrimination.



Ms. Naglaa Zikry
Editor in-Chief
Al Ahram Newspaper

Ms. Zikry is an accomplished financial journalist and analyst. Ms. Zikry holds degrees in Mass Communications and Political Economy from Cairo University. She supervised the prestigious Saudi Financial Tribune Office in Cairo for seven years before joining Al Ahram as Vice Editor in-Chief and Editor in-Chief of the daily's economic section. Ms. Zikry writes a weekly column on finance and banking issues, is a noted authority on monetary markets, the stock exchange and the banking sector, and regularly accompanies international trade mission to the U.S., Europe, the Middle East and Asia.



Mr. Mohamed Abdel Rahman El Hawary
Deputy Editor in-Chief
Al Akhbar Newspaper

Mr. El Hawary holds a degree in Mass Communications from Cairo University, a Diploma in Mass Communications from Illinois University USA, has taken a course in Mass Communications from the UNESCO. Mr. El Hawary has joined Al Akhbar newspaper in 1973 and has held various positions. He also managed the Oman daily newspaper for seven years as Editor in-Chief (Sultanate of Oman).

CEBC STAFF



Nadine Doucet
Business Development Director
Canada Egypt Business Council



Mariana Malak
Administration Officer
Canada Egypt Business Council



Jasmine Assem
Sales Executive
Canada Egypt Business Council

USEFUL WEBSITE LINKS AND RESOURCES

Egyptian Government

A simple to use, trilingual system, provides many facilities to assist performing library activities.

<http://www.alis.idsc.gov.eg>

The official source of providing all the State's agencies, authorities, universities, research centers and international organizations with data, statistics and reports.

<http://www.alis.idsc.gov.eg>

Provides information about Egyptian healthcare organizations and professionals.

<http://www.health.egnet.net>

Supports the establishment of Egypt's Information Highway. Within this project, several pilot networks are being launched: Egypt's TourismNet, Egypt's CultureNet, Egypt's HealthNet, Egypt's GovernoratesNet.

<http://www.highway.idsc.gov.eg>

The public information organ of the government of the Arab Republic of Egypt.

<http://www.sis.gov.eg/En/Default.htm>

Encourage and support socio-economic development in Egypt.

<http://www.highway.idsc.gov.eg/govern>

A specialized center dedicated to providing information and decision support services.

<http://www.idsc.gov.eg>

Provides information on the role and functions of the People's Assembly, the Egyptian Constitution, and voting system in Egypt.

<http://www.assembly.gov.eg>

Provides information on Egypt's political system, the Egyptian President and presidential palaces.

<http://www.presidency.gov.eg>

A monthly bulletin issued by the Egyptian Cabinet's Information and Decision Support Center.

<http://www.economic.idsc.gov.eg>

Provides information on different services provided by the Egyptian government to its citizens.

<http://www.egypt.gov.eg/arabic/default.asp>

The primary governmental authority concerned with regulating and facilitating investment.

<http://www.gafi.gov.eg>

Provides information related to more than 700 services provided by the various ministries.

<http://www.egypt.gov.eg/english>

Provides information on Shoura Assembly's members, main organizations, and jurisdiction.

<http://www.shoura.gov.eg>

Provides a searchable on-line database of the Library collection, which includes foreign and local documents.

<http://www.highway.idsc.gov.eg/library>

Ministry of Information and Telecommunication.

<http://www.mcit.gov.eg>

OUR CANADIAN PARTNERS



**CANADA-ARAB BUSINESS COUNCIL
CONSEIL DE COMMERCE CANADO-ARABE**

المجلس التجاري الكندي العربي



**Canadian
Manufacturers &
Exporters**

**Manufacturiers et
Exportateurs du
Canada**

WORLD TRADE CENTRE



T O R O N T O
© THE TORONTO BOARD OF TRADE

OUR EGYPTIAN PARTNERS



**A very Special Thanks
To all those whose hard work and dedication made
this trade mission possible**

In Canada

H.E. Mahmoud Saeed
Ambassador of Egypt to Canada

H.E. Wafaa El Hadidi
Council General of Egypt in Montreal

Mr. Yahya El-Wathik Bellah Ahmed
Consul Commercial & Director of the Egyptian
Commercial Office in Montreal

Dr. Bernard Patry, MP
Chair-Standing Committee on Foreign Affairs
& International Trade

Mr. Thaer Mukbel
Foreign Affairs Advisor

Mr. George F. Saad
Voice of Egypt in Canada

Mr. Richard Mann and his Team
Director General
Canada Arab Business Council

In Egypt

H.E. Philip MacKinnon
Ambassador of Canada to Egypt

Mr. Richard Dubuc
Senior Trade Commissioner
Canadian Embassy

Mr. Joseph Tadros
Senior Commercial Officer
Canadian Embassy

Dr. Ahmed Ghoneim
Assistant Professor
Faculty of Economics & Political Science
Cairo University



82, El Merghany Street, Heliopolis, Cairo, Egypt
Tel.: 202-291-3675 Fax 202-291-7075
Website: www.canadaegypt.org