



# Doing Business in Egypt: 2015 Country Commercial Guide for U.S. Companies

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## Chapter 1: Doing Business in Egypt

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### Market Overview

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- Egypt is an important strategic partner and the United States continues to engage with Egypt on our mutually shared interests including strong commercial ties.
- With a population of over 88 million and a GDP of USD 272 billion there are solid opportunities for U.S. firms in the medium-to-long term. Egypt's strategic location offers companies a platform for their commercial activities into the Middle East and Africa.
- In 2014, U.S. – Egypt bilateral trade increased from USD 6.8 billion in 2013 to USD 7.9 billion. US Exports to Egypt increased 20% from USD 5.18 billion to USD 6.47, while Egyptian exports to the U.S. decreased from USD 1.61 billion to USD 1.41 billion. Egypt is the third largest export market for U.S. products and services in the Middle East and the 39th largest export market in the world.
- U.S. Foreign Direct Investment in Egypt reached USD 21.1 billion in 2014 representing 32% of U.S. direct investment in Africa. In 2014, Egypt was the largest recipient of U.S. direct investment in Africa, and second in the Middle East.
- The U.S. is Egypt's third largest trading partner and the second largest foreign investor after the U.K.
- Egypt's GDP grew approximately 2.2 percent in 2014 and foreign reserves dropped to USD 15 billion in January 2015 from 17 billion in January 2014 with an injection from Gulf donors. Egypt's credit rating increased to B-/B in November 2013.
- Following the change of government in July 2013, Egypt continues to struggle with slow economic growth. Since then, Egyptians voted to approve a new constitution in January 2014, and presidential elections were held in May 2014. The new president of Egypt, Abdel Fattah El-Sisi, was sworn in on June 8, 2014. Parliamentary elections are expected to take place in the fall of 2015.
- Delays in government decision making and foreign currency availability continue to create challenges for foreign traders and investors.

## Market Challenges

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- The Central Bank's currency auction system and currency controls continue to restrict access to foreign currency. Egypt's inability to significantly increase its level of exports and foreign direct investment, while its imports continue to rise, means that a lack of foreign exchange is likely to continue for the foreseeable future.
- Long term monetary policy and fiscal reforms, including broadening of the tax base and subsidy reform are critical to overall economic stability. While significant progress was made on reforms in 2014, more recently the government has delayed several planned reform measures including fuel cards, implementation of a VAT and capital gains taxes, and income tax increases.
- Although the oil and gas sector presents opportunities, low energy prices and government arrearages to international oil companies and market-distorting subsidies have fostered under-investment and over-consumption.
- Egypt is a signatory to international arbitration agreements; however Egyptian courts do not always recognize foreign judgments. Resolution of any dispute is very slow, with the time to adjudicate a case to completion averaging three to five years.
- Other obstacles to trade and investment include excessive bureaucracy, a shortage of skilled labor, and limited access to credit, slow and cumbersome customs procedures, intellectual property issues and non-tariff trade barriers.

## Market Opportunities

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- The renewable equipment market is worth several billion dollars. In 2008, the Egyptian Supreme Energy Council approved the Egyptian Renewable Energy National Strategy to satisfy 20 percent of the generated electricity by 2022 using renewable energies.
- The architecture/construction market has been growing rapidly at a rate of 15 percent a year since the 1980s, resulting in a substantial boom in residential and commercial real estate. There is strong demand for infrastructure projects due to rapid population growth and housing shortages. The sector is expected to grow 70% over the next five years to reach USD 12 billion.
- Egypt is the largest oil producer in Africa outside OPEC and is also the largest oil and natural gas consumer in Africa. Over the past two years, 53 agreements were signed, with minimum investments of roughly \$2.9 billion and a total of \$432 million in signing bonuses for the drilling of 228 wells. In early 2015, procedures are underway to ink three new agreements, with investments totaling \$9.2 billion.
- The Egyptian government is keen on expanding the healthcare industry, especially relating to medical devices, and plans for the development of 26 new hospitals in 2015. Nevertheless, challenges include the registration process and IPR protection. Consumer healthcare grew by 14 percent in 2014 and spending was USD 23.4 billion.
- Egypt's economy is diverse, with agriculture, manufacturing, energy, and services constituting the bulk of output. Agriculture accounts for 40 percent of employment and 20 percent of GDP. Egypt relies heavily on imported wheat, corn and soybeans of which the U.S. is a supplier.

- U.S. small and medium-sized companies should find an Egyptian firm to represent them in the local market. The U.S. Commercial Service offers the Gold Key and International Partner Search programs that are designed to assist U.S. companies in identifying local agents/distributors for their products.
- It is advisable to take a long-term approach to the Egyptian market rather than seeking immediate return.
- U.S. firms should be aware of the current status regarding access to foreign exchange and make efforts to structure their business in a manner which will limit exposure to foreign exchange restraints.
- The U.S. Embassy sends many Egyptian buyer delegations to designated International Buyer Program shows in the U.S. Trade missions and regional trade shows provide other opportunities to meet Egyptian buyers. See [www.export.gov/egypt](http://www.export.gov/egypt) for the latest events.

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## Chapter 2: Political and Economic Environment

For background information on the political and economic environment of the country, please click on the link below to the U.S. Department of State Background Notes.

<http://www.state.gov/r/pa/ei/bgn/5309.htm>

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### Using an Agent or Distributor

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It is highly recommended that U.S. companies enter the Egyptian market via a well-placed agent or distributor, particularly if working with government agencies. Established agents and distributors offer in-depth knowledge of local laws and regulations and they can offer key introductions in a society that is relationship-based. Agents can coordinate transactions with the Egyptian buyer, including after-sales service, and are committed to finalizing the transaction to their client's satisfaction. Additionally, agents and distributors perform a public relations role, exposing the U.S. Company's brand, product, or services to a wide network of contacts within Egypt. It is also advisable to take a long-term approach to the Egyptian market rather than seeking immediate return.

Egyptian law concerning commercial agency agreements is among the most liberal in the Middle East. The law, which is neutral concerning exclusivity and compensation, does not require you to cancel an agency agreement once you enter into one, and there is no minimum notification period for cancellation. There is no requirement that the agent authorizes the import of the foreign principal's products into Egypt or that the importation takes place through the agent. Importers of any product must be separately registered. Commercial agents must register the existence of their agency with the Ministry of Trade and Industry Commercial Registry Department, giving basic facts about the agreement, including the amount of commission received on sales. The foreign firm itself faces no local registration requirement. The commercial agency law is also neutral concerning dispute settlement procedures, leaving this to the parties to decide, preferably in writing, at the time of appointment of the agent.

Commission rates vary according to the type of product or service, volume of sales, and involvement needed by the agent. The larger the volume of sales is, the smaller the

commission. For commodities such as rice, wheat, sugar, lumber or cotton, the commission ranges between 1-3 percent; for chemicals and foodstuffs 3-5 percent; for medical equipment, earthmoving equipment, and office/business equipment, about 10 percent; for expensive laboratory and scientific equipment 15 percent. For major related projects such as a complete civil engineering project, the commission is typically 3-5 percent. In tenders, the commission is calculated in the quoted bid. If a bidder reduces the bid price, the agent typically is asked to share in the reduction. Commission rates must be reported in bid packages for government tenders, with the government reserving the right to reduce any commission it deems extravagant. Commission rates also must be noted in the Ministry of Trade and Industry Commercial Registry documents signed by the Egyptian agent. Agent exclusivity is not required by law; the majority of U.S. firms have one or two Egyptian agents for different products, although a few have more.

Agencies can be split geographically and/or by product, although this is generally avoided in a country like Egypt where activity is centralized around the capital city of Cairo. If there is a geographic split, it is generally Alexandria with or without the Delta cities on one hand, and Cairo and the Nile Valley on the other. Agencies also can be split between private and public customers, with one agent specializing in tenders and others handling private sector customers. Agents often appoint subagents to cover smaller cities.

The U.S. Commercial Service offers the Gold Key and International Partner Search programs that are designed to assist U.S. companies in identifying local agents/distributors for their products. For further information, U.S. business representatives should contact the nearest Department of Commerce Export Assistance Center in the United States or the Commerce Department's Trade Information Center at 1-800-USA-TRADE (1-800-872-8723) or click on <http://www.export.gov>.

Recommended business networks in Egypt include the American Chamber of Commerce in Egypt, Egyptian Businessmen's Association, the Egyptian Business Women Association, the Egyptian Junior Business Association, the Alexandria Business Association, the Federation of Egyptian Industries, the Egyptian Exporters Association and the Egypt-U.S. Business Council. There are investor committees in the large industrial cities of Tenth of Ramadan, Sixth of October, Borg El Arab, and Sadat City. Please see the [Contacts Section](#) of this guide.

## **Establishing an Office**

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The General Authority for Investments and Free Zones (GAFI) established a one-stop shop for registering companies, which can process all paperwork for setting up a business in Egypt in an estimated timeframe of one to three months depending on the business activity and the industrial licenses required. <http://www.gafi.gov.eg/en/default.aspx>

As in other countries, companies should seek early legal counsel from one or more attorneys and tax counsel from a professional accounting/auditing firm. Lists of such firms are available on the Internet from the Commercial Service website in Egypt. <http://export.gov/egypt/businessserviceproviders/index.asp>

## Franchising

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Franchising has developed quite extensively in Egypt over a short time, especially in the fast-food sector. There are numerous international franchisees in Egypt at present, including food and non-food franchisees with hundreds of individual outlets.

The Egyptian fast food market, dominated by American chains, has experienced notable expansion since it began in 1970, and market sources expect the growth to continue at an annual rate of 27 percent over the coming years. The current food franchise market size is estimated at more than \$750 million. Some of the popular chains include: Baskin Robbins, Caravel Ice Cream, Chili's, Cinnabon, Dairy Queen, Hard Rock Café, KFC, McDonald's, Pizza Hut, Ruby Tuesday, and TGIF.

During the 1990s, the non-food sector started to develop and now there is significant market potential. A limited number of companies in the fields of hotel management, car rental, language education, health and fitness, electronics, and computer training are currently franchised in Egypt.

The Egyptian Franchise Development Association (EFDA) represents and serves the franchise industry in Egypt. EFDA promotes the concept of investment through franchising, encourages training and quality control, and works to solve common problems in the industry. Moreover, EFDA sponsors a local franchise show every year in the spring or early summer. Please contact the Commercial Service in Egypt for more details.

## Direct Marketing

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Direct marketing in Egypt, such as catalog sales or television sales is also advancing as the use of credit cards and checking accounts from foreign banks is increasingly accepted. In addition, the risks from mail and warehouse theft are decreasing, as well as the high customs duties. Purchasing goods through the Internet is growing for the same reasons. The Egyptian Government encourages e-commerce and passed e-commerce legislation and an e-signature law in 2004.

## Joint Ventures/Licensing

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The details of joint venture or licensing agreements between Egyptians and their foreign partners are a matter of mutual agreement, defined by their contract, not by special law. Invested capital may be repatriated without prior approval of the government's investment authority, the General Authority for Investment and Free Zones (GAFI). Foreign equity in joint ventures can be as low as a few percentage points, depending upon mutual agreement. Egyptian Law No. 8, the Investment Incentives and Guarantees Law, allows foreign investors to own any amount, up to 100%, in projects in most sectors.

Approval is not required for licensing agreements involving trademarks and technical know-how other than "process secrets." A stiff withholding tax is levied on royalty payments unless a double taxation treaty exists. There is a U.S.-Egyptian treaty for the avoidance of double taxation, which limits the tax on royalty payments to 15% of the gross amount of such royalty. Numerous government and private companies have licensing agreements with foreign firms under which royalties and other fees are freely transferred abroad pursuant to individual corporate agreements. Examples of licensed production in Egypt include name-brand clothing, personal care products, kitchen utensils, pistols, laser alignment equipment, and military vehicles.

In selling to the Government of Egypt (GOE), companies will need to deal directly with the client agency. Egyptian procurement is conducted utilizing national budgetary funds, the Foreign Military Funds (FMF), or other donors. The GOE has established a web portal to announce tenders <https://www.etenders.gov.eg>

In the case of FMF, information can be obtained on <http://www.fedbizopps.gov/>. The Office of Military Cooperation (OMC) can answer questions about upcoming procurements directly by contacting the U.S. Embassy in Egypt.

Other donor-funded projects open to U.S. bidders are from the Government of Japan's United Overseas Development Assistance (ODA), or multilateral assistance from entities such as the World Bank, the African Development Band, and the European Bank for Reconstruction and Development.

The following information pertains to contracting directly with the GOE. It is also relevant for donor-financed projects to the extent that Egyptian law applies to them.

#### TENDERS LAW

The Tenders Law No. 89/1998 now governs GOE procurement by all civilian and military agencies (“ministries, departments, local government units, and public and general organizations”) unless they are excused from this law. A few key principles include:

- (1) No negotiation of bids after bid opening, or “momarsa”—“auction” in Arabic, referring to a common Egyptian business practice for determining a fair price for goods and services, in other words a Dutch auction, in which the price on an item is lowered until it gets the opening and winning bid. A tender may not be transferred into a momarsa;
- (2) No cancellation of an order without reason. Moreover, rejected bids and awarded bids will contain the reasons on which the decision was based;
- (3) Bid bonds will now be refunded immediately upon expiration of tender;
- (4) Open competition with publication for at least 30 days;
- (5) Fifteen percent price preference for Egyptian bidders. The Tenders Law 89 of 1998 requires the government to consider both price and best value however, the law contains preferences for Egyptian domestic contractors, who are accorded priority if their bids do not exceed the lowest foreign bid by more than 15 percent;

There is one exception, however. Ministry of Defense tenders are treated differently due to the Reciprocal Defense Procurement Memorandum of Understanding. This rule allows Egyptian companies to compete as U.S. companies on DOD procurements and U.S. companies to compete for MOD tenders as Egyptian companies. If a U.S. company is competing with an Egyptian company on an MOD procurement, regardless of funding source, they must be treated the same. If an Egyptian company receives a 15% price preference, then so does the U.S. company. Not all DOD procurement committees are aware of this requirement. In the event of a dispute, please contact the U.S. Embassy’s Office of Military Cooperation to inform them of MOD non-compliance with this provision of the Memorandum of Understanding;



(6) A two-phase decision-making process: in the first a technical committee reviews submissions and upon acceptance it may require further discussions and/or samples from the bidder. During the second phase, a financial committee reviews prices as well as the terms and conditions. In some cases a bid-opening committee convenes a public session to which all bidders are invited and bid prices are read aloud; either makes a decision or, if the value is over \$50,000, recommends a decision to the relevant minister.

(7) Bid bonds are required of one or two (generally two) percent and a performance bond by the winning firm of (generally) 5 percent. Preference is given to Egyptian public sector companies and Egyptian cooperatives, both of which are exempted from the bonding requirements, provided they do the work themselves and do not request an advance payment.

(8) Fraud, bribery ("either personally or through a third party, directly or indirectly"), or bankruptcy by the contracting party annuls the contract and allows any outstanding bid or performance bond to be confiscated.

(9) Sole-source decisions are permitted in special instances: monopoly sources of supply; goods whose import is monopolized; specialized products or services; and goods and services needed urgently.

(10) Advance payments are permitted, against a letter of guarantee. U.S. standby letters of credit (which can be insured for political risk by the U.S. Overseas Private Investment Corporation) are acceptable in Egypt.

#### Practical Problems related to the Tenders Law

There is no time limit for the decision-making committees to meet, make, or announce their decision. If a bidder withdraws a bid prior to bid opening, the bid bond is forfeited. Bidders often are "held hostage" to a government agency that stalls the bid opening for varied reasons, including running out of funds for the project. Costs of extending bid bonds are borne by the bidders. If a winning firm withdraws from a project before beginning or completing a project, its performance bond similarly will be confiscated. This has happened when a client delays the start-up because of budget shortfalls, expecting the contractor/supplier to carry the burden of maintaining the performance bond.

Government agencies often delay giving the "final acceptance" of goods or work projects. This holds up final payment and final retirement of the performance bond. There are no time limits for making payment from the date of acceptance of a bid, nor any provision for implied or automatic acceptance of a supplied good or service. The client must explicitly acknowledge "final acceptance" before the contractor can receive final payment and retire the performance bond.

If award decisions are delayed beyond the validity date specified by a bidder, extra costs incurred by the delay cannot routinely be passed on. If the client adds new requirements to an ongoing contract, any extra monies requested by the supplier/contractor must be endorsed by a special "price study committee" which sometimes takes years to issue approval. In the meantime, of course, the supplier/contractor is expected to fulfill the revised contract without delay or complaint.

The Tenders Law makes no reference to dispute resolution, which therefore must be negotiated prior to contract signing. Arbitration in Egypt or abroad (the latter can include foreign law and foreign arbitral procedures) is preferred to the court system, although enforcement of arbitral awards is not assured because the losing party can appeal Egyptian or foreign arbitral decisions in Egyptian courts. If no specific dispute settlement procedure is mentioned, any future dispute with a government party will go to the government's Council of State. This is a government agency that both reviews the constitutionality of proposed laws and regulations and functions as a court for all non-criminal matters to which the government is a party. If the government party does not honor an arbitration decision, the Tenders Law does not permit the winning party to use the arbitration settlement documents to settle claims with other government entities (customs, tax, social insurance, etc.).

There is no provision allowing the supplier to delay work if payments are delayed. There is no provision to reduce the performance bond progressively according to the rate of completion of the work.

Recently, the Ministry of Defense (MOD) has been involved in many procurement decisions, especially national projects. The government views the military's efficiency, high standards, discipline, and promptness in implementing projects as justification for its involvement in procurement decisions. It has been awarded several infrastructure projects from the Ministry of Health, Transportation, and Housing and Youth. Furthermore, the MOD has also concluded several agreements with numerous foreign corporations.

For assistance with Egyptian tenders, you may engage the staff of the Commercial Service in Egypt, as well as the Advocacy Center at the U.S. Department of Commerce in Washington, D.C. to advocate on your behalf for projects and in disputes.

Other Practical Considerations in Selling to the Government:

Egyptian commercial agents are required for foreign firms to bid on most civilian government tenders. By contrast, commercial agents cannot be used to bid on military tenders, although use of Egyptian "consultants or representatives" may be allowed if the arrangement is properly structured. Commercial agents are optional when bidding on tenders issued by the petroleum companies, or when selling to the private sector.

Poorly written specifications may force bidders to guess what the customer wants. U.S. firms must stay in close touch with client agencies to minimize doubts and uncertainties. Do not assume the "best" is desired, since superior features may not be understood or the price may be too high. The law is silent about who writes tender specifications and neither encourages nor discourages hiring of consultants to do so. Foreign firms that are trusted by government officials often voluntarily propose tender specifications to prospective bidders, which give them a chance to determine the specifications. In the decision-making committee, the technical representative (typically an engineer) must concur in the award decision. Such qualified specialists have much influence.

An important element in conducting business in Egypt is establishing a relationship with decision-makers via frequent visits of foreign principals and their local representatives. Decision-makers must feel comfortable with a supplier, and will generally not select a low-bidder who is unknown to them. However, while "sweetheart deals" are known to take place, many Egyptian sources affirm that the majority of decisions are openly competitive and straightforward. While the decision-making process may seem opaque, details of bids are

readily obtainable through informal channels.

Government entities expect performance bonds to cover the full warranty period for the product or work in question, and drawdowns proportionally to work completed are not usual. U.S. suppliers, by contrast, generally want performance bonds limited to safe delivery and/or set-up.

## **Distribution and Sales Channels**

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Foreign firms can sell directly within Egypt if they are registered to make direct sales. Many do so as part of a manufacturing or assembly operation in Egypt. A few foreign firms use free zones or bonded warehouses to store goods and hire their own employees to sell door-to-door consumer goods. Most foreign firms, however, rely on Egyptian companies for wholesale and retail distribution. They ensure their effectiveness through staff training programs in Egypt and abroad. Foreign companies also train and support Egyptian staff via short-term duty assignments to Egypt, including periodic visits by marketing specialists and technical support staff from company headquarters.

Many retailers of consumer goods tend to import their own needs directly rather than pay high markups to wholesalers. A corollary is that many Egyptians prefer getting quotes directly from the overseas supplier rather than from the local agent on the theory that the price will be better. This habit suggests that U.S. principals be sensitive to the role and presumed cost of their Egyptian agents. One way to strengthen that role is to refer customer inquiries back to the Egyptian agent or to a regional representative outside Egypt.

The following stipulations relate to agents:

- All commercial agents and importers must have Egyptian nationality. If it is a company, the chairman and all members of the board must be Egyptian, and it must be 100% Egyptian-owned.
- All agents must have resided continuously in Egypt for at least five years, with the exception of expatriate Egyptians with an overseas work permit certified by a local chamber of commerce or professional association.
- The agent must not be a civil servant or an employee of a public sector company (i.e., not moonlighting), nor a member of the People's Assembly;
- The Agent must not be a "first grade relative" (i.e. a member of the immediate family, or uncle, aunt, niece, or nephew) of a civil servant of the rank of Director General or higher, or of a member of the People's Assembly. This prohibition against agents with family members in government is rarely enforced.
- Public sector firms can be agents, as can private firms and individuals.

Distributor-type companies with partial foreign ownership can market goods, including imported goods, in the following circumstances — although legally they cannot handle the import operation, as importation is permitted only for firms with Egyptian ownership:

- General Partnership Companies or Limited Partnership Companies: In these types of companies, there may be a foreign partner, provided that the Egyptian partner(s) have at

least 51% of the capital and the General Manager or head of the company is an Egyptian national. In these instances, such a distributorship company cannot be an "importer" nor act as commercial agent unless it is 100% Egyptian owned and managed.

- **Limited Liability Company:** A foreign partner in this type of distributorship company faces no limit on the percentage of ownership, provided that at least one manager of the company is an Egyptian national (there can be one or more managers depending upon the articles of incorporation), there are at least two shareholders or partners, and the capital of the company is not less than LE 50,000 (approximately \$9,000). A distributorship company of this type also cannot be an "importer", nor act as commercial agent.
- **Joint Stock Company:** Provided that at least 49 percent of the shares are offered to Egyptians upon formation, foreign shareholders ultimately can own up to 100 percent of the company, provided that a majority of the Board of Directors is Egyptian, the capital of the company is not less than LE 250,000, and there are at least three shareholders. Again, a distributorship company of this type may not import or act as a commercial agent unless it is 100 percent Egyptian owned and managed.

Foreign firms that form a distributorship as mentioned above often permit the Egyptian partners to form a separate company to act as "importer" or agent. The latter delivers the goods to the distributorship company for marketing within Egypt.

## **Selling Factors/Techniques**

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Egyptians with whom an American will deal in business are often bilingual (English-Arabic), well-traveled individuals who pride themselves on ferreting out good deals at decent prices. Mid-level government officials with whom a foreigner may deal may be less sophisticated and less well traveled, but no less able to negotiate.

Negotiations for a sale, whether with a government agency or a private individual, will be bound by certain unspoken Egyptian cultural requirements. One is that there is no final best price that cannot be reduced further by negotiating. A corollary is that only a neophyte would offer one's best price, or anything close to it, early in negotiations. Government employees are judged on their ability to squeeze the final penny from the lowest bidder. This happens repeatedly, at every level of decision-making, and is the Egyptian version of the "Dutch auction", called in Arabic "momarsa". Momarsas have been popular because they give Egyptian officials the appearance of trying to get the best deal for Egypt, and they reduce charges of cronyism.

## **Electronic Commerce**

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Egypt's Electronic Signature Law 15 of 2004 established the Information Technology Industry Development Agency (ITIDA) to act as the e-signature regulatory authority and to further develop the information technology sector in Egypt. An e-government initiative has been implemented to increase government efficiency, reduce services provision time, establish new service delivery models, reduce government expenses, and encourage e-procurement. In 2009, the government implemented the e-signature service, allowing public and private companies to offer e-signature authentication.

The Egyptian market has the largest population of internet users in the MENA region. There are around 42 million internet users, however 5% of these users transact online. Most online

transactions are in the categories of electronics, airline tickets and fashion. E-commerce, faces numerous challenges in the Egyptian market, there is a low number of credit / debit card holders. There are around 10 million credit or debit cards holders hence 80 percent of e-commerce in Egypt relies on cash on delivery. The rate of credit card issuance is growing annually by around 40 percent, which indicates that cash dependency may decrease.

## **Trade Promotion and Advertising**

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Strategically placed newspaper and magazine advertisements are good marketing tools in Egypt. Egyptians read newspapers voraciously, and all literate people will see or hear advertisements placed in the widely circulating Al Ahram daily (<http://www.ahram.org.eg>). Television is watched by all Egyptians, and advertisements reach and influence wide audiences. Television advertising has continued to increase in sophistication and prominence. Two partially privatized pop radio stations have also been created and already have captured a large part of the youth market, namely Nile FM (<http://www.nilefmonline.com/nile/>) and Nogoum FM (<http://www.nogoumfmonline.com/nogoum/>).

Other forms of advertisement in Egypt consist of roadside billboards, flashing neon signs on building roofs, building walls completely painted with advertising signs, "junk mail" advertisements, online advertisements, social media, and messenger/courier-delivered direct mail campaigns.

Trade promotion is becoming more sophisticated. Trade shows are frequent, aimed either at targeted business audiences or the general public; several take place each month at one or more of the downtown hotels or the Cairo International Conference Center (CICC). The annual Cairo International Trade Fair, held in the spring of every year, is the historical centerpiece of Egyptian trade promotion events.

For a listing of trade events and fairs in Egypt, check Chapter 9 or please visit the CS Egypt website at:

<http://export.gov/egypt/tradeevents/eventsinegypt/index.asp>

## **Pricing**

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Although Egypt traditionally is a price-sensitive market, there is an increasing awareness and consideration of additional factors such as quality, product life, operating costs, etc. In terms of consumer goods: people will pay for quality. Egypt has an estimated 5 million "A class" consumers and these end-users are well educated and familiar with foreign goods and services. They continuously seek high quality and well-priced goods, though price is not always a factor. Due to their education and travel abroad these end-users have become very receptive to western products and services, particularly U.S. goods and services. Some of these end-users include tourists from Arab countries, which represent a strong seasonal demand factor. However, the same affluent Egyptians who may buy a Mercedes will tend to outfit their new factories with used equipment if they can cheaply transport a "complete" factory from abroad.

## **Sales Service/Customer Support**

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U.S. sellers should aim to create and support a sales/service network in Egypt by training their distributors and dealers. Firms that sell directly to government agencies need to do the same to ensure the workforce is trained in using the product. If it fails through

ignorance of proper maintenance the foreign supplier could be blamed for poor quality. Total Quality Management (TQM) interest has skyrocketed among producers in recent years with a number of them now working toward ISO 9000 certification. The GOE has established the Consumer Protection Agency to enforce consumer/trader binding laws and regulations (<http://www.cpa.gov.eg>).

## Protecting Your Intellectual Property

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### Intellectual Property Rights (IPR) Climate in Egypt

Egypt is a signatory to the WTO Trade-Related Aspects of Intellectual Property Rights (TRIPS) Agreement, the Berne Copyright Convention, the Paris Convention for Protection of Industrial Property of 1883, the Madrid Agreement Concerning the International Registration of Marks 1954 and the Nice Agreement Concerning the International classification of goods and services, the Stockholm Act of 1967, the Hague Agreement, the Geneva Act 1999, the Patent Cooperation Treaty (1970 as modified and amended), and the Trademark Law Treaty.

Egypt has made some progress in strengthening its IPR regime although both legal protection and enforcement remain weak. In May 2002, Egypt enacted a new comprehensive IPR law (Law 82 of 2002) that met certain key TRIPS requirements, including providing data exclusivity and exclusive marketing rights for pharmaceuticals and enacting a patent mailbox. The law also addressed IPR protection in areas such as patents, copyrights (with enhanced protection for sound and motion-picture recordings and computer software), trademarks, plant varieties, industrial designs, and integrated circuit layout designs.

Although the law has certain shortcomings, its passage demonstrated a marked improvement in the major facets of Egypt's IPR regime. In July 2003, implementing regulations for the patent, trademark, and plant variety provisions of the law were issued. Implementing regulations for Copyright provisions were issued in 2005. Egypt also ratified the WIPO Patent Cooperation Treaty in 2003. Nonetheless, Egypt ranks poorly at international and regional levels. According to the 2013 intellectual property rights index (IPRI), Egypt ranked 86 out of 130 globally and 17 out of 21 regionally.

Egypt's new 2014 constitution includes new language (article 69) that calls on the state to protect intellectual property rights in all fields and to establish a body to regulate these rights.

Stemming from an IPR protection problem in healthcare in late 2004 when the Egyptian Ministry of Health apparently was complicit in the approval of a significant number of copies of registered pharmaceutical products for marketing in Egypt, the United States Trade Representative (USTR) elevated Egypt from the "Watch List" to the "Priority Watch List" in its annual Special 301 Report. Despite having returned Egypt to the Watch List in 2008, USTR continues to keep Egypt on the Special 301 Watch List in the 2014 report. Reasons cited for this include a lack of deterrent-level sentencing for IPR violations, a need for training of IPR enforcement officials, a lack of regulations to clarify border procedures for the destruction of counterfeit and pirated goods, data exclusivity in obtaining marketing approval for pharmaceuticals, and bad-faith trademark filing.

A modern, computerized Egyptian Patent Office operating under the authority of the Ministry of Higher Education and State for Scientific Research processes patent applications and grants patent protection. Although Egypt is working to upgrade its trademark and registration

system, rights holders have expressed concerns that Egypt has issued certain registrations improperly.

Rights holders continue to express significant concerns that businesses offering pirated television content are impairing the ability of legitimate distribution outlets to operate in the market, and that print piracy continues to harm domestic and foreign publishers.

The International Intellectual Property Alliance's (IIPA) 2013 Special 301 Report submission indicates that the software piracy rate in 2011 was 61 percent, an increase over the previous several years, representing a commercial value of unlicensed software in the country of USD 172 million.

The following paragraphs summarize Egypt's IPR laws:

- Patents: The law increases the protection period for a patent term to 20 years, and for pharmaceutical patents, includes provisions on data exclusivity and exclusive marketing rights which had been adopted by Prime Ministerial decree in 2000.
- Egypt has elected to be treated as a Developing Country for pharmaceuticals and chemicals under the TRIPS Agreement. As of January 1, 2005, Egypt has been required to be in full compliance with its TRIPS patent obligations. There were estimated to be some 4,000 patent applications filed in its TRIPs "mailbox" for applications relating to pharmaceutical products.
- The patent authorities began to review these applications in 2005 as required. The Egyptian Patent Office now reports that all applications filed in the WTO TRIPs mailbox have been processed.
- On September 25, 2009, The World Intellectual Property Organization (WIPO) approved the Egyptian Patent Office as an International Searching Authority. Egypt became the first country in Africa and the Middle East and the third in the developing world to have acquired this authority. This step is part of the Patent Cooperation Treaty (PCT) under which the Egyptian Patent Office will accept patent applications from all countries that are signatories to the PCT. It came after years of preparations made by the Egyptian government with WIPO, a UN specialized agency.
- Since 1975, Egypt has been a member of WIPO, which is dedicated to developing a balanced and accessible international IPR system. It rewards creativity, stimulates innovation and contributes to economic development while safeguarding the public interest.

### **Data Protection**

In January 2007, the Government of Egypt announced its enactment of a streamlined drug registration system for drugs carrying a USFDA or EMEA approval. Such a system would be useful to increase the effective pharmaceutical data protection period, which is counted as five years starting from the date the application for registration of a drug is filed at the Ministry of Health. The system does not yet operate as intended.

### **Copyrights**

The law offers copyright protection to original artistic and literary works, including computer programs and audio-visual works. Books and computer programs are provided protection for the author's lifetime plus 50 years. Sound recordings are granted 50 years of protection from

the recording date. The specified penalty for copyright infringement violations is a fine of LE 5,000-10,000 per infringement or a prison term of not less than one month, or both. The 2005 implementing regulations for copyrights were amended twice in 2006 primarily to address procedural matters. Significantly, the latest amendments clarified that registration and enforcement authority for software and database IPRs rests with the Information Technology Industry Development Agency (ITIDA) under the Ministry of Communications and Information Technology (MCIT). Egypt is not a signatory to the WIPO Copyright Treaty (WCT) or the WIPO Performances & Phonograms Treaty (WPPT).

## **Trademarks**

The IPR law offers trademark protection of ten years with the option to renew, in accordance with the Trademark Law Treaty. Penalties have increased to a maximum of 20,000 Egyptian pounds or imprisonment of not less than one month, or both.

## **Madrid Protocol**

On December 24, 2008, a joint Shura Council and People's Assembly Committee agreed to the ratification of the Madrid Protocol relating to the Madrid Agreement Concerning the International Registration of Marks. The Committee approved the treaty. Egypt has been a signatory of the Madrid Protocol since June 28, 1989 but it never ratified the treaty, and as such it did not enter into force. Joining the Madrid Protocol should improve US-Egyptian trade by opening the way for Egyptian businesses to register their marks in more foreign countries through a single filing, by simply designating the countries in which they want to register. Egyptian companies will have this advantage in an additional 27 countries or territories that have joined the Protocol but not the Madrid Agreement, including the United States and the European Union. In addition, U.S. businesses will now be free to designate Egypt on their single trademark filing under the Madrid Protocol, rather than having to hire a local agent and file directly in the Egyptian Trademark Office in the Commercial Registry Administration. There are also other advantages to the Protocol, including the option of conducting filings and correspondence in English.

## **Semiconductor Chip Layout Design**

The law incorporates a chapter for protecting semiconductor chip layout designs. Previously there was no legislation protecting semiconductor chip layout designs, although Egypt had signed the Washington Semiconductor Convention.

In recent years the United States has provided significant assistance through USAID- funded projects to Egypt in order to establish and strengthen the Government of Egypt's IPR-related institutions. A modern computerized Patent Office is now capable of processing and ensuring the protection of patent applications, and the quality and transparency of the trademark and industrial design registration system has been improved. The Government of Egypt has also taken steps to ensure the use of legitimate business software by civilian government departments.

Although progress has been made, further steps must be taken to strengthen protection of copyrighted material and proprietary test data. High copyright-piracy levels continue to affect many categories of IPR, particularly book publishing, music recordings, and motion pictures.



## **Protecting Your IPR in Egypt:**

Several general principles are important for effective management of IPR in Egypt. First, it is important to have an overall strategy to protect your IPR. Second, IPR is protected differently in Egypt than in the United States. Thirdly, rights must be registered and enforced in Egypt, under local laws. Your U.S. trademark and patent registrations will not automatically protect you in Egypt. Most countries do offer copyright protection to foreign works under certain conditions, and these conditions have been greatly simplified by international copyright treaties and conventions.

Registration of patents and trademarks is on a first-in-time, first-in-right basis, and rights holders should consider applying for trademark and patent protection even before selling your products or services in the Egyptian market. It is vital that companies understand IPR is a private right and that the US government generally cannot enforce rights for private individuals in Egypt. It is the responsibility of the rights holders to register, protect, and enforce their IPR where relevant, retaining their own counsel and advisors. Companies may wish to seek advice from local attorneys or IPR consultants who are experts in the Egyptian law. The U.S. Commercial Service can provide a list of local lawyers upon request. The list is available on Post's website: [http://photos.state.gov/libraries/egypt/19452/pdfs/att\\_list.pdf](http://photos.state.gov/libraries/egypt/19452/pdfs/att_list.pdf)

While the U.S. government stands ready to assist, there is little we can do if the rights holders have not taken these fundamental steps necessary to secure and enforce their IPR in a timely fashion. Moreover, in many countries, rights holders who delay enforcing their rights on a mistaken belief that the U.S. government can provide a political resolution to a legal problem may find that their rights have been eroded or abrogated due to legal doctrines such as statutes of limitations, estoppel, or unreasonable delay in prosecuting a law suit. In no instance should the U.S. Government advice be seen as a substitute for the obligation of a rights holder to promptly pursue its case.

It is always advisable to conduct due diligence on potential partners. Negotiate from the position of your partner and give your partner clear incentives to honor the contract. A good partner is an important ally in protecting IPR. Consider carefully, however, whether to permit your partner to register your IPR on your behalf. Doing so may create a risk that your partner will list itself as the IPR owner and fail to transfer the rights should the partnership end. Keep an eye on your cost structure and reduce the margins (and the incentive) of would-be bad actors. Projects and sales in Egypt require constant attention. Work with legal counsel familiar with Egyptian laws to create a solid contract that includes non-compete clauses, and confidentiality/non-disclosure provisions.

It is also recommended that small and medium-size companies understand the importance of working together with trade associations and organizations to support efforts to protect IPR and stop counterfeiting and piracy. There are a number of these organizations, both in Egypt or U.S.-based. These include:

- The U.S. Chamber and local American Chambers of Commerce
- National Association of Manufacturers (NAM)
- International Intellectual Property Alliance (IIPA)
- International Trademark Association (INTA)
- The Coalition Against Counterfeiting and Piracy
- International Anti-Counterfeiting Coalition (IACC)
- Pharmaceutical Research and Manufacturers of America (PhRMA)

- Biotechnology Industry Organization (BIO)

## IP Resources

A wealth of information on protecting IPR is freely available to U.S. rights holders. Some excellent resources for companies regarding IPR include the following:

- For information about patent, trademark, or copyright issues -- including enforcement issues in the US and other countries -- call the STOP! Hotline: **1-866-999-HALT** or register at [www.StopFakes.gov](http://www.StopFakes.gov).
- For more information about registering trademarks and patents (both in the U.S. as well as in foreign countries), contact the US Patent and Trademark Office (USPTO) at: **1-800-786-9199**. The USPTO also has a regional IPR Attaché for the Middle East & North Africa, Aisha Salem, available at [Aisha.Salem@trade.gov](mailto:Aisha.Salem@trade.gov). For more information on the IPR Attaché program generally, please visit <http://www.uspto.gov/ip/global/attache/index.jsp>.
- For more information about registering for copyright protection in the US, contact the US Copyright Office at: **1-202-707-5959**.
- For information on obtaining and enforcing intellectual property rights and market-specific IP Toolkits as well as how to evaluate, protect, and enforce IPR and how these rights may be important for businesses visit: [www.StopFakes.gov](http://www.StopFakes.gov) This site is linked to the USPTO website for registering trademarks and patents (both in the U.S. as well as in foreign countries), the U.S. Customs & Border Protection website to record registered trademarks and copyrighted works (to assist customs in blocking imports of IP-infringing products) and allows you to register for Webinars on protecting IP.

## Due Diligence

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Due diligence is part of the array of services the Commercial Service provides for the benefit of U.S. business. It is recommended that U.S. firms take advantage of the U.S. Commercial Service International Company Profile (ICP) service before signing an agency agreement with a local concern, choosing a local partner to bid jointly on a major project, or doing business for the first time with a local company. ICPs are prepared at the request of U.S. firms and provide background data on Egyptian companies. U.S. firms can request an ICP through their local U.S. Export Assistance Centers.

## Local Professional Services

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Local service providers and professional associations can be viewed on the U.S. Commercial Service in Egypt's webpage at: <http://export.gov/egypt/businessserviceproviders/index.asp> or at the American Chamber of Commerce in Egypt: <http://www.amcham.org.eg/>

Commercial Service in Egypt: <http://export.gov/egypt/>  
U.S. Embassy: <http://cairo.usembassy.gov>  
USAID: <http://www.usaid.gov/egypt>  
American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>  
Federal Business Opportunities: <http://www.fedbizopps.gov/>  
Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>  
Egyptian Businessmen's Association: <http://www.eba.org.eg/> Alexandria  
Business Association: <http://www.aba.org.eg/>  
Federation of Egyptian Industries: <http://www.fei.org.eg/>  
Egyptian Exporters Association: <http://www.expolink.org>  
Information Technology Industry Development Agency: <http://www.itida.gov.eg/>  
General Authority for Investment and Free Zones: <http://www.gafi.gov.eg>  
Egyptian Franchise Development Association: <http://www.efda.org.eg/>

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## Chapter 4: Leading Sectors for U.S. Export and Investment

### Commercial Sectors

- [Architecture/Construction/Engineering Services \(ACE\)](#)
- [Electricity Power Systems](#)
- [Franchising](#)
- [Medical Equipment and Supplies](#)
- [Oil & Gas Equipment](#)
- [Plastics / Packaging](#)
- [Renewable Energy](#)
- [Safety and Security Industry](#)
- [Water/Wastewater Resources](#)

### Agricultural Sectors

- [Top Prospects for U.S. Agricultural Export Opportunities to Egypt](#)

### Architecture/Construction/Engineering Services (ACE)

#### Overview

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Unit: USD million

	2013	2014	2015 (estimate)	2016 (estimate)
Total Market Size	10,700	11,800	13,000	15,000
Total Local Production	N/A	N/A	N/A	N/A
Total Exports	0	0	0	0
Total Imports	N/A	N/A	N/A	N/A
Imports from the U.S.	110	100	112	130
Exchange Rate: 1 USD	6.99	7.58	7.63	7.63

Data Sources: Industry sources, BMI, U.S, Census Bureau

The ACE market has been growing rapidly at a rate of 15 percent since the 1980s resulting in a substantial boom in residential and commercial real estate. It accounts for around 8 percent of total employment with a workforce of 1.2 million people.

The political unrest of January 2011 negatively affected the sector and led to very slow growth rates. However, by the end of 2012 the market started to show signs of a slight improvement, reaching an estimate of 4.6 percent in FY2014, according to Business Monitor International (BMI). The Central Bank of Egypt reported in December 2013 that cement consumption, which is used to monitor construction activity, reached 3.3 million tons, a year-on-year increase of 8.4 percent.

The industry has picked up momentum again and there is strong demand for infrastructure projects due to rapid population growth and housing shortages, particularly in the low- and middle-income segments. However, the lack of access to private capital for infrastructure development represents an industry deterrent, reinforcing the country's dependence on external loans and financial assistance from neighboring countries.

The value of real estate activities in Egypt has grown significantly since 2002 when it was valued at USD 1 billion growing to reach USD 7.2 billion in 2012. Outlook for the sector is very positive and the sector is expected to grow 70% over the next five years to reach USD 12 billion, based on ambitious government plans.

Currently, 27 new urban cities have been built around Egypt, with plans to increase this number to a further 59 by end of 2017. A total of USD 52 billion has been invested by the private sector into these projects. The most ambitious of new projects is the USD 30 billion New Capital City proposal, which upon completion will take up a proposed 700 sq km, and house at least five million residents.

Key private sector players in the market are Emaar Misr, Orascom Development Holding, Amer Group, SODIC, Al Kharafi Group and Talaat Moustafa Group. While the key public sector player is the Arab Contractors.

#### **Sub-Sector Best Prospects**

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- Road management systems
- Bridges
- Green building
- Power projects
- New cities
- Utilities and infrastructure
- Low income housing

#### **Opportunities**

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The following projects represent business opportunities in different ACE subsectors:

Arabtec Holding, Dubai's largest construction firm, signed a Memorandum of Understanding on March 9, 2014, with the Egyptian army to build one million housing units for low income citizens. The project, worth USD 40.2 billion, is expected to cover 160 million square meters across 13 locations in Egypt. The project began in the third quarter of 2014, and should be completed by 2020.

The Central Bank of Egypt (CBE) allocated USD 14 million for a SME loan fund to finance 60 thousand new housing units through CBE's mortgage finance initiative, which will half the interest rate on mortgage financing to 7 percent.

The Emirati Group Al Futtaim plans to implement five projects across Egypt over the coming five years. Four malls will be built in 6 of October City, Almaza, Maadi and Alexandria. The value of the four projects combined is USD 1.6 billion, which will provide 38,000 jobs. The fifth project will establish 32 hypermarkets valued at USD 746.8 million, which will provide 4,500 jobs.

The development of the Suez Canal Corridor project will transform the Suez Canal area into a world class economic zone and an international economic hub. The project is expected to increase Egypt's annual revenue by USD 100 billion.

The Egyptian Ministry of Transportation allocated USD 574.5 million for the development of roads and bridges in Upper Egypt, a top government priority. The total length of roads is expected to be roughly 427 kilometers, and the cost of constructing the roads and bridges is estimated to be USD 201.1 million. The most critical of the projects are the 110 kilometer Toshka Road, the 110 kilometer Beni Suef-Minya Agricultural Road, and the 120 kilometer Assiut-Sohag Agricultural Road. Additionally a number of bridges will be built in Upper Egypt connecting the east and west sides of the Nile River at a total cost of USD 258.5 million. Furthermore, maintenance of 633 kilometers of roads in Upper Egypt will be carried out at a cost of USD 114.9 million.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

## Web Resources

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Ministry of Housing: [http://moh.gov.eg/en/en\\_design/Default\\_en.aspx](http://moh.gov.eg/en/en_design/Default_en.aspx)  
 Egyptian Federation for Construction and Building Contractors: <http://www.tasheed.org>  
 General Authority for Investment: <http://www.gafi.gov.eg>

Contact for the Commercial Specialist in charge of the ACE Sector:  
 Mai Abdelhalim [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov) or [office.cairo@trade.gov](mailto:office.cairo@trade.gov)

## Electricity Power System (ELP)

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Unit: USD million

	2013	2014	2015 (estimated)	2016 (estimated)
Total Market Size	N/A	N/A	N/A	N/A
Local Production	N/A	N/A	N/A	N/A
Total Imports	607	366	450	550
Total Imports from US	103	131	145	160
Exchange Rate: 1 "USD	6.99	7.58	7.63	7.63

\* There is no published information available and industry exports can't estimate total market size.

## Overview

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Egypt is the largest non-OPEC energy producing country in the Middle East, with high population growth and a growing economy. Electricity consumption tripled over the last 20 years and demand is expected to grow by 10 percent per year over the next five years following 7.5 percent annual growth since 2009.

The Ministry of Electricity and Renewable Energy (MOEE) acts as the owner of the state entities in the power sector. The electricity industry was vertically integrated under Egyptian Electricity Authority (EEA) until 2000. It is now structured both "vertically" (along the functional

lines of generation, transmission, and distribution/supply) and “horizontally” into generation and distribution/supply segments with a number of companies operating within each segment.

This unbundled structure is linked together under the umbrella of Egyptian Electricity Holding Company (EEHC) which has 16 subsidiaries including: one hydropower; five thermal electricity generation companies; nine electricity distribution companies; and a transmission-and-dispatch company - the Egyptian Electricity Transmission Company – (EETC).

All EEHC affiliates remain fully owned by the state. EEHC coordinates the plans and investments in the power sector as well as manages the sector’s overall finances. In addition to the EEHC affiliates, there are six authorities operating in the electricity sub-sector which report directly to MOEE. These are: (i) Rural Electrification Authority (REA), (ii) Hydropower Projects Executive Authority, (iii) New and Renewable Energy Authority (NREA), (iv) Atomic Energy Authority, (v) Nuclear Power Plants Authority, and (vi) Nuclear Material Authority.

MOEE reduced the rate of fuel consumption in 2013 to reach 212 gm/kwh. MOEE also improved the rate of electrical energy loss to reach 10.2 percent in 2012 and 11 percent in 2013 (an improvement of 21 percent over 2011). Nonetheless, Egypt’s energy loss is still high when compared to Korea’s which is just four percent waste (one of the lowest rates worldwide). The Korea International Cooperation Agency (KOICA) in Egypt has been cooperating with the MOEE’s Cairo North Electricity Distribution Company on introducing the Smart Grid concept. A grant received from KOICA was used to implement the Smart Grid project phase one in the Shubra power station with the assistance of a Korean private sector company. The second phase of the project will be conducted by the same company using the revenues generated from the savings in phase I.

In the last three years, there has been a 10-12 percent electricity shortage in Egypt during the summer months due to the heavy consumption and shortage in fuel and generating capacity.

In 2014 the GOE started an emergency plan to increase the installed capacity, the government signed MOUs with several international companies to participate in the plan. GE installed and added 1 Gwt (Gigawatt) to the grid in May 2015, working on another 1 Gwt to be added by end of June and 660 Mwt (Megawatt) to be added by end of August. Siemens also signed agreement with GOE to deliver three gas-steam power plants with the capacity of 4.8 Gwt each; plants shall go into operation in summer 2017 and will have a total capacity of 14.4 Gwt.

### **Sub-Sector Best Prospects**

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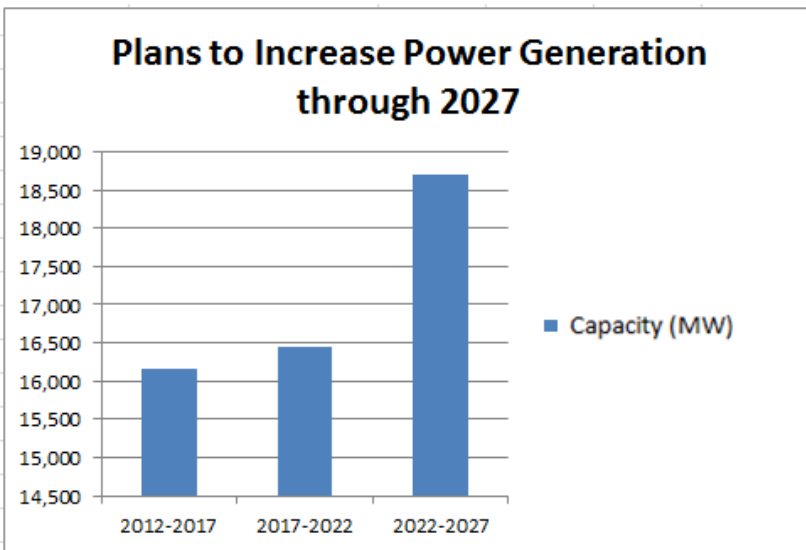
- Gas turbine units
- Steam turbine units
- Products and services related to power industries and electricity grid
- Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG) technologies and peripherals

### **Opportunities**

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To meet the increasing demand, MOEE is planning to add 51.3 GW to the current installed capacity over the next three to five years, which will be diversified between oil, gas, solar, wind, hydro and nuclear resources.

Procedures for starting the Egypt-Saudi interconnection are being finalized and the project expected to begin operations in 2015 with a total capacity of 3GW and total investment of USD 570 million. The study of upgrading the interconnection voltage between Egypt and the Arab Maghreb countries has been completed and the project is expected to be in operation in 2015. Interconnection studies are ongoing for the Egyptian-European direct interconnection through Greece. In addition, Egypt is considering other projects for the Eastern Nile Basin and an Egypt/Sudan interconnection.



The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

#### Web Resources

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Commercial Service in Egypt: <http://export.gov/egypt/index.asp>

U.S. Embassy: <http://cairo.usembassy.gov>

Ministry of Electricity and Energy <http://www.moe.gov.eg/>

New and Renewable Energy Authority <http://www.nrea.gov.eg/>

Egyptian Electricity Holding Co. <http://www.egelec.com/>

Egyptian Electricity Transmission Co. <http://www.eetc.net.eg/>

Ministry of Investment <http://www.investment.gov.eg>

General Authority for Investment and Free Zones: <http://www.gafinet.org/>

Egypt state information service <http://www.sis.gov.eg/En/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Egyptian Businessmen's Association: <http://www.eba.org.eg/>

Alexandria Business Association: <http://www.aba.org.eg/>

Federation of Egyptian Industries: <http://www.fei.org.eg/>

Contact for the Commercial Specialist in charge of the Electrical Power sector: Mai Abdelhalim, [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)



## Franchising

### Overview

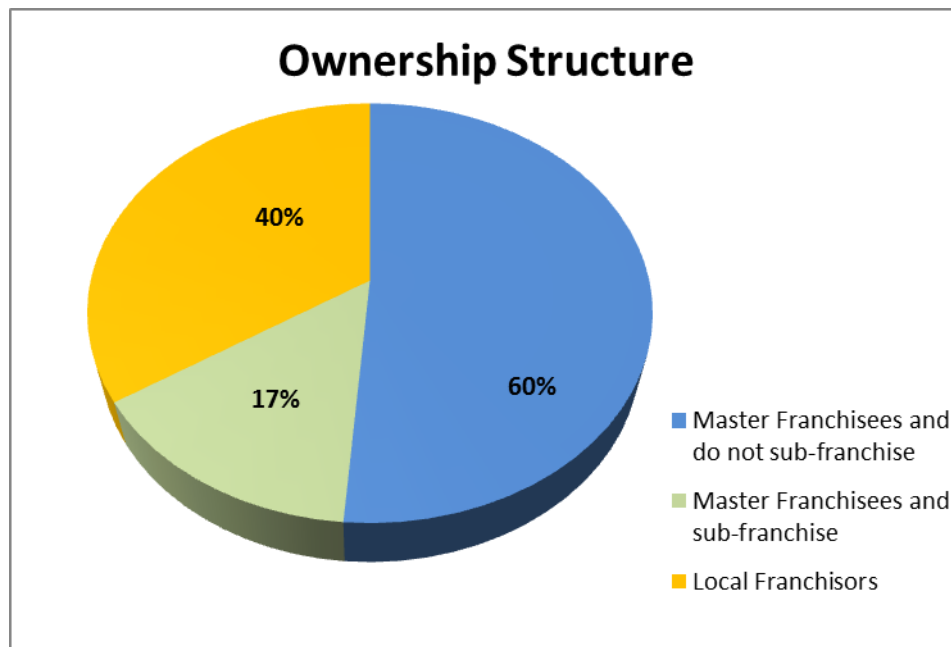
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	2013	2014	2015 (estimated)	2016 (estimated)
No. of Concepts in Egypt	450	460	480	500
U.S. Concepts in Egypt	50	55	60	65
Direct Investments USD billion	7	7.2	7.5	7.8
Market Size (Food) USD million	750	770	800	830
Total Annual Sales USD billion	2.5	2.8	3.0	3.2

Franchising is expanding in Egypt, as well as in the Middle East and North Africa (MENA) region. According to industry sources, the franchise industry in Egypt is valued at over USD 14 billion and is growing at an annual rate of 20 percent. Franchising has developed quite extensively in Egypt over a short time, and it has proven to be one of the most successful mechanisms for entrepreneurship. The industry in Egypt is composed of 60 percent international franchises and 40 percent local franchises; 30 percent of the international franchises are American chains. U.S. franchisees are estimated to account for almost 30 percent of the total franchise revenues in Egypt.

The ownership structure of the franchising industry in Egypt is:

- 60 percent are Master Franchisees and do not sub-franchise
- 17 percent are Master Franchisees and sub-franchise
- 40 percent are Local Franchisors



## Food Franchises

The Egyptian fast food market has experienced notable expansion since it began in 1970. Market sources expect the growth to continue at an annual rate of 20-25 percent over the coming years. The current food franchise market size is estimated at more than USD 750 million. In 1993 there were seven operational chains in Egypt, now there are over 50 American franchises that are operational or have imminent plans to open.

Some of the popular chains include: Auntie Annie's, Baskin Robins, Burger King, Carvel Ice Cream, Chili's, Cinnabon, Dairy Queen, Domino's Pizza, Hard Rock Cafe, Hardees, KFC, McDonalds, Pizza Hut, Melting Pot, Papa John's, Sbarro, Starbucks, Subway, and TGIF.

## Non-Food Franchises

During the 1990s, the non-food sectors began to emerge. These franchises have considerable market potential, and many American franchisors continue to enter the Egyptian market. For example, several companies in the fields of hotel management, car rental, language education, health and fitness, electronics, and computer training are currently franchised in Egypt.

Some of the non-food franchises that currently exist include: Coldwell Banker, Curves, Gold's Gym, Gymboree, Hertz, Toys R US and Starwood Hotels.

## Sub-Sector Best Prospects

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Though dominated by the food sector, the non-food franchising sector emerged in Egypt in the past two decades, primarily in the retail sector in response to the growing demand for clothing and lifestyle brands among the urban population.

Retail franchises account for 49 percent of the non-food franchising sector, making overall retail the highest ranked sub-sector. It is anticipated that demand will continue to increase for hypermarkets, home products and furniture, and clothing and fashion.

The best prospects for U.S. non-food franchises are in the areas of childcare, department stores, fitness, hotel management, education and training, entertainment and recreational centers, specialty stores, and home products.

## Opportunities

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Egypt has an estimated 5 million "A class" consumers, who have an average monthly income of about USD 1200. These end-users are well educated and familiar with foreign goods and services. They continuously seek high quality and well-priced goods, though price is not always a factor. Due to their education and travel abroad these end-users have become very receptive to western products and services, particularly U.S. goods and services. Some of these end-users include tourists from Arab countries, which represent a strong seasonal demand factor.

Moreover Egyptian consumers have become brand conscious due to the recent and growing trend of improved living standards, as well as increased exposure to western culture and media. The population of Egypt is around 88 million, and of this figure it is estimated that five million consumers are drawn to the increasingly popular brands and convenient service. The median Egyptian age of 18-25 years old also supports the growth potential of the fast food and retail sectors.

Egyptians have initiated their own retail franchising businesses domestically, especially in the apparel industry. This trend indicates that the franchise concept is acceptable within the Egyptian cultural setting. Most of the franchises operating in Egypt are the result of Egyptian entrepreneurs approaching foreigners, rather than as the result of the marketing efforts of foreign firms. While this may show an entrepreneurial spirit among Egyptian businesspersons, it also highlights missed opportunities on the part of foreign business.

The Egyptian government is seeking to develop the franchise sector and is developing legislation to regulate the franchise sector nationwide. The Government of Egypt established a Small Enterprise Development Organization (SEDO) as part of its Social Fund for Development (SFD) program. The SFD created its Franchise Development Department (FDD). The main goal behind the creation of the FDD was to: 1) increase opportunities for Egyptian franchises in all economic sectors; 2) offer and increase attractive investment opportunities in franchising applications to both local and foreign investors; and 3) assist with market expansion.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

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- Commercial Service in Egypt: <http://www.export.gov/egypt/>
- U.S. Embassy: <http://cairo.usembassy.gov/>
- Egyptian Franchise Development Association: <http://www.efda.org.eg/>
- Social Fund for Development: <http://www.sfdegypt.org/>

Contact for the Commercial Specialist in charge of the Franchising Sector: Cherine Maher, [cherine.maher@trade.gov](mailto:cherine.maher@trade.gov)

**Medical Equipment & Supplies (MED)**

**Overview** [Return to top](#)

Unit: USD Million

	2013	2014	2015 (Estimated)	2016 (Estimated)
Total Market Size	926	930	934	938
Total Local Production	42	46	46	46
Total Exports	17	17	17	14
Total Imports	390.5	650	868	860
Imports from the U.S.	46	50	52	48
Exchange Rate: 1 USD	6.99	7.58	7.63	7.63

(Figures listed are unofficial estimates.)

The healthcare sector in Egypt, although large compared to its Middle East counterparts, has been relatively stagnant over the past few years. That being said, there are a variety of investment opportunities as the Egyptian government is very keen on expanding the healthcare industry, especially relating to medical devices, and plans for the development of 26 new

hospitals. Healthcare expenditures are currently 3 percent of GDP, but will increase to 5 percent of GDP in 2016. In addition to increased spending, the Egyptian government recently launched universal insurance coverage for all qualified Egyptians as a pilot project in seven governorates in Upper Egypt. This is the first step to be taken toward this national project. This project includes the upgrade of number of hospitals and clinics to be able to provide adequate level of service to Egyptians.

Consumer healthcare grew by 14 percent in 2014 and spending was USD 23.4 billion. The World Bank estimates that the average life expectancy for Egyptians has increased from 69 to 73 from 2005 to 2010. The Ministry of Health operates 1300 hospitals or 60 percent of hospital beds. Universities, the Army and the private sector constitute the remaining 40 percent.

Egypt's medical device market is the second largest in the Middle East. Sales in medical devices totaled USD 484.7 million in 2013, a five percent increase from the previous year. As Egypt produces very little medical equipment, the vast majority of the market is supplied by imports, with just one Egyptian company producing a limited range of ultrasound scanners.

Technical medical equipment such as radiography and ultrasound apparatus, vital statistic monitors, dialysis machines and laboratory microscopes are imported and distributed by a handful of companies who benefit from low import tariffs, the biggest of which, El Gomhoureya, is a wholly owned by the government.

Private healthcare providers are thus limited in choice and price and often choose to personally import the equipment they need, which, according to customs laws, must be brand new and unused to be brought into the country. This can be a complicated process, yet nonetheless Egyptian physicians who travel abroad for conferences often acquire devices in this manner that are not offered by El Gomhoureya.

Formerly the Egyptian healthcare system was predominantly controlled by the government, whereas in the past ten plus years the private sector has taken on a more active role as the standard of care in the public sector has declined. Though disposable income is generally low in Egypt, making unavoidable healthcare spending a serious expense for a majority of Egypt's citizens (estimated per capita GDP was USD 3,146 in 2014), nonetheless the majority of Egyptian patients prefer to utilize private healthcare facilities.

The Ministry of Health is currently undertaking an ambitious plan of building new hospitals and renovating and refurbishing existing medical facilities with new technologies and up-to-date equipment, especially in the rural, under-served areas. The public sector is expected to account for the majority of expenditure growth in the upcoming years due to the government's Healthcare Reform Program target of achieving universal access to healthcare. The private sector's demand for sophisticated medical equipment is also growing.

Government pledges to improve healthcare have resulted in a recent boost in the purchase of medical devices, and similarly the proliferation of privately-owned hospitals and clinics has steeply raised the demand for high-tech medical equipment in the last 10 years. It is estimated that the market for medical devices will be worth USD 970 million by 2016, and this is almost wholly made up of imports, as Egypt produces very little medical equipment.

Although the economic reformers have developed considerable momentum, red tape remains a business impediment in Egypt. Also, working directly with the government bureaucracy is time consuming and the tender announcement process is not transparent.

## Best Products/Services

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Best sales prospects in medical equipment and supplies include, but are not limited, to the following categories:

- Diagnostic imaging equipment;
- Oncology and radiology equipment;
- Disposables;
- Surgical and medical equipment;
- ICU monitoring equipment;
- Laboratory and scientific equipment; and
- Mobile clinics.

## Opportunities

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Recent reports indicate that the Egyptian government prefers investing in preventative medicine, which is a specialty that caters to medical devices. According to the World Bank, less than 5 percent of total investments are allocated toward health services. Considering the strong demand and fewer barriers to the market, the medical device sector will be ripe for substantial economic growth in the midterm.

In line with the country's reform efforts to upgrade the overall healthcare system, it is expected that there will be opportunities in the long term for U.S. firms that can offer the following services:

- Construction, management, and rehabilitation of hospitals and rural healthcare facilities;
- Emergency care (ambulatory) services;
- Training programs for nurses and physicians;
- Establishment of quality control of biological and laboratory centers;
- Development of quality standards for hospitals, laboratories, and healthcare institutions;
- Providing plans for regulator and accreditation bodies; and
- Training programs to include FDA-drug classification for government officials.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

## Resources

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Commercial Service in Egypt: <http://www.export.gov/egypt/>

U.S. Embassy: <http://www.usaid-eg.org>

USAID: <http://www.usaid-eg.org>

World Bank: <http://www.worldbank.org/>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Ministry of Health & Population: <http://www.mo hp.gov.eg/default.aspx>

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## Oil & Gas Equipment

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### Overview

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Egypt is the largest oil producer in Africa outside the Organization of the Petroleum Exporting Countries (OPEC), and the second largest natural gas producer on the continent, behind Algeria. Egypt also is the largest oil and natural gas consumer in Africa, accounting for more than 20 percent of total oil consumption and more than 40 percent of total dry natural gas consumption in Africa. Egypt has proven oil reserves of 4.3 billion barrels and natural gas reserves estimated at 77 trillion cubic feet (Tcf) with yet-to-find reserves by 2040 at 90 Tcf.

Egypt plays a vital role in international energy markets through the operation of the Suez Canal and Suez-Mediterranean (SUMED) pipeline. The petroleum industry in one of the most dynamic industries in Egypt and petroleum production is by far the largest single industrial activity, representing approximately 16 percent of Egypt's GDP.

Egypt has the largest refinery capacity in Africa, although it operates well below capacity, the refinery output declined by 28 percent from 2009 to 2013, despite growing domestic oil consumption, currently the government is updating existing refineries, also setting up new units for production.

The Petroleum industry in Egypt is managed by the Ministry of Petroleum, under which four companies function as government agencies. One of these is the Egyptian General Petroleum Corporation (EGPC), which concludes concession agreements in cooperation with International Oil Companies (IOCs) in the form of production sharing agreement (PSA). Egypt grants concessions in a specific area through the promulgation of a "special law" by the Egyptian Parliament.

The Egyptian government encourages IOCs to participate in the oil and gas sector, and currently more than fifty IOCs are operating in Egypt. One of the challenges facing Egypt's oil and gas sector is the delayed payments from EGPC. Although the government is actively working to pay back its arrears to IOCs to encourage more foreign partners to continue investing in exploration and development activities, it continues to lag behind in payments. The GOE has publicly committed to repaying outstanding arrears by mid-2016.

Between October 2013 and January 2015, 53 agreements were signed, with minimum investments of roughly \$2.9 billion and a total of \$432 million in signing bonuses for the drilling of 228 wells. In early 2015, procedures are underway to ink three new agreements, with investments totaling \$9.2 billion. At the end of 2014, a new international bidding round was announced, including 10 blocks for Ganoub El Wadi Petroleum Holding Company in the southern Gulf of Suez and Nile Delta regions.

### Sub-Sector Best Prospects

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- Compressed Natural Gas (CNG) Technology and Peripherals
- Drilling Rigs and Related Equipment and Accessories
- Hi-tech Test and Measuring Equipment
- Liquefied National Gas (LNG) Related Technology
- Natural Gas Vehicles (NGV) Technology and Peripherals

## Opportunities

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There are opportunities for U.S. companies in exploration activities, services, sub-contracting, procurement and engineering services, also good opportunities with petrochemical projects.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

## Web Resources

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Commercial Service in Egypt: <http://export.gov/egypt/index.asp>

U.S. Embassy: <http://cairo.usembassy.gov>

The Egyptian Ministry of Petroleum: <http://www.petroleum.gov.eg/>

Ministry of Investment <http://www.investment.gov.eg>

General Authority for Investment and Free Zones: <http://www.gafinet.org/>

Egypt state information service <http://www.sis.gov.eg/En/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

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## Plastics/Packaging Sector

### Overview

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The Plastics/Packaging industry is a well-established sector in the Egyptian market. It has many key manufacturers that feed into many wide ranging sectors, including current production in food packaging, medical packaging, and industrial packaging. As of 2014, total investment in the plastics industry is USD 8.7 billion. The total number of factories in 2014 exceeds 3000 with a total work force of 52,500 employees. It is estimated that at least USD 160 million in investment is added to the industry on an annual basis. The Egyptian government is aiming to reduce plastic waste and is encouraging investment in recycling.

The plastics and packaging industry has significant potential for expansion, as is reflected in the rapid growth of investments. During the last decade Egypt witnessed an enormous growth in its plastics and packaging sector in terms of advancing the technology used by manufacturers.

Many key players in the Egyptian market export their finished products to the African markets (estimated to be 45% of producers), European market (37% of producers) and other markets 18%. These exports are key to the local economy and demonstrate that Egypt today stands on a solid base to be a key player not only in the region but also in the international market. Egyptian manufacturers invested heavily in obtaining high technology machinery from mainly Europe to use in various production lines.

Machinery in the Egyptian market is predominately from China (approximately 37%), the European Union (35%), local production (20%) and other markets (8%).

Forty five percent of needed raw materials is supplied by the local market. Egypt also imports plastics raw materials from the Far East (40%), the European Union (10%) and other markets (5%).

Although the economic reformers have developed considerable momentum, red tape remains a business impediment in Egypt. Also, working directly with the government bureaucracy is time consuming and the tender announcement process is not transparent.

### **Best Products/Services**

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Best sales prospects in plastics/packaging, but are not limited, to the following categories:

- Semi-Automatic Vertical and Horizontal Packaging Equipment
- Corrugated Carton-Making Machinery
- Complete Lines for Making And Filling Pet Bottles for the Edible Oil Industry
- Complete Lines for Making Multi-Layer High Density Polyethylene for the Liquid Milk Industry
- Horizontal Form-Fill and Sealing Machines for the Dairy Industry

### **Opportunities**

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The market is concentrated primarily in the rapidly growing food processing, pharmaceutical, and chemical manufacturing industries. Packaging equipment for the food processing industry represents 40% of the total market. It is expected that there will be an increase in exports in the textile and ready-made industry, which will trigger an increase in demand for packaging equipment.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

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Commercial Service in Egypt: <http://www.export.gov/egypt/>

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USAID: <http://www.usaid-eg.org/>

World Bank: <http://www.worldbank.org/>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

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Unit: USD Million

	2013	2014	2015 (estimated)	2016 (estimated)
Total Market Size	N/A	N/A	N/A	N/A
Local Production	N/A	N/A	N/A	N/A
Total Exports	1215	482	1337	1470
Total Imports	13,820	13,369	152,027	167,229
Total Imports from US	1366	669	1640	1804
Exchange Rate: 1 "USD	6.99	7.58	7.63	7.63

\* There is no published information available and industry exports can't estimate total market size. There are five local manufacturers; however production data is not available.

Egypt possesses an abundance of land, sunny weather and high wind speeds, making it a prime location for renewable energy sources. The renewable equipment market is potentially worth several billion dollars. In 2008, the Egyptian Supreme Energy Council approved the Egyptian Renewable Energy National Strategy to satisfy 20 percent of the generated electricity by 2022 using renewable energies (Wind 12 percent, Hydro power 5.8 percent, and Solar 2.2 percent). The Solar Energy plan aims to install 3.5 GW by 2027 including 2.8 GW PV and 700 MW CSP. The strategy also plans to generate 7.2 GW (12 percent of generated electricity) from wind by 2022. The plan suggests significant private sector involvement noting that the private sector will take the lead on 67 percent of the plan. Over the next three to five years the Ministry of Electricity and Renewable Energy is planning to add 51.3 GW to the current installed capacity, the plan includes 16.2 GW from 2012-2017, 16.4 GW from 2017-2022 and 18.7 GW from 2022-2027.

The New & Renewable Energy Authority (NREA) is recently playing a more strategic role. It currently has about 500 MW of wind power plants in operation and 1340 MW under implementation and development, and is expected to contribute substantially to the rapid expansion of wind power capacity. There are also three privately owned independent power producers (IPPs) with total generation capacity of about 2.5 GW, which started operations in 2002-2003 under 20-year long power purchase agreements with EEHC. The Egyptian government renewable energy plans for 2012-2017 include 1.5 GW of Government projects, 1.3 GW under BOOT mechanisms, and 720 MW as IPP. In January, Egypt selected 67 companies to take part in developing 4.3 GW of renewable energy projects, currently the qualified companies are in the land allocation process.

## Wind Energy

Egypt enjoys excellent wind along the Suez Gulf with an average wind speed of 10.5 m/sec and Egypt is just one of 38 countries in the world with a published National Wind Atlas. The Government of Egypt is planning to provide 12 percent of the generated electricity (7.2 GW) through generated wind energy by 2022.

Since 2001, a series of large scale wind farms have been established with total capacity of 550 MW in cooperation with Germany (KfW), Denmark (DANIDA), Spain, and Japan (JICA). Implementation of the Spanish project in Jebel El Ziet took place in 2013 which clarifies the

huge increase in Egypt imports for renewables which were mainly wind powered generators imported from Spain.

In 2014 the implementation of JICA wind project started with expectations to raise imports by USD 200 million. Another 540 MW project is under construction at Gulf of Suez, a 580 MW project is in financing also at Gulf of Suez and a feasibility study is under way for 200 MW project at West Nile. Also, more projects are under preparation in cooperation with Germany, AFD, EIB and EU (200 MW), MASDAR (200 MW), Germany and AFD (200 MW), and Japan (200 MW).

Recently, the GOE allocated an area of about 7,845 square kilometers on the Gulf of Suez region and the Nile Banks for NREA to implement wind energy projects.

## Solar Energy

Egypt's Solar Atlas states that Egypt is considered a "sun belt" country with 2,000 to 3,000 kWh/m<sup>2</sup>/year of direct solar radiation. The sun shines 9-11 hours a day from North to South in Egypt with few cloudy days.

In 2011, the first Solar Thermal Power Plant at Kuraymat was concluded, with a total installed capacity of 140MW with solar share of 20MW based on parabolic trough technology integrated with combined cycle power plant using natural gas. The power plant is financed from the Global Environmental Facility (GEF) and the Japan Bank for International Development. A 10 MW power plant also has been operating in Siwa since March 2015, and the remaining plants should be implemented and operated consequentially during 2015.

### Sub-Sector Best Prospects

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- Wind turbines
- Wind towers
- Photovoltaic panels and related technologies
- Concentrated solar power equipment and technologies

### Opportunities

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In 2012, GOE approved the Egyptian Solar plan which includes adding 3.5 GW (2.8 GW CSP and 700 MW PV) of solar energy by 2027. The Ministry of Electricity and Renewable Energy signed seven memoranda of understandings worth USD 500 million for solar and wind projects in Egypt. GOE has announced an interim target for the first regulatory period (2015-2017) to contract 4300 MW of both solar and wind energy, and a feed-in tariff (FIT) which will allow Egypt to procure 4.3 GW of solar and wind power production by 2017; its breakdown is as follows: 300 MW for small solar systems, 2000 MW of medium and large size of Solar plants, 2000 MW of medium and large size of Wind plants.

Egypt is also considering financing options to conduct feasibility studies for the following projects:

- Solar-thermal power plant using CSP technology for both Electricity generation and water desalination.
- Solar-thermal power plant for various industrial purposes.

- Designing a technical-financial mechanism to promote for using solar water heaters in residential sector in Egypt.
- Local manufacturing of Renewable Energy equipment.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

## Web Resources

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Commercial Service in Egypt: <http://export.gov/egypt/index.asp>

U.S. Embassy: <http://cairo.usembassy.gov>

Ministry of Electricity and Energy <http://www.moee.gov.eg/>

New and Renewable Energy Authority <http://www.nrea.gov.eg/>

Egyptian Electricity Holding Co. <http://www.egelec.com/>

Egyptian Electricity Transmission Co. <http://www.eetc.net.eg/>

Ministry of Investment <http://www.investment.gov.eg>

General Authority for Investment and Free Zones: <http://www.gafinet.org/>

Egypt state information service <http://www.sis.gov.eg/En/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

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## Safety and Security Industry

### Overview

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Unit: USD million

	2013	2014	2015 (estimated)	2016 (estimated)
Total Market Size	N/A	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A	N/A
Total Exports	N/A	N/A	N/A	N/A
Total Imports	305	366	420	480
Imports from the U.S.	88	90	95	107
Exchange Rate: 1 USD	6.9	7.5	7.63	

There is steady safety and security market in Egypt with a continuous demand for specialized, state-of-the art technology to manage security issues ranging from security for the general public to transparency of commercial transactions. Increased demand of 10-15 percent is expected over the next few years.

The Egyptian government has set an objective to dramatically enhance its safety measures, which will require security upgrades of all airports, seaports, and public facilities. Both government and the private sector are reevaluating and upgrading security systems and technologies at all sites. Overall imports were about USD 366 million in 2014. The U.S. market share is about 25 percent (non-governmental).

Major buyers are government entities such as the Ministry of Interior, the Ministry of Defense, and the Intelligence Department. The Ministry of Interior is doing its best to create new potential for investment in advanced security technology and development of the sector in Egypt. Police agencies have the primary goal of keeping abreast of the latest innovations and strive to be familiar with the various manufacturers and corporations operating in the field. Companies with a reputation for cutting-edge technologies will have an advantage here.

Police and Customs authorities will also have an increased need for such systems. Egypt has eight major ports and four cross-country borders that require significant security measures. In its fight against anti-terrorism, the smuggling of prohibited products, including drugs and counterfeits, Egypt needs container scanning and shipment tracking devices. Egypt is also looking at seafarer identification cards for more secure identification, and synchronizing systems to coordinate security measures and responses.

Although Egypt has always been a price sensitive market, quality is also an important factor, particularly in this field. Therefore the main suppliers to the market are primarily from France, Russia, Germany, Italy, Japan, UK, and the United States.

It is highly recommended that U.S. companies enter the market gradually using a well-established representative. Agents and distributors are well-positioned to deal with both public and private sector concerns. They are also responsible for finalizing the transaction and can coordinate after-sales service with the buyer.

### **Sub-Sector Best Prospects**

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- Anti-terrorism equipment
- Border and perimeter control
- Bomb detection and jamming equipment
- Search and rescue equipment
- Access control & alarm systems
- CCTV and electronic surveillance equipment
- Walk through and handheld metal detectors
- X-ray and scanning equipment

### **Opportunities**

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#### **Market Demand**

The Egyptian market has always been receptive to U.S. safety and security products in particular for walk-through metal detectors, handheld detectors, and surveillance C.C.T.V. systems. Currently the government is focused on importing anti-terrorism equipment such as surveillance equipment, bomb detection equipment, armored vehicles, and improvised explosive device (IED) detectors and diffusers. Currently, governmental, industrial, and tourism sector entities are legally obliged to install certain security systems. Additionally, areas with high traffic visitors, such as malls, cinemas, public parking, hotels...etc. are also obliged to install security systems.

The Egyptian security market requires players to have expertise from within as well as advanced awareness of the global market. Successful key players have enhanced working knowledge of the government and its bureaucratic regulations. Although plans for security upgrades exist, these plans are not always carried out regularly, in a timely manner.

## Market Data

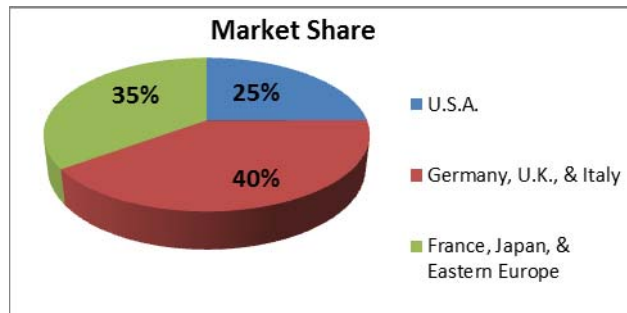
There are various ways for handling security products according to the place, sensitivity, nature of the target, security level needed, funding available, size of the project, rules and conditions for license, and other factors. Generally, small projects with low-to-medium sensitivity levels are implemented via small in-country offices, which place direct procurement orders.

However, large projects with high sensitivity levels may require more supervision in the design process with cooperation from specialists in the Ministry of Interior, Intelligence Departments, Ministry of Defense, and others. Product components of the security systems are obtained from the local market using direct procurement or a bidding process, or they may be obtained totally via an international open request for quotation (RFQ) from abroad.

Figures on defense spending are not released by the Egyptian government. However, various publications have placed defense expenditures at approximately USD 5.5 billion in 2014. It is estimated that in 2015 the defense expenditures will reach a total of USD 6 billion.

## Competition

The United States is very well known for its state-of-the art technology, particularly in x-ray inspection machines and walk-through metal detectors. Sometimes European companies offer similar technologies without the need for an export license, impacting U.S. opportunities. During the past two years U.S. companies have faced challenges obtaining export licenses for products sold to Egypt, leading to a slight decrease in market share.



German, British and Italian suppliers have captured nearly 40 percent of the Egyptian market for complete lines of equipment. This is attributable to the fact that they operate through Egyptian agents, instead of trying to operate on their own. The remaining 35 percent belongs to Japan, France, and Eastern Europe. The U.S. market share is about 25 percent (non-governmental).

There are numerous competitive factors, including, but not limited to, technological advancement, high quality, and after sale services (low-cost maintenance). U.S. products have a critical price advantage over European products. However, lengthy procedures in obtaining an export license disadvantage U.S. companies.

## Prospective Buyers

There are three different sectors of end-users which consist of governmental, industrial and commercial. Within the governmental sector, the Ministry of Interior and Ministry of Defense maintain the highest purchasing capacity.

Secondly, the industrial sector includes oil & gas companies, chemical plants, manufacturing plants, ports and real estate contractors. The Ministry of Housing & Urban Development requires these establishments to install fire sensing and detection equipment, fire alarm systems, and extinguishing equipment.

In addition, all public entities are legally obliged to install safety products. Some of the main commercial entities include banks, conference halls, hospitals, hotels, malls, museums, schools and universities, and theaters and entertainment facilities.

The market for security sensing and detection equipment is growing in Egypt, as both the Egyptian public and private sectors realize that such equipment enables them to combat security threats more effectively. As a result, prospects for future sales of high quality U.S. safety and security products, particularly sensing and detection equipment, are positive.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

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Commercial Service in Egypt: <http://www.export.gov/egypt/>

U.S. Embassy: <http://cairo.usembassy.gov/>

Ministry of Interior: <http://www.moiegypt.gov.eg/>

Ministry of Defense: <http://www.mod.gov.eg/mod/>

Ministry of Military Production: <http://www.momp.gov.eg/>

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## Water/Wastewater Resources

## Overview

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Unit: USD Million

	2013	2014	2015 (estimated)	2016 (estimated)
Total Market Size *	4.658	5.124	5.636	6.189
Total Local Production	N/A	N/A	N/A	N/A
Imports from the U.S.**	931	1.024	1.127	1.239
Exchange Rate: 1 USD	EGP 7	EGP 7	EGP 7	7.63

The Egyptian market for water and wastewater equipment and services is growing and becoming more competitive due to renewed government focus on the sector and recently secured investments creating opportunities for foreign and domestic operators and investors.

Water-intensive agricultural methods also threaten Egypt's water resources. In response to the threat, the government has recommitted its focus on the sector and the efficient use of resources. For example, in April 2013 the government called for the prohibition of rice cultivation in desert lands. Moreover, the government is working to secure badly needed foreign investment.

The Egyptian government is also working to create a favorable, competitive landscape and may be ready to provide guarantees on payments for public-private partnership water projects to help mitigate the currency risk. The Holding Company for Water and Wastewater (HCWW) has finalized the country's master plan for water and sanitation up to 2037, which prioritizes a number of potential water projects according to socio-economic need. HCWW says capital expenditure of over USD 2 billion will be ploughed into water supply and more than USD 3.5 billion will go into wastewater between 2015 and 2020.

Despite the presence of the Nile River, which spans the entire length of Egypt from South to North, Egypt has suffered from water scarcity problems in recent years. The Government of Egypt has launched a number of awareness campaigns to educate Egyptians concerning best practices for developing networks to ensure effective and responsible water distribution and usage. The governments of Egypt, Ethiopia and Sudan signed a declaration of principles on March 23 on the Grand Ethiopian Renaissance Dam to end the Nile water crisis which is a positive step after a period of concern from Egypt on the effect the Dam will have on its water resources.

There is also a strong need to expand networks of wastewater management to a huge number of rural areas throughout Egypt. The table below shows a comparison of various networks around the country that have been developed and constructed over the last eight years.

Year	2005	2015
<b>Service region</b>	12 governorates	27 governorates
<b>Subsidiary companies</b>	14 companies	25 companies
<b>Water service coverage – millions</b>	2.5 No coverage 7.5 Rotation system 15 Unacceptable Service	98 percent
<b>Wastewater service coverage</b>	40 percent	50 percent 90 percent Urban 10 percent Rural
<b>Water production – annual average</b>	18 million m <sup>3</sup> /day	25 million m <sup>3</sup> /day
<b>Water treatment plants</b>	1005 Plants	2705 Plants

<b>Wastewater treatment plants</b>	149 plants	382 plants
<b>Water distribution networks</b>	74,000 km	155,000 km
<b>Wastewater collection networks</b>	28,000 km	42,000 km

TABLE SOURCE: Holding Company for Water and Wastewater.

A decade ago, the Government of Egypt established the public sector Holding Company for Drinking Water and Wastewater (HCDWW), which unified the various public sector and other water and sanitation companies across Egypt. According to the Presidential Decree that created the HCDWW, the company's mission is to purify, desalinate, sell and distribute drinking water; and to collect, treat, and safely dispose of wastewater. HCDWW also has responsibility for extending drinking water to villages, and maintaining, renovating, and replacing drinking and wastewater collection systems.

The Egyptian government practices a revenue generating method to raise funds for new sewage networks and potable water stations. The government plans to expand services in Upper Egypt and rural areas to reach the low and middle class population. The Government of Egypt has multiple projects planned through the public-private partnership model, including the Abu Rawash Water Plant and the 6<sup>th</sup> of October Plant.

The Egyptian Military Commercial Unit is active in the water sector and builds some of HCDWW's plants. The military also plays an active role in the desalination and reverse osmosis plants in areas adjoining the Mediterranean and the Red Sea.

The following is a list of the major ongoing projects funded by the Government of Egypt and international donors:

- The OPEC Fund for International Development (OFID) announced that it will fund two irrigation projects worth USD 65 million and the French Development Agency (AFD) granted a USD 75 million loan agreement for drinking water and sanitation projects in southern Egypt.
- The Egyptian Government has allocated USD 2 billion for sanitation projects in rural areas.
- Egypt launched a national water campaign to reduce water usage.
- USAID is funding fund USD 42 million worth of water infrastructure projects in northern Sinai in 2014.
- The German government announced a USD 225 million loan for infrastructure projects, including the USD 65.5 million Assuit Barrage irrigation project.
- A range of partners including Switzerland and German development bank KfW have agreed for funding of USD 250 million for phase two of Egypt's improved water and wastewater services which will be implemented in Upper Egypt.
- In April 2015, the Islamic Development Bank announced it will provide USD 110 million for irrigation and water treatment in Egypt.



Wastewater management projections for 2015 include:

- Total water extraction will see a 10.6 percent increase in 2015, reaching 13.68 million cubic meters.
- Water consumption will increase by over 9 percent to over 11.8 million cubic meters in 2015, and household water consumption will see a corresponding increase to around 7.6 million cubic meters over this period.
- Water losses will stabilize to 2.34 million cubic meters in 2015 as investment continues to be limited into new desalination and wastewater projects, rather than used for modernization and general upkeep.
- Total wastewater discharged into the sewage networks will increase from 19 million cubic meters in 2014 to 25.8 million cubic meters by 2018, largely due to the aforementioned focus on improving and expanding wastewater treatment facilities and sewage networks.

### **Best Products/Services**

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- Sanitary wastewater projects
- Composting programs
- Water and sludge treatment projects, filters and services
- Reverse osmosis
- Water desalination equipment
- Design of water plants
- Solid waste management equipment and operation
- Water meters
- Water and sludge treatment projects, filters and services

### **Opportunities**

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Egypt is interested in updating its technology in the water sector, in areas such as water desalination, reverse osmosis, and the design and construction of new water plants in rural areas. According to the HCDWW, there is a strong need in the following areas:

- Project design and construction of water treatment plants ranging in size depending on the population of the governorate;
- Project design and construction of desalinization plants; and
- Water and wastewater treatment equipment and technology.

The U.S. share of Egypt's water equipment and services market is currently estimated at approximately 20 percent.

Opportunities exist for U.S. companies in the fields of water resources consulting and the supply of water pumps and filtration equipment and devices.

The Egyptian Custom Authorities uses the Harmonized System Classification to identify products and their duties and taxes. The average tariff for this sector varies and depends on the HS Code and its sub category.

## Challenges

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The Egyptian market is a very price sensitive market. European products have dominated the water resources sector, with the exception of specific projects that were funded by USAID. The European Union and the Japanese are currently very active in Egyptian water and wastewater infrastructure projects. Their presence in the Egyptian water resources market makes market entry more challenging for U.S. companies.

## Resources

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Commercial Service in Egypt: <http://export.gov/egypt>

U.S. Embassy: <http://egypt.usembassy.gov>

USAID: <http://www.usaid-eg.org/>

World Bank: <http://www.worldbank.org>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Ministry of State for Environmental Affairs: <http://www.eeaa.gov.eg/>

Holding Company for Water: <http://www.hcww.com.eg>

Contact for the Commercial Specialist in charge of the Water Resources Sector:

Hany Wassef, [Hany.Wassef@trade.gov](mailto:Hany.Wassef@trade.gov)

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## Agricultural Sectors

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### Forest Products (Wood):

Unit: USD million

	2013	2014	2015 (Estimated)	2016 (Estimated)
Total Market Size	N/A	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A	N/A
Total Exports	37	66	73	81
Total Imports	1440	1856	1949	2046
Imports from the U.S.	26	31	35	41

Source: Global Trade Atlas

Egypt's imports increased from \$1.44 billion in 2013 to \$1.856 billion in 2014, a change of almost 29 percent. Imports include wood in the rough, treated with paint, stains, creosote or other preservatives, sheets for veneering, coniferous wood and particle board of wood. In 2014, U.S. origin forest products had a market share of 1.6 percent with a value of \$31 million. U.S. exports to Egypt include wood sawn or chipped lengthwise and sheets for veneering including those obtained by slicing laminated wood. Other suppliers include Russia, EU, China and Turkey. The custom tariff is 5 percent on imports from the U.S., Russia and China while imports from EU and Turkey are duty-free. Total imports increased by 5 percent in 2015/16 while U.S. exports increased by 10 percent.

### **Tree Nuts:**

Unit: USD million

	2013	2014	2015 (Estimated)	2016 (Estimated)
Total Market Size	N/A	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A	N/A
Total Exports	0.145	0.199	0.200	0.210
Total Imports	94	98	103	109
Imports from the U.S.	26	23	25	28

Source: Global Trade Atlas

Demand for tree nuts has maintained solid growth in the last five years. Egypt's imports increased from \$94 million in 2013 to \$98 million in 2014, an increase of about 4 percent. Egypt tree nuts imports include almonds, walnuts, pistachios and hazelnuts. In 2014, U.S. origin tree nuts had the highest market share at 23 percent with a value of \$23 million. U.S. exports are mainly almonds but also include walnuts, pistachio and hazelnuts. Other suppliers include Iran, Vietnam, Turkey and India. Egypt applies 10 percent custom tariffs on most of fresh, dried and shelled tree nuts. Imports are expected to increase by 10 percent in 2016 to reach \$30 million. Egyptian consumers' perceptions of tree nuts are similar to those in the West: a healthy and nutritious snack. Additionally, it's a mainstay in confectionary products such as Kunafa, Umm Ali, and Basbousa, and nuts are widely consumed during Ramadan festivities.

### **Pet Foods**

Unit: USD million

	2013	2014	2015 (Estimated)	2016 (Estimated)
Total Market Size	N/A	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A	N/A
Total Exports	0	0	0	0
Total Imports	1.846	2.400	3.12	4.00
Imports from the U.S.	0.169	0.342	0.513	0.613

Source: Global Trade Atlas

Imports of pet foods (dogs and cats foods) have significantly increased in the last couple of years. Imports increased from \$1.8 million in 2013 to \$2.4 million in 2014, growth of 33 percent. U.S. origin pet foods increased from \$169 thousand in 2013 to \$342,000 in 2014. Egypt now allows imports of all pet food varieties including products that contain ruminant materials. Before mid-2014, Egypt used to ban pet food with ruminant materials due to BSE concerns (BSE: Bovine spongiform encephalopathy and commonly known as mad cow disease). The custom tariff is 30 percent on pet foods.

### **General Agricultural Trade:**

Agricultural policy is generally consistent with the WTO. There are however some serious non-tariff barriers (NTBs) including application of non-science based standards and inappropriate inspection and testing requirements.

The following are the main agricultural products currently affected by NTBs:

- Poultry parts
- Feather meal
- Beef from cattle treated with synthetic animal growth promotions or h hormones
- Grain for which sampling demonstrates the presence of ambrosia, a weed seed

Egypt has a Free Trade Agreement with the EU, Arab countries, Turkey and COMESA and is negotiating with Russia, among others. U.S. food and agricultural exports to Egypt in 2014 reached USD 1.784 billion, up by USD104 million or 6 percent compared to 2013. Although exports rose in 2014 compared to 2013, U.S. agricultural exports had surpassed USD 2 billion as recently as 2011, before Russia and Ukraine grain exports to this country and throughout the region have garnered significant market share, particularly for wheat. U.S. exports of corn increased by 96 percent from USD 22 million in 2013 to USD 595 million in 2014. Similarly U.S. soybean imports increased by 17 percent from USD 286 million in 2013 to USD 335 million in 2014. However, U.S. wheat exports dropped by 70 percent from USD 509 million in 2013 to USD 152 million in 2014.

In 2014, Egypt imported USD 1.784 billion in food and agricultural products from the United States. Leading imports in rank order of value were: Corn, soybeans, wheat, beef and beef products, feeds and fodders, dairy products, soybean meal, vegetable oils, tree nuts and forest products.

Egypt's major agricultural exports to the world are potatoes, cotton, and fresh fruit, primarily citrus. Most of Egypt's exports are destined for the EU, Russia, North Africa and the Middle East. In 2014, Egypt exported USD 98 million in food and agriculture products to the United States. Main exports to the U.S. included processed fruit and vegetables, spices, essential oils and herbs.

Import duties on most agriculture products remain minimal, with some notable exceptions (alcoholic beverages and tobacco). In general, the United States enjoys good access to this market, although, as cited above, some non-tariffs barriers persist including some non-science based standards and inappropriate inspection and testing requirements for some goods which result in hindering the trade and product detention.

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## Chapter 5: Trade Regulations, Customs and Standards

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### Import Tariffs

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In the last ten years the Government of Egypt has significantly reduced import tariffs. Tariffs on the vast majority of goods entering Egypt are below 15 percent. One exception is clothing, which carries a tariff of 30 percent. Vehicles, alcohol, and tobacco are the only items on which tariffs are still 40 percent or greater. Passenger vehicles with engines under 1,600 are subject to an import tariff of 40 percent. Vehicles with engines over 1,600 cc are subject to an import tariff of 135 percent. Additionally, vehicles with engines over 2,000 cc are subject to an escalating sales tax of up to 45 percent.

In March 2013 the government issued a decree increasing tariffs from 5 percent to 40 on imports of over 100 “non-essential” and luxury goods, including boats, fireworks, shrimp, sunglasses, video games, and watches. Additionally, a 5 percent increase on the existing customs tariff on luxury items was imposed.

Egypt’s Presidential Decree 184 of 2013 increased import tariffs on some agricultural products including fish, dairy products, cut flowers, and fresh and dried fruits and nuts. The tariff increase will affect some U.S. agricultural exports to Egypt. U.S. exports of fresh apples are subject to 30 percent tariffs compared to 20 percent prior to the decree. Tariffs on U.S. dried nuts are now subject to 10 percent tariffs instead of 5 percent, and U.S. poultry continues to be subject to a duty of 30 percent. The decree also decreased the import tariff on goods such as dairy products, sorghum, safflower seed, melon seed and cocoa butter.

At the same time, the country maintains low applied import tariff rates on most other agricultural imports, levying a customs duty of 5 percent or less. Products from the European Union like apples benefit from duty-free access thanks to the EU-Egypt Free Trade Agreement (FTA). Egypt’s agricultural import applied tariffs are set lower than the bound rate. Egypt levies prohibitive tariffs of 3,000 percent on alcoholic beverages. It also applies product specific duties of EGP 150 per net kilogram, equivalent to 211 percent, on tobacco and tobacco products imports.

For most U.S. food and agricultural exports, Egypt maintains import tariffs of 5 percent or less while U.S. processed and high-value exports face import tariffs of 20-30 percent. However, U.S. exports of wheat, beef and beef products, and cotton all continue to face sanitary, phytosanitary, and technical barriers to trade. Egypt maintains a de facto ban on imports of U.S. poultry parts, seed potatoes and feather meal.

For more information visit the FAS website at [www.fas.usda.gov](http://www.fas.usda.gov) and read the “**Trade Policy Monitoring Report**” for Egypt

**Trade Barriers**

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## **SERVICE BARRIERS**

### **General Agreement on Trade in Services (GATS) Commitments**

Egypt restricts foreign equity in construction and transport services to 49 percent. In the computer services sector, larger contributions of foreign equity may be permitted, such as when the Ministry of Communication and Information Technology determines that such services are an integral part of a larger business model and will benefit the country. Egypt restricts companies from employing non-nationals for more than 10 percent of their workforce. Limitations on foreign management also apply to computer-related services (60 percent of top-level management must be Egyptian after three years from the start-up date of the venture). A prohibition on the acquisition of land by foreigners for commercial purposes was amended in 2002 to allow such acquisition under certain circumstances.

### **Courier and Express Delivery Services**

Private courier and express delivery service suppliers seeking to operate in Egypt must receive special authorization from the Egyptian National Postal Organization (ENPO). In addition, although express delivery services constitute a separate for-profit, premium delivery market, private express operators are required to pay ENPO a "postal agency fee" of 10 percent of annual revenue from shipments under 20 kilograms. In 2010, ENPO requested private courier and express delivery services to pay a fee of EGP 5 (USD 0.83) on each imported consignment under 20 kilograms. Currently both U.S. and European courier services operate in Egypt.

### **Transportation**

The GOE liberalized maritime and air transportation services in 1998. For the past 15 years, the Egyptian private sector has been conducting most of the maritime cargo activities such as loading, supplying, ship repairs, and container handling. Ninety percent of Egyptian exports are moved through seaports. Egypt has 65 ports: 15 are commercial ports, 15 serve the petroleum industry, 9 serve the mining industry, 5 serve the tourist industry, and 21 are utilized for commercial fishing. Seaports are located on both the Mediterranean and the Red Seas.

40 percent of global oil shipments and over 10 percent of the world's trade passes through the Suez Canal. Political and economic unrest has raised concerns about the security of shipments in the Suez Canal areas, and some shipping lines choose to bypass the area as a result, although the Military has taken full control of the Suez Canal areas to protect Suez Canal transit.

The Port of Alexandria now handles about 65 percent of Egypt's trade. In 2013 the Port of Alexandria's handling capacity reached 36.8 million tons per year, up from 32 million tons per year in 2004. Recent renovations and improvements of the Port of Alexandria include: construction of deeper quays to receive larger vessels; redesign of storage areas, warehouses, and associated infrastructure; installation of new fiber optic cables for data transmission; installation of a more automated cargo management system; and renovation of the passenger

cruise ship terminal. While these renovations have resulted in a smoother flow of goods and services, the total average time from arrival of a consignment to final release takes 8-9 days including the clearances by Customs and other agencies.

When shipments require approval from the General Organization for Export and Import Control (GOEIC), customs clearance takes from 2 to 20 days, depending on the type of cargo. Total containers handled in Egyptian ports were 7.1 million TEUs in 2014. The percentage of containerized cargo was 48% of the total volume of cargo handled during 2014; Port Said handled 3.4 M TEU in 2013

Egypt and the United States concluded an Air Transport Agreement in 1964, and the countries have modified the agreement only twice since then, adding a security article in 1991, and in 1997 adding an amended route schedule, a limited agreement on cooperative marketing arrangements, and a safety article. The agreement remains restrictive and has no provisions on charter services. Private and foreign air carriers are not able to operate charter flights to and from Cairo without the approval of the national carrier, EgyptAir. The United States remains interested in replacing the restrictive 1964 agreement with an Open Skies air services agreement.

EgyptAir joined the Star Alliance in July 2008 and entered into a code share agreement with United Airlines, operating the only direct link to the U.S. between Cairo International Airport and New York's John F. Kennedy Airport.

A dedicated air cargo facility at Cairo International Airport serves as the main provider of airfreight services in the country. Five cargo terminals handle around 400,000 tons of cargo each year, 60 percent of which are exports from Egypt. The airport sector requires significant upgrades, and the Government of Egypt plans to upgrade the airports of Cairo, Hurghada, and Sharm El Sheikh.

### **Other Services Barriers**

Egypt maintains several other barriers to the provision of certain services by U.S. and other foreign firms. Foreign motion pictures are subject to a screen quota, and distributors may import only five prints of any foreign film. According to Egyptian labor law, foreigners cannot be employed as export and import customs clearance officers, or as tourist guides.

### **Import Requirements and Documentation**

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For an imported shipment to be accepted at Customs in Egypt, the shipment must have the following documents:

- **Commercial Invoice:** Two copies plus the original document are required. Legalization by the Egyptian consulate in the country of origin is required in most cases.
- **Certificate of Origin:** Two copies plus the original document are required. The Certificate of Origin must be authenticated by the Egyptian Consulate in the country of origin. Natural products are considered to originate in the country where the goods are extracted. The Certificate of Origin must bear a statement that the information given is true and correct to the best of the shipper's knowledge.
- **Packing List:** A packing list may be required by the consignee and is recommended in most cases.

- **Bill of Lading:** A bill of lading must show the name of the shipper, the address, and the number of bills of lading issued. There are no regulations specifying the form or number of bills of lading required for shipment. The number of bills of lading required depends upon the carrier.
- **Pro Forma Invoice:** This is an invoice required by the importer for submission along with the import license. It must show the country where the goods were manufactured.
- **Letter of Credit:** The Central Bank of Egypt in March 1999 advised all banks operating in Egypt that L/Cs must be covered 100 percent in cash by the importer, except when importing some food items. This replaced the previous procedure whereby banks and their clients reached their own agreements and usually covered 10-20 percent of the L/C's value. In general, the exporter may not ship the goods before the Egyptian bank has provided notification of the opening of a L/C. If the goods are shipped before the L/C is opened, the importer runs the risk of being fined up to a maximum of the value of the goods. If the importer does not bear the cost, then the exporter will have lost the value of such a shipment, and in the case of products with a limited shelf-life, the delay at the customs can mean that even if the exporter (e.g. a U.S. company) wanted to take back the shipment, it's no longer of any use.
- **Content Analysis of the Commodity:** Required for those products that may be subject to standards testing.

All certificates issued concerning the shipment of product, and the product description, must be countersigned by the Chamber of Commerce and notarized by the Egyptian Embassy or Consulate in the country of origin.

## INVESTMENT BARRIERS

Under the 1986 United States-Egypt Bilateral Investment Treaty (BIT), Egypt is committed to maintaining an open investment regime. The BIT requires Egypt to accord national and Most-Favored Nation (MFN) treatment (with certain exceptions) to U.S. investors, to allow investors to make financial transfers freely and promptly, and to adhere to international standards for expropriation and compensation. The BIT also provides outlines for binding international arbitration of certain disputes.

Based on a review of Egypt's investment policies, the OECD has invited Egypt to join the OECD Declaration on International Investment and Multinational Enterprises. Egypt signed the Declaration in 2007, becoming the first Arab and first African country to join. During this process, Egypt agreed to review the restrictions on investors identified in the OECD's 2007 Investment Policy Review of Egypt, such as certain limits in the tourism sector.

For more information on Openness to Foreign Investment see [Chapter 6: Openness to Foreign Investments](#)

## OTHER BARRIERS

### Pharmaceutical Price Controls

In 2009, the Ministry of Health and Population (MoHP) issued Decree 499 to replace Egypt's "cost-plus" system of pharmaceutical pricing with a new "reference pricing" system that set the price of brand-name drugs in Egypt 10 percent lower than the lowest international sales price for the drug. The decree also sets a price ceiling for generic drugs at 60-70 percent of the amount of the brand-name drug, which is higher than the average sales price for generics in Egypt. The decree is



currently in force, though MoHP only enforces the reference pricing elements of the decree, but has not implemented pricing adjustments based on exchange rate fluctuations. Pharmaceutical companies have also not implemented the pharmacy or dealer compensation elements of the decree. Pharmaceutical companies are currently negotiating with MoHP to revise certain “reference pricing” elements of Decree 499.

### **Sanitary/Phytosanitary Standards**

Egypt has a complex array of sanitary and phytosanitary (SPS) measures and quality standards regulating its food imports. Inspection and testing procedures are often non-transparent. Its SPS and TBT measures are frequently not in compliance with Egypt’s WTO obligations and impede market access. U.S. poultry parts and offal, beef and beef products, seed potatoes, and feather meal exports are impacted.

### **ANTICOMPETITIVE PRACTICES**

Under Egyptian competition law, a company holding 25 percent or more market share of a given sector may be subject to investigation if suspected of certain illegal or unfair market practices. The law is implemented by the Egyptian Competition Authority, which reports to the Ministry of Trade, Industry, and Investment. However, the law does not apply to utilities and infrastructure projects, which are regulated by other governmental entities.

In 2008, Law 3 of 2005 on Protection of Competition and Prohibition of Monopolistic Practices was amended and passed by the People’s Assembly under Law 190 of 2008. The amendment sets the minimum fine for monopolistic business practices at EGP 100,000 (USD 14,320) and the maximum at EGP 300 million (USD 42.9 million). It also provides for doubling the penalty in cases where violations are repeated. The first trial under both new laws involved a cement company, which was convicted in 2008 and fined EGP 200 million (USD 28.6 million), which was upheld on appeal.

### **U.S. Export Controls**

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Egypt is not subject to special sanctions (such as those imposed on Sudan and Iran). Nevertheless, there are three aspects of U.S. export control regulations that should be considered in doing business with Egypt:

First, American companies may not aid or abet the boycott against Israel that the Arab League has had on the books for years. If there appears to be any request that might be in support of boycotts, companies should contact the Bureau of Industry and Security (BIS) in the U.S. Department of Commerce at <http://www.bis.doc.gov/index.htm>.

Second, BIS has a Denied Persons List and the Office of Foreign Assets Control (OFAC), U.S. Department of the Treasury, has a Specially Designated Nationals List at <http://www.treasury.gov/resource-center/sanctions/SDN-List/Pages/default.aspx>. Both of these lists can be checked online to ensure that the prospective business partner has not been blacklisted.

Third, individual items may require specific export licenses. For a number of items, a specific license is required; in particular products whose high-tech nature implies that the export may involve a national security risk.

Contacting BIS will enable an exporter to determine whether or not specific items require a license. If a specific license is required, one of the considerations will be the reliability of the end-user.

Government agencies and companies with a solid business reputation are more likely to be granted a license.

### **The International Traffic in Arms Regulations (ITAR)**

The Department of State is responsible for the export and temporary import of defense articles and services governed by 22 U.S.C. 2778 of the Arms Export Control Act (AECA) and Executive Order 13637.

The International Traffic in Arms Regulations (ITAR) implements the AECA. The ITAR is available from the Government Printing Office (GPO) as an annual hardcopy or e-document publication as part of the Code of Federal Regulations (CFR) and as an updated e-document.

For more information please refer to the Department of State website at the following link:

[http://www.pmdt.c.state.gov/regulations\\_laws/itar.html](http://www.pmdt.c.state.gov/regulations_laws/itar.html)

### **Temporary Entry**

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In general, Egyptian customs allows for commercial samples and temporary imports for display purposes at officially recognized exhibitions or for sales promotion activities to enter the country duty free, with the exception of goods that are cited on the list of prohibited imports. These goods are:

- Second hand vehicles
- Bone-in-beef cuts
- Origin poultry parts
- Apparel
- Natural products, vitamins, and food supplements
- Used and refurbished medical equipment

For more information on prohibited imports see [Prohibited and Restricted Imports](#).

Certain conditions do apply, however:

- Medical samples must comply with the rules for the importation of pharmaceuticals. Foodstuffs must comply with the relevant health regulations.
- In certain cases, goods imported on a temporary basis may be disposed of or sold in Egypt upon payment of the appropriate customs duty plus an extra tax of 10 percent per month after clearing customs.
- On re-exportation of goods imported under temporary import regulations, companies should ensure that correct documentation and return of the letter of guarantee is obtained from Egyptian Customs in order to avoid claims against the company at a later stage.
- Printed advertising materials, such as catalogs, posters, or films, may also be imported duty free in small quantities.

### **Drawback System**

Exporters may also take advantage of the drawback system. This procedure is different from the temporary admission system in that full customs duties are paid on the imported materials and the manufacturer does not fill out a special form with Customs. However, there is a one-year time

requirement to re-export these imports as part of a final product in order to have the right to reclaim the full amount of the duties paid as well as other taxes such as the sales tax. There are bureaucratic challenges associated with both the drawback and the temporary entry systems. In particular exporters have referenced long waiting times for receipt of their tax rebates.

## **Labeling and Marking Requirements**

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Food imports face a number of labeling and packaging requirements. Poultry and meat products must be shipped directly from the country of origin to Egypt and sealed in packaging with details in Arabic both inside and outside the package. Appropriate packaging must be provided for food products. These should be clean and odorless to preserve the product and prevent damage. Production and expiration dates must be clearly displayed on the product's packaging in Arabic. The label must include:

- Name and address of manufacturer
- Brand or trade mark (if applicable)
- Country of origin
- Type of product
- Name and address of importer
- Production and expiration dates
- Product use instructions (optional)
- **Ingredients**
- Storage instructions or storage temperature
- Net weight
- Gross weight and total number of packages per case or carton
- If preservatives are being used- percentages of each preservative must be indicated
- If meat or poultry, the statement that the meat "is slaughtered according to Islamic ritual" or "Halal," must be included
- For meat or poultry, all products must be in packaged and sealed bags. Labels must be inserted inside the package as well as on the outside. The label on the meat must include the following:
  - Country of origin
  - Producer's name and logo
  - Name of slaughterhouse
  - Slaughter date
  - Name and address of importer
  - Name of entity, which issued the "Islamic slaughter" definition.

The above-mentioned documents must be legalized and endorsed by the Egyptian consulate in the country where the product is originated.

## **Packaging requirements**

Article 74 of the Import and Export regulations stipulates that the package should be fit for preserving the product, and the product should occupy the space of the container in full. If a container is wooden, the container itself should be accompanied by an official certificate that states it is free from wood-harmful pests and insects.

Data that appears on equipment, tools and machinery should be identical to those appearing on the package. The country of origin should be indicated on each item and be non-erasable. They should be accompanied with an Arabic-language catalogue indicating the following:

- An illustrative design of the parts
- Mode of assembly and operation
- Maintenance procedure
- Electrical circuits for electrical equipment
- Safety measures

Products prone to rust and corrosion should be painted with a special protective paint. Check that the labeling on the goods conforms to the current Egyptian labeling regulations for the product in question.

Be aware that packaging and import description discrepancies can lead to payment default.

### **Multiple product samples**

Sampling and inspection duties are mainly carried out by the GOEIC, however, some products may be subject to inspection by other concerned institutions. GOEIC has been authorized to assume inspection and certification functions without referral to any higher authority, but for the food industry, for example, there are 3-4 bodies involved that have the right to take samples from any imported shipment. They are:

- The Radiation Department of the Ministry of Energy and Electricity
- The Ministry of Health
- The Ministry of Agriculture (Veterinary Office)
- The Ministry of Trade, Industry, and Investment (Export and Import Control)

Each agency draws its own sample and tests it independently.

### **Shelf-life standards and product specifications:**

In 1994, the government issued a decree that all food products should have at least 50 percent of the established shelf life remaining at the time of importation into Egypt. Moreover, Egypt applies shelf life standards to certain non-food imports such as syringes and catheters. Milk and dairy products, meat and meat products, fish and fish products, and poultry and poultry products, each have a shelf life determined by the Egyptian Office of Standards (EOS). Exporters to Egypt must be aware that import and custom procedures take a period of no less than 2 weeks; hence, expiration dates must be at least twice that length of time.

## **Prohibited and Restricted Imports**

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### **Apparel**

Egypt lifted its ban on apparel imports on January 1, 2002, replacing it with excessive specific rate duties. In January 2004, the Egyptian Government issued a decree replacing these specific-rate duties with ad valorem (percentage of value) tariffs consistent with Egypt's commitments to the WTO.

## **Vehicles**

Egypt restricts the import of used passenger vehicles. Passenger vehicles may only be imported up to one year after the date of manufacture. Egyptian regulations allow foreign investors to import a vehicle duty-free for their private use in the year of manufacture, provided that approval is obtained from the Chairman of the General Authority for Investments and Free Zones (GAFI).

## **Beef**

In June 2014, Egypt made two notifications to the WTO TBT and SPS Committees— G/TBT/N/EGY/48 and G/TBT/N/EGY/63; and G/SPS/N/EGY/56 and G/SPS/N/EGY/57, respectively – which amended Egypt’s meat and meat varieties standards by establishing a zero tolerance level for synthetic animal growth promotants (synthetic hormones) in foodstuffs of animal origin. The new regulations are not science based and not based on risk assessment as there is no scientific evidence that, in abundance with Codex MRLs, residues of synthetic hormones in beef present a health risk for consumers. In 2014, the United States exported \$150 million of beef and beef varieties to Egypt.

## **Poultry**

In 2003, Egypt banned the imports of whole frozen poultry, parts and offals. In 2006, the ban was eased by restricting imports to whole frozen poultry and continues to ban poultry parts and offals. To protect its domestic poultry industry, Egypt bans the import of poultry parts from all origins, including chicken leg quarters (CLQs) claiming halal slaughter concerns. The concern over halal requirement is unfounded as Egypt’s General Organization for Veterinary Services (GOVS) has already inspected and approved 22 U.S. poultry plants for export to Egypt. Inspection teams from GOVS have certified that U.S. slaughtering processes and food safety measures are in accordance with halal practices. Opposition from domestic poultry producers blocks the import of more affordable, higher quality U.S. poultry parts. As a result of the high cost of beef and beef products, lower- and middle-income Egyptians turn to poultry as an alternative protein source. Demand for poultry products outpaces supply, driving prices upwards and beyond the reach of many lower-income consumers. The Foreign Agricultural Service (FAS) Cairo estimates the impact of the poultry ban on trade at approximately \$100 million.

## **Feather Meal**

Ministry of Agriculture and Land Reclamation’s Decree 448 (March 19, 2012) banned the import of heat-treated feather meal from all origins. Egypt cites contamination and nutritional value concerns as a justification for the ban. Although Egypt has notified the WTO, its notification omits references to it having similar concerns with its own domestic feather meal production. This ban is not science-based, contradicts OIE findings, and fails to meet Egypt’s WTO obligations. The OIE provides recommendations for feather and poultry meals imports based on heat treatment. The OIE Terrestrial Animal Health Code (Chapter 10.4 on Avian Influenza, Article 24) recognizes that feather meal treated at sufficiently high temperatures ensures the elimination of the AI virus and other potential contaminants.

## **Rice**

On September 1, 2014, Egypt lifted its rice export ban. Milled rice exports are permissible, but require an export permit and the payment of export taxes. Exporters are only authorized to export rice through Ministry of Industry and Foreign Trade export tenders. This requires that for every ton they intend to export, traders deliver one ton of rice to the Ministry of Supply at \$ 261/ ton. Additionally, they would have to pay an export license fee of \$280/ ton exported, raising their export cost to approximately \$480/MT

## **Seed Potato**

At present, Egypt imports seed potatoes exclusively from the EU, primarily the Netherlands and the UK. For four years, Egyptian and U.S. quarantine officials have worked on a bilateral market access package: Concurrent market access for Egyptian oranges and tangerines to the United States and U.S. seed potatoes to Egypt. The U.S. has finalized its risk assessment for Egyptian citrus, and in February 2015 the Egyptian side approved certified seed potato imports from the state of California, leaving 15 other U.S. states yet to be approved. The intent is to have market access requirements for seed potatoes finalized by October 2015.

## **Medical Equipment and Supplies**

The Ministry of Health (MoHP) banned the importation of used and refurbished medical equipment and supplies to Egypt. The ban does not differentiate between the most complex computer-based imaging equipment and the most basic of supplies. At present, even new medical equipment must be tested in the country of origin and proven safe before it will be approved for importation into Egypt. The importer must submit a form requesting the MoHP's approval to import medical equipment. The importer will also provide a certificate issued by official health authorities in the country of origin, indicating that the medical equipment, subject to importation, is safely used there.

The importer must also present an original certificate from the manufacturer indicating the production year of the equipment, and that the equipment is new. In addition, the importer must present a certificate of approval from the FDA or the European Bureau of Standards. The importer must prove it has a service center to provide after sales support for the imported medical equipment, including spare parts and technical maintenance. The MoHP's technical committee examines and reviews the technical specifications of the equipment before granting approval for import. These regulations also apply to donated medical equipment.

## **Pharmaceuticals and Nutritional Supplements**

The Egyptian Ministry of Health prohibits the importation of natural products, vitamins, and food supplements in their finished form. However, the Ministry of Health is currently looking at changing the multivitamins decree; this could lead to approve some essential finished multivitamins to enter to Egypt.

These items may be marketed in Egypt only through local manufacture under license, or by sending ingredients and premixes to a local pharmaceutical firm to be prepared and packed in accordance with Ministry of Health specifications. Only local factories are allowed to produce food supplements, and to import raw materials used in the manufacturing process.

With USAID assistance, the National Food Safety Management Unit (NFSMU) was established. The Ministry of Health, Agriculture, and Trade, Industry, and Investment are represented in the NFSMU. It is the equivalent of the U.S. FDA. The Egyptian Parliament is to approve this project.

The Nutrition Institute and the Drug Planning and Policy Center of the Ministry of Health register and approve all nutritional supplements and dietary foods. It takes from four months to one year for approval. Importers must apply for a license for dietary products. The validity period of the license varies from 1 to 5 years depending on the product. After the expiration date of the license, the importer must submit a new request for license renewal. License renewal costs about USD 500. However, if a similar local dietary product is available in the market, registration for an imported product will not be approved.

## Customs Regulations and Contact Information

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Current importing regulations require that every component of a product be inspected, regardless of the compliance history of the product, country of origin, exporter, shipper or the importer. No import can be sold in Egypt without first proving that it conforms to Egyptian standards, if it is on the mandatory list. If there are no Egyptian standards that suit the imported product, then it must be defined using the standards of one of the international organizations that Egypt is affiliated with e.g. ISO, IEC, and Codex Alimentarius.

In 2008, USAID assisted Customs in establishing a risk management system whereby commodities would be channeled into green (no inspection) or red (inspection) channels. Since January 2011, fewer commodities are being channeled through the green channel due to security concerns.

When a shipment arrives in Egypt, the Customs and Security Office conducts a security checks for illegal products, and the importer presents Customs with the documentation required to clear the shipment. After reviewing these documents, Customs either clears the shipments for release to the importer directly, or directs the consignment to other bodies for testing and inspection, coordinated by the General Organization for Export and Import Controls (GOEIC). Custom duties are then assigned and are paid in Egyptian pounds.

Please see [Standards Organizations](#) and [Conformity Assessment](#), below, for further inspection and standards determination issues affecting imported goods.

## Standards

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The official application of standards in Egypt began in 1957 when Presidential Decree 29 of 1957 established the Egyptian Organization for Standardization (EOS). In 2005, the name was changed to the Egyptian Organization for Standards and Quality.

Egypt has 8,500 standards, of which 5,000 are Egyptian technical regulations or mandatory standards. EOS reports that it harmonized mandatory standards with international standards, and that about 80 percent of its mandatory standards are based on standards issued by international institutions such as the Geneva-based International Organization for Standardization. In the absence of a mandatory Egyptian standard, Ministerial Decree 180 of 1996 allows importers to choose a relevant standard from seven international systems including ISO, European, American, Japanese, British, German, and for food, Codex standards.

Most of these specifications are optional except for those related to general health, public security, and consumer protection. A ministerial decision issued by the Ministry of Trade, Industry, and Investment is needed to require compliance to these specifications. Obligatory standards constitute around 15 percent of the total number of Egyptian specifications.

**Standards Organizations**

There are three main official Egyptian governmental organizations involved in developing and enforcing the standards used and applied in Egypt. They are:

**Egyptian Organization for Standards and Quality Control (EOS)**

The EOS was established in 1957 and is affiliated with the Ministry of Trade, Industry, and Investment and issues standards and technical regulations through a consultative process with other ministries and the private sector. Verification of compliance with standards and technical regulations is the responsibility of agencies including the Ministry of Health, the Ministry of Agriculture and, for imported goods, the General Organization for Import Export Control (GOEIC) in the Ministry of Trade, Industry, and Investment.

**General Authority of Export and Import Control (GOEIC)**

GOEIC is part of the Ministry of Trade, Industry, and Investment. A 1999 Presidential Decree assigned GOEIC as the coordinator for all import inspections. GOEIC currently has 26 offices and laboratories located at all the major sea and airports for import inspection as well as 11 others located throughout the country for export inspection. GOEIC is responsible for testing imported and exported products to ensure they meet the stipulations of EOS standards. Moreover, GOEIC may also indirectly generate standards through the use of an "*ad hoc*" technical committee. This committee provides recommendations for either creating or modifying a standard. These recommendations are then passed on to the Ministry of Trade, Industry, and Investment to be authorized and formalized.

**The National Institute for Standards (NIS)**

NIS is part of the Ministry of Higher Education and Scientific Research. NIS is Egypt's primary standards laboratory. NIS is mostly concerned with measurements, testing, calibration, accreditation and consultation, and it also provides laboratory accreditation services.



## **NIST Notify U.S. Service**

Member countries of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to report to the WTO all proposed technical regulations that could affect trade with other Member countries. Notify U.S. is a free, web-based e-mail subscription service that offers an opportunity to review and comment on proposed foreign technical regulations that can affect your access to international markets. Register online at Internet URL: <http://www.nist.gov/notifyus/>

## **Conformity Assessment**

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Current import regulations require that every component of a product be inspected, regardless of the compliance history of the product, country of origin, exporter, shipper, or importer. Imported products cannot be put up for direct sale on the Egyptian market without first conforming to Egyptian specifications or the standards of one of the international organizations that Egypt is affiliated with e.g. ISO, IEC, and Codex Alimentarius, if no Egyptian standard exists.

A conformity assessment problem which often takes place at the port of entry is a process called “standard creation at port.” When a new product enters the country that has not previously been imported, customs officials will often insist that there must be a written description or standard to qualify a product for import. Hence, even if there is no such standard for the new product, the customs inspectors will try to fit the product into a previously existing standards category. The EOS often tries to apply the same standards to products that seem to be “historically” common in nature.

Inspection and testing of the imported goods will differ according to the nature of the consignment. Agricultural products for example, are sent to special agricultural authorities for detailed chemical inspection in the Ministry of Agriculture. Industrial and manufactured commodities may be directed for control at the Ministry of Trade, Industry, and Investment. Some medical products, for example, will be directed to the Ministry of Health, EOS and other accredited laboratories.

Since the establishment of GOEIC, it is mandatory that a sample be sent to the institute, most of the time for the sole purpose of classifying of the product according to HS codes. This process is a vital procedure in cases where customs is unsure about product classification and tariffs due. Therefore, a number of different bodies legally have the right to take samples of the imported shipment for further inspection and testing.

A large number of items are repeatedly imported into Egypt. Previous rules specified that shipments must be tested to verify conformity to standards requirements, irrespective of whether the preceding shipments were accepted or rejected, meaning inspection and testing was repeated each time. The EOS has recently used the past history of products, manufacturers, exporters and importers, in setting standards that are utilized by GOEIC for clearing imported goods. When the product is first imported, it has to go through full inspection. For products imported more frequently, then the product has a history file leading to reduced inspection afterwards.

## Product Certification

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The Egyptian Quality Mark scheme is based on the international standards listed in the ISO/IEC Guide 28/1982.

Presidential Decree No. 392 of 1979 states that EOS is the designated national authority to grant licenses for the application of marks of quality to industrial goods and products. Such licenses are only available for domestically produced goods, since acquiring such a quality mark involves not only the testing of the product, but also the inspection of the whole production line, similar to ISO accreditation.

## Accreditation

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Presidential Decree 312 of 1996 established the Egyptian Accreditation Council (EGAC), a governmental organization, as the sole national body for the assessment and accreditation of conformity assessment of bodies that perform testing/calibration (laboratories), and inspection and certification of products and systems as well as personnel. EGAC is headed by the Minister of Trade, Industry, and Investment and governed by a board of 14 members, representing all stakeholders and concerned bodies. EGAC has contracted with UKAS of the United Kingdom who provides technical assistance.

## Publication of Technical Regulations

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The Egyptian Accreditation Council (EGAC) plans on publishing a directory for all the companies that have been accredited for ISO 9000 or ISO 14000 certificates.

The EOS library is the only library in Egypt specializing in the field of Standard Specifications and its related publications.

## Labeling and Marking

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Please refer to [Labeling and Marking Requirements](#) under Import Requirements and Documentations.

## Contacts

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Egyptian Organization for Standardization and Quality  
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Email: [moi@idsc.net.eg](mailto:moi@idsc.net.eg)  
Website: <http://www.eos.org.eg/Public/en-us/Default>

General Authority of Export and Import Control (GOEIC):  
General Alaa Abdel-Kareim, Chairman  
Airport Building, Heliopolis, Cairo  
Hot Line: + 20(0) 8006667666  
Hot Line: 19591  
Tel: +20 (2) 2266-9620/02, Fax: +20 (2) 2268-1731/02, +20 (2) 2266-6847/9342  
Website: [http://www.goeic.gov.eg/en/index\\_r.asp/](http://www.goeic.gov.eg/en/index_r.asp/)

National Institute of Standards (NIS)  
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PO Box 136 Giza 12211  
Tel: +20 (2) 3740-1113, +20 (2) 3388-9760, +20 (10) 0604-4616, Fax: +20 (2) 3386-7451  
<http://www.nis.sci.eg/>

U.S. Embassy Cairo  
U.S. Commercial Service  
Tel: +20 (2) 2797-2340, Fax: +20 (2) 2795-8368  
Email: [office.cairo@trade.gov](mailto:office.cairo@trade.gov)  
Website: <http://export.gov/egypt/>

## Trade Agreements

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Egypt is involved globally in several multilateral trade agreements:

- The General Agreement on Tariffs and Trade (GATT);
- The General Agreement on Trade in Services (GATS);
- Egyptian-European Mediterranean Partnership Agreement;
- The Common Market for Eastern and Southern Africa (COMESA);
- Trade and Investment Framework Agreement (TIFA);
- Pan Arab Free Trade Area (PAFTA);
- Free Trade Agreement between Egypt and Turkey, signed in 2005.

Moreover, Egypt has signed several bilateral agreements with Arab Countries: Jordan (December 1999), Lebanon (March 1999), Libya (January 1991), Morocco (April 1999), Syria (December 1991), and Tunisia (March 1999). Additionally, in 1995, Egypt and China entered into a trade accord. Egypt also signed an economic treaty with Russia.

In June 2001, Egypt signed an Association Agreement with the European Union (EU) which entered into force on June 1, 2004. The agreement provides for immediate duty free access of Egyptian products into EU markets, while duty free access for EU products will be phased in over a twelve-year period. In 2010, Egypt and the EU completed an agricultural annex to their FTA, liberalizing trade in over 90 percent of agricultural goods.

## Web Resources

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Commercial Service in Egypt: <http://export.gov/egypt/>  
American Chamber of Commerce in Egypt: <http://www.amcham.org.eg/>  
U.S. Embassy: <http://cairo.usembassy.gov/>  
U.S. Department of Commerce, Bureau of Industry and Security:  
<http://www.bis.doc.gov/index.htm>  
U.S. Department of Commerce's Denied Persons List: <http://www.bis.doc.gov/dpl/Default.shtm>  
U.S. Department of Treasury's Specially Designated Nationals List:  
<http://www.treas.gov/offices/enforcement/ofac/sdn/>  
Egyptian Organization for Standards and Quality Control (EOS): <http://www.eos.org.eg/>  
Ministry of Trade, Industry, and Investment: <http://www.mfti.gov.eg/>  
Egyptian Accreditation Council: <http://www.egac.gov.eg/>

Egypt's National Institute of Standards: <http://www.nis.sci.eg>  
Central Bank of Egypt: <http://www.cbe.org.eg/>  
Egypt's Maritime Transport Sector: <http://www.mts.gov.eg/site/index/lang/en>

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## Chapter 6: Investment Climate

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- [Protection of Property Rights](#)
- [Transparency of Regulatory System](#)
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**Openness to Foreign Investment**

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### **BUSINESS SECTORS**

#### **Banking**

The Central Bank of Egypt has not issued a new commercial banking license since 1979. The only way for a new commercial bank, whether foreign or domestic, to enter the market (except as a representative office) is to purchase an existing bank. In 2013 QNB Group acquired NSGB and Emirates NBD, Dubai's largest bank, bought the Egypt unit of BNP Paribas. In 2009, the Central Bank announced that it had no plans to privatize the three remaining state-owned banks (Banque Misr, Banque du Caire, and National Bank of Egypt), citing poor market conditions. These three banks control at least 40 percent of banking sector assets.

#### **Insurance**

Egypt's insurance regulator, the Egyptian Financial Supervisory Authority (EFSA), is undertaking reform of its legislative framework for insurance. As of April 2015, the EFSA Board was considering a draft proposal which was developed with significant input from the private sector and other relevant stakeholders.

The government does not issue licenses for new insurance companies. As in the banking sector, foreign firms can only enter the Egyptian insurance market through purchase of a stake in an existing insurance company. Certain regulatory approvals are required for foreign and

local investments in insurance companies (as with Egyptian banks) exceeding 10 percent of the issued shares. In 2006, the government began restructuring public insurance companies in preparation for privatization. In September 2007, the companies were merged and placed under an insurance holding company, and real estate assets were stripped out of the companies and transferred to a newly established affiliate. The firms still have not been privatized.

## **Oil and Gas**

The petroleum industry is one of the most dynamic industries in Egypt; hydrocarbon production is by far the largest single industrial activity. Although petroleum, natural gas, and petrochemicals have traditionally been Egypt's top exports, acute energy shortages in recent years have turned Egypt into a net importer of oil, gas and refined petroleum products, and feedstock shortages have hit the petrochemical sector as well. The Egyptian government encourages international oil companies (IOC) to participate in the oil and gas sector, and currently dozens of IOCs are operating in Egypt. The hydrocarbon industry is managed by the Ministry of Petroleum and Natural Resources, under which four state-owned companies function as government agencies. One of these is the Egyptian General Petroleum Corporation (EGPC), which concludes concession agreements with foreign and domestic investors in the form of production-sharing agreements (PSAs).

Egypt grants concessions in specified geographic areas through the promulgation of a "special law" for each concession, which forms the legal basis for a PSA between the investor and a state-owned company such as EGPC. Founding each concession agreement in law gives the agreements supremacy in application over contrary legislation or regulation. After concluding the agreement, any contractual changes are remedied through amicable adaptation of its provisions or arbitration. These safeguards were specifically devised by the GOE to help forge trust with foreign investors and improve investment in the hydrocarbon sector. In some cases, the Egyptian military needs to grant permission for firms to access and operate in their concession areas.

The Ministry of Petroleum is actively seeking investment from foreign investors in new oil and gas bid rounds. The GOE has made progress in repaying arrears to foreign oil and gas companies, which peaked at over \$6 billion in mid-2014 but fell to \$3.1 billion by the end of 2014. The GOE has publicly committed to repaying outstanding arrears by mid-2016. Fuel is heavily subsidized in Egypt, and even following major subsidy cuts in 2014, approximately 10 percent of government expenditures will likely be spent on fuel subsidies in the 2014-15 fiscal year. The GOE has said it intends to eliminate fuel subsidies within five years, bringing prices to full cost recovery levels by 2019.

## **Telecommunications**

Egypt still has a single domestic fixed-line operator, Telecom Egypt (TE), despite Telecommunications Law 10 of 2003, which required TE to have relinquished its monopoly status by January 2006. Egypt has issued three mobile phone operator licenses, with the most recent acquired by Etisalat in July 2006 at a cost of USD 2.9 billion. Etisalat Egypt, Mobinil, and Vodafone Egypt continue to compete aggressively in the mobile telecommunications market, which now has an estimated 100 million mobile lines. A major focus of these companies will continue to be expansion of data services, which is still seen as an area with potentially high profit margins.

The state-owned telephone company, Telecom Egypt, lost its legal monopoly on the local, long-distance and international telecommunication sectors in 2005. Nevertheless, Telecom Egypt continues to hold a de facto monopoly, primarily because the National Telecommunications Regulatory Authority (NTRA) has not offered additional licenses to compete in these sectors. NTRA has been working on a unified license regime that would allow a company to offer both fixed line and mobile networks, but a deal has not been finalized. Adoption of a unified license regime would allow Telecom Egypt, currently operating in the fixed line market, to enter the mobile market and the three existing mobile companies to enter the fixed market.

The lack of competition among internet service and fixed landline providers translates into high prices, low internet speeds (2-4 Mbit/s in downtown Cairo), and unreliable service quality by companies like Telecom Egypt. In October 2014, Brand Finance ranked Telecom Egypt and Egypt's Mobinil among the most expensive brands in Arab telecommunications. An additional barrier is that only 3G services are available in Egypt.

### **Tourism and Travel**

Prior to January 2011, tourism was Egypt's second-largest source of foreign currency and a significant source of employment. In 2010, the sector brought in USD12.5 billion in revenue, and employed 2.5 million Egyptians --over 10 percent of the workforce. Political instability and security concerns since the 2011 revolution have led to a dramatic drop in foreign tourists, particularly in higher-end cultural tourism. Beach resorts have fared better, but have cut prices to attract business. As of 2015, according to the Ministry of Tourism, tourist visits have rebounded to 9.9 million in 2014, up from 9.5 million in 2013. Year-end tourism proceeds reached \$2 billion, though they remain around 38 percent lower than pre-revolution levels and tourism has fallen to sixth place as a source of foreign currency in Egypt.

In 2005, Egypt removed restrictions on foreign property ownership in a number of tourist areas, including resorts on the Red Sea and along the Mediterranean coast west of Alexandria. However, land ownership policies remain complex and unclear in many cases. Requirements to build on land to maintain tenure encourage rapid, large-scale development over conservation and more sustainable projects.

### **RESEARCH AND DEVELOPMENT**

The new 2014 constitution includes article 23 which explicitly states that the country can spend "no less than 1 percent of Gross National Product on scientific research." When implemented, this would double the government's current R&D budget. Large-scale R&D activities, however, are relatively modest. The majority of government-funded R&D programs are in agriculture, health, and, to a lesser extent, manufacturing. There are no reports of discrimination against U.S. or other foreign firms wishing to participate in R&D programs in Egypt. Most Egyptian R&D programs are established by government initiative.

### **BROAD OVERVIEW OF INVESTMENT RELATED LAWS**

In 2015, Egypt issued Presidential Decree 17/2015, reforming many of Egypt's investment-related laws, including the companies law, general sales tax law, investment guarantees and incentives law, and income tax law. The decree refined Egypt's one-stop shop system, stating that the Ministry of Investment's GAFI will serve as a liaison between investors and government agencies when applying for business licenses. The one-stop shop remains to be implemented and in April 2015, the Minister of Investment stated that full implementation could take up to

another 18 months. In addition, the decree offered non-tax incentives to investors in certain sectors or regions. It also offered new mechanisms for investment dispute settlement and improved corporate veil protection shielding senior executives from prosecution. Finally, the decree limits the expansion of free zones and gives the cabinet the exclusive right to choose fields of investment in the free zones contingent on the state's economic strategy.

Investment Incentives Law 8 of 1997 was designed to encourage domestic and foreign investment in targeted economic sectors and to promote decentralization of industry away from the Nile Valley. The law allows 100 percent foreign ownership of investment projects and guarantees the right to remit income earned in Egypt and to repatriate capital. Other key provisions include: guarantees against confiscation, sequestration, and nationalization; the right to own land; the right to maintain foreign-currency bank accounts; freedom from administrative attachment; the right to repatriate capital and profits; and equal treatment regardless of nationality.

Law 94 of 2005 amended the 1997 Investment Incentives Law and made companies incorporated under it subject to relatively simpler incorporation. It also granted companies established under the Companies Law or the Commercial Law certain incentives under the Investment Incentives Law, including protection from nationalization, imposition of obligatory pricing and cancellation or suspension of licenses to use immovable property. It also granted companies the right to own real estate required for their activities and the right to import raw materials, machinery, spare parts and transportation methods without being required to register at the Importers Register.

Companies Law 159 of 1981 applies to domestic and foreign investment in sectors not covered by the Investment Incentives Law, whether shareholder, joint stock, or limited liability companies, representative offices, or branch offices. The law permits automatic company registration upon presentation of an application to GAFI, with some exceptions. It also removed a previous legal requirement that at least 49 percent of shareholders be Egyptian, allows 100 percent foreign representation on the board of directors, and strengthens accounting standards.

Tenders Law 89 of 1998 requires the government to consider both price and best value in awarding contracts and to issue an explanation for refusal of a bid. However, the law contains preferences for Egyptian domestic contractors, who are accorded priority if their bids do not exceed the lowest foreign bid by more than 15 percent.

Capital Markets Law 95 of 1992 and its amendments and regulations govern Egypt's capital markets. Foreign investors can buy shares on the Egyptian Stock Exchange on the same basis as local investors. Brokerage firms have capital requirements of EGP 5 million (USD 656,200), and same-day trading on the Egyptian stock market is allowed. As of January 2011, 47 brokerage firms have licenses for same-day or intra-day trading. Law 123 of 2008 amended the Capital Markets Law to allow local and foreign institutions to issue bonds at a par value of EGP 0.10 (USD 0.0131).

Decree 719 of 2007 by the Ministry of Industry and Foreign Trade and Ministry of Finance provides incentives for industrial projects in the governorates of Upper Egypt (Upper Egypt refers to governorates in southern Egypt). The decree provides an incentive of EGP 15,000 (USD 1,968) for each job opportunity created by the project, on the condition that the investment costs of the project exceed EGP 15 million (USD 1.97million). The decree can be implemented on both new and on-going projects.



Land/Real Estate Law 15 of 1963 explicitly prohibits foreign individual or corporate ownership of agricultural land (defined as traditional agricultural land in the Nile Valley, Delta and Oases).

Insurance Law 156 of 1998 removes a 49 percent ceiling on foreign ownership of insurance companies, allows privatization of state-owned insurance companies, and abolishes a ban on foreign nationals serving as corporate officers.

Electricity Law 18 of 1998 allows the government to sell minority shares of electricity distribution companies to private shareholders, both domestic and foreign. A draft electricity law expected to be enacted in 2015 will further open electricity generation and distribution to the private sector.

Maritime Law 1 of 1998 permits private companies, including foreign investors, to conduct most maritime transport activities, including loading, supplying, and ship repair.

Commercial Law 17 of 1999 has more than 700 articles covering general commerce, commercial contracts, banking transactions, commercial paper, and bankruptcy.

Central Depository Law 93 of 2000 reduces risks associated with trading securities, enhances market liquidity, and tries to streamline the securities exchange process by standardizing registration, clearance and settlement procedures.

## INVESTMENT TRENDS

### Tables 1

The following chart summarizes several well-regarded indices and rankings:

Measure	Year	Index or Rank	Website Address
TI Corruption Perceptions index	2014	94 of 175	<a href="http://www.transparency.org/cpi/2014/results">http://www.transparency.org/cpi/2014/results</a>
World Bank's Doing Business Report "Ease of Doing Business"	2015	112 of 189	<a href="http://www.doingbusiness.org/rankings/">http://www.doingbusiness.org/rankings/</a>
Global Innovation Index	2014	99 of 143	<a href="http://globalinnovationindex.org/content.aspx?page=data-analysis">http://globalinnovationindex.org/content.aspx?page=data-analysis</a>
World Bank GNI per capita	2013	USD 3140	<a href="http://data.worldbank.org/indicator/NY.GNP.PCAP.CD">http://data.worldbank.org/indicator/NY.GNP.PCAP.CD</a>

*Millennium Challenge Corporation Country Scorecard*

The Millennium Challenge Corporation, a U.S. Government entity charged with delivering development grants to countries that have demonstrated a commitment to reform, produced scorecards for countries with a per capita gross national income (GNI) or \$4,125 or less. A list of countries/economies with MCC scorecards and links to those scorecards is available here: <http://www.mcc.gov/pages/selection/scorecards>. Details on each of the MCC's indicators and a guide to reading the scorecards are available here: <http://www.mcc.gov/pages/docs/doc/report-guide-to-the-indicators-and-the-selection-process-fy-2015>.

Following the January 2011 revolution, the Central Bank issued restrictions on conversion and transfers of funds out of Egypt. Individuals were only permitted transfers up to a total maximum of USD 100,000. In January 2014, however, the Central Bank permitted individuals who had already reached that limit to transfer an additional USD 100,000. No specific guidelines from the Central Bank regarding fund transfer were issued in 2015. While businesses do not face these restrictions for transfers for legitimate business purposes, extensive documentation can be required. Foreign investors say that lack of availability of foreign exchange can result in delays of up to several months, and some investors report a continuing balance of arrears of foreign exchange which grows monthly. Egyptian law allows individuals and businesses to conduct all normal foreign exchange transactions, including accepting deposits, and opening letters of credit.

In an effort to divert U.S. dollars from the parallel market back into the official market, the Central Bank in February 2015 set a dollar deposit limit for households and companies at \$50,000 a month and \$10,000 a day. Firms such as tourism companies, which earn their revenues in dollars, appear to be exempt. By April 2015, the Central Bank had relaxed the implementation of these limits for certain transactions in an apparent effort to allow greater volumes of foreign exchange liquidity into the formal banking sector. The Central Bank issued these directives through verbal decree. While this allows for significant flexibility in implementation, some market participants have expressed frustration about a lack of long-term clarity in Egypt's currency regime.

The OECD Arrangement on Officially Supported Export Credits rates country transfer and convertibility risk on a scale of 0 to 7, with 7 being the most risky. For many years Egypt's rating had been at 4, but dropped to 5 in January 2012 and then to 6 in June 2013 where it remains (<http://www.oecd.org/tad/xcred/cre-crc-current-english.pdf>).

The 1992 U.S.-Egypt Bilateral Investment Treaty provides for free transfer of dividends, royalties, compensation for expropriation, payments arising out of an investment dispute, contract payments, and proceeds from sales. Transfers are to be made in a "freely convertible currency at the prevailing market rate of exchange on the date of transfer with respect to spot transactions in the currency to be transferred."

The Investment Incentives Law stipulates that non-Egyptian employees hired by projects established under the law are entitled to transfer their earnings abroad. Conversion and transfer of royalty payments are permitted when a patent, trademark, or other licensing agreement has been approved under the Investment Incentives Law.

Banking Law 88 of 2003 regulates the repatriation of profits and capital. The government has repeatedly emphasized its commitment to maintaining the profit repatriation system to encourage foreign investment in Egypt. The current system for profit repatriation by foreign firms requires sub-custodian banks to open foreign and local currency accounts for foreign investors (global custodians), which are exclusively maintained for stock exchange transactions. The two accounts serve as a channel through which foreign investors process their sales, purchases, dividend collections, and profit repatriation transactions using the bank's posted daily exchange rates. The system is designed to allow for settlement of transactions in less than two days, though in practice some firms have reported significant delays in repatriating profits due to ongoing currency controls.

## Foreign Exchange

Access to foreign exchange is the single most noted concern by U.S. companies currently active in the Egyptian market.

The Central Bank's currency auction system and currency controls continue to restrict access to foreign currency. Egypt's inability to significantly increase its level of exports and foreign direct investment, while its imports continue to rise, means that a lack of foreign exchange is likely to continue for the foreseeable future.

A growing gap between the demand and supply of foreign exchange in the market emerged following the institution of a new currency regime in January 2013, whereby the Central Bank of Egypt began a series of currency auctions in order to conserve foreign exchange. The government also instituted new capital controls limiting the amount of money that could be physically carried in and out of the country to USD 10,000 and 5,000 LE per person per trip.

A parallel foreign exchange market exists in Egypt outside of the official banking system in which US dollars trade at around a 2-7 percent premium over the official rate. In December 2014, CBE weekly auctions were increased by 25 percent to help clear backlogs in foreign exchange requests. In an attempt to control the parallel market, the Central Bank has recently put limits on the amount of foreign exchange that an individual or entity can deposit in banks (\$10,000/day with a maximum of \$50,000/month). This was combined with a devaluation of the official exchange rate to reach \$1= LE 7.63.

## Expropriation and Compensation

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The Investment Incentives Law provides guarantees against nationalization or confiscation of investment projects under the law's domain (Law 8 Article 8). The law also provides guarantees against seizure requisition, blocking, and placing of assets under custody or sequestration (Law 8 Article 9). It offers guarantees against full or partial expropriation of real estate and investment project property (Law 8 Articles 11 and 12). The U.S.-Egypt Bilateral Investment Treaty also provides protection against expropriation. Private firms are able to take cases of expropriation to court, but the judicial system is very slow and can take several years to resolve a case.

## Dispute Settlement

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## Legal System, Specialized Courts, Judicial Independence, Judgments of Foreign Courts

Egypt's legal system is a civil codified law system. The judiciary is an independent branch of the government.

To enforce judgments of foreign courts in Egypt, the party seeking to enforce the judgment must obtain an exequatur. To apply for an exequatur, the normal procedures for initiating a lawsuit in Egypt must be satisfied. Moreover, several other conditions must be satisfied, including ensuring reciprocity between the Egyptian and foreign country's courts and verifying the competence of the court rendering the judgment.

## **Bankruptcy**

Egypt does not have a bankruptcy law per se, but Commercial Law 17 of 1999 includes a chapter on bankruptcy. The terms of the bankruptcy chapter are silent or ambiguous on several key issues that are crucial to the reduction of settlement risks.

The Egyptian government has identified the lack of a functioning bankruptcy code as a significant weakness for investment. In 2015, in an attempt to help accelerate the bankruptcy process, the government amended Egypt's 1997 Investment Law, stipulating that if a company under liquidation has not received a statement of liquidation from the relevant administrative authorities within 120 days of the liquidator submitting the application, the company will be discharged from its liabilities. While this has accelerated bankruptcy proceedings to some extent, the government continues to indicate in public statements that efforts are underway to initiate new bankruptcy legislation to more permanently address continuing concerns over the cost and paperwork involved in bankruptcy.

## **Investment Disputes**

U.S.-Egypt Bilateral Investment Treaty allows an investor to take a dispute directly to binding third-party arbitration. The Egyptian courts generally endorse international arbitration clauses in commercial contracts. For example, the Court of Cassation has, on a number of occasions, confirmed the validity of arbitration clauses included in contracts between Egyptian and foreign parties.

Presidential Decree law No. 17 of 2015 added a new mechanism for simplified settlement of investment disputes aimed at avoiding the court system altogether. In particular, the law established a Ministerial Committee on Investment Contract Disputes, responsible for the settlement of disputes arising from investment contracts to which the State or a public or private body affiliated therewith, is a party. The decree also established a Complaint Committee that will consider challenges connected to the implementation of Egypt's amended 1997 Investment Law. Finally, the decree established a Committee for Resolution of Investment Disputes that will review complaints or disputes between investors and the government related to the implementation of the Investment Law. The effectiveness of this committee in resolving disputes remains to be tested.

## **International Arbitration**

The U.S. Embassy recommends that U.S. companies put clauses specifying binding international arbitration of disputes in their commercial agreements.

### *ICSID Convention and New York Convention*

Egypt acceded to the International Convention for the Settlement of Investment Disputes in 1971 and is a member of the International Center for the Settlement of Investment Disputes (ICSID), which provides a framework for arbitration of investment disputes between the government and foreign investors from another member state, provided that the parties agree to such arbitration. Without prejudice to Egyptian courts, the Investment Incentives Law recognizes the right of investors to settle disputes within the framework of bilateral agreements, the ICSID or through arbitration before the Regional Center for International Commercial Arbitration in Cairo, which applies the rules of the United Nations Commissions on International Trade Law.

Egypt adheres to the 1958 New York Convention on the Enforcement of Arbitral Awards; the 1965 Washington Convention on the Settlement of Investment Disputes between States and the Nationals of Other States; and the 1974 Convention on the Settlement of Investment Disputes between the Arab States and Nationals of Other States. An award issued pursuant to arbitration that took place outside Egypt may be enforced in Egypt if it is either covered by one of the international conventions to which Egypt is party or it satisfies the conditions set out in Egypt's Dispute Settlement Law 27 of 1994, which provides for the arbitration of domestic and international commercial disputes and limited challenges of arbitration awards in the Egyptian judicial system. The Dispute Settlement Law was amended in 1997 to include disputes between public enterprises and the private sector.

### **Duration of Dispute Resolution**

The Egyptian judicial system functions extremely slowly, and cases can remain in the system for several years. Arbitral awards are made in the original currency of the transaction, via the competent court in Egypt, usually the Cairo Court of Appeals. A special order is required to challenge an arbitration award in an Egyptian court.

## **Performance Requirements and Incentives**

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### **WTO/TRIMS**

Egypt is a member of the World Trade Organization (WTO). The most recent Trade Policy Review for Egypt prepared by the WTO was issued in 2005:

[https://www.wto.org/english/tratop\\_e/tpr\\_e/tp250\\_e.htm](https://www.wto.org/english/tratop_e/tpr_e/tp250_e.htm)

### **Investment Incentives**

There are no formal geographical restrictions on investments in Egypt. However, due to congestion in Cairo, the government generally denies approval for investments in manufacturing facilities in Cairo, unless a compelling economic rationale exists. The government offers incentives to move existing manufacturing facilities out of Cairo. Upon request, government officials assist investors in locating a site for a project, often in one of the new industrial sites located outside Cairo, and sometimes provide necessary infrastructure. The new amendments to the Investment Incentives Law (Article 20) stipulate that it is permissible based on a Cabinet decree to provide special non-tax incentives to projects that meet any of the following criteria: a) are labor intensive, b) maximize local content, c) invest in logistics, internal trade, energy, or transport, or d) invest in remote or disadvantaged areas.

In addition to the new industrial sites outside Cairo, the government has targeted Upper Egypt for development by private investors. Land in industrial zones in Upper Egypt is offered free of charge. The government also provides hookups to infrastructure (water, sewer, electricity, and gas) and transfers land title to the developer three years after project startup. As noted above, approval by the security services is generally required for investments in the Sinai Peninsula.

In July 2007, MOI finalized procedures for granting usufruct rights (use by an investor of a plot of land for a certain period of time to establish a project and profit from it, after which both project and land are given to public ownership) in the Sinai, with the aim of boosting investment levels in the region. The procedures include facilitation of real estate registration; enabling use of usufruct rights as a guarantee for loans; and enabling banks to register pledges on real estate and foreclose in cases of non-payment.

## Performance Requirements

No performance requirements are specified in the Investment Incentives Law. The ability to fulfill local content requirements is no longer a prerequisite for approval to set up assembly projects, but in most cases, assembly industries still must meet a minimum local content requirement in order to benefit from customs tariff reductions on imported industrial inputs.

Article 6 of Decree 184/2013 allows for the reduction of customs tariffs on intermediate goods if the final product has a certain percentage of input from local manufacturers, beginning at 30 percent local content. As the percentage of local content rises, so does the tariff reduction, reaching up to 90 percent if the amount of local input is 60 percent or above. In certain cases, a Minister can grant tariff reductions of up to 40 percent in advance to certain companies without waiting to reach a corresponding percentage of local content. In 2010, Egypt revised its export rebate system to provide exporters with additional subsidies if they used a greater portion of local raw materials. See the section "Import and Export Policies" for more details on the export rebate system.

Manufacturers wishing to export under trade agreements between Egypt and other countries must complete certificates of origin and local content requirements contained therein. Oil and gas exploration concessions, which do not fall under the Investment Incentives Law, do have performance standards, which are specified in each individual agreement and which generally include the drilling of a specific number of wells in each phase of the exploration period stipulated in the agreement.

## Data Storage

Egypt does not impose localization barriers on IT firms. Egypt does not make local production a requirement for market access, does not have local content requirements, and does not impose forced technology or IP transfers as a condition of market access.

Source: <https://copyrightalliance.org/sites/default/files/resources/2013-localization-barriers-to-trade.pdf>

## Right to Private Ownership and Establishment

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By law, foreign and domestic private firms have the right to establish and own business enterprises and engage in all forms of remunerative activity, except for the restrictions on foreign business noted previously. Private enterprises may freely establish, acquire and dispose of interests in business enterprises. In practice, private firms sometimes find themselves at a disadvantage when competing for resources with state-owned firms. For example, state-owned firms often have easier access to bank credit from the state-dominated banking system than do private firms, whether domestic or foreign. Despite sufficient bank capitalization and liquidity, access to credit is a particular issue for small and medium enterprises, which often do not sufficiently meet bank application requirements to assess their risk profiles. In addition, some market participants have experienced difficulties in dissolving companies.

## Real Property

The Egyptian legal system provides protection for real and personal property, but laws on real estate ownership are complex and titles to real property may be difficult to establish and trace. Reforms in 2007 simplified the registration process for residential construction in new urban areas built on the outskirts of Cairo and Alexandria. According to the World Bank's 2014, Doing Business Report, Egypt ranks 84 out of 189 for ease of registering property.

(<http://www.doingbusiness.org/data/exploreeconomies/egypt/~media/giawb/doing%20business/documents/profiles/country/EGY.pdf> )

A National Title Registration Program was introduced by the Ministry of State for Administrative Development and implemented in nine areas within Cairo. This program was intended to simplify property registration and facilitate easier mortgage financing. Real estate registration fees, long considered a major impediment to development of the real estate sector, were capped in May 2006 at no more than EGP 2000 (USD 263), irrespective of the property value. In November 2012, the government decided to postpone implementation of an enacted overhaul to the real estate tax system until 2014, but to date, no action has been taken. The Ministry of Finance plans to submit proposed amendments to the law to the new parliament once it is seated.

There is an extensive rent control system for older residential and commercial real estate property resulting in some apartment rents as low as US 10 per month. However, these rent controls do not apply to real estate put into service in recent years. Foreigners are limited to ownership of two residences in Egypt and specific procedures are required for purchasing real estate in certain geographical areas.

The mortgage market is still undeveloped in Egypt. Real Estate Finance Law 148 of 2001 authorized both banks and non-bank mortgage companies to issue mortgages. The law provides procedures for foreclosure on property of defaulting debtors, and amendments passed in 2004 allow for the issuance of mortgage-backed securities. According to the regulations, banks can offer financing in foreign currency of up to 80 percent of the value of a property.

Presidential Decree 17/2015 permitted the government to provide land, free of charge and in certain regions only, to investors meeting certain technical and financial requirements. This provision expires on April 1, 2020 and the company must provide cash collateral for five years following commencement of either production (for industrial projects) or operation (for all other projects).

## Intellectual Property Rights

The lack of adequate protection of intellectual property rights (IPR) is a major hurdle to direct investment here. Egypt remains on the Special 301 Watch List as of 2015. Shortcomings in the IPR environment include infringements to copyrights and patents, particularly in the pharmaceuticals sector.

Book, music, and entertainment software piracy is prevalent in Egypt. A significant portion of violations also take place online with music, movies, and software. American film studios represented by the Motion Pictures Association of America are concerned about the illegal distribution of American movies on regional satellite channels. Market access impediments,

including ad valorem duties on imported CD-based goods, a tax on imported goods, censorship certificate fees for foreign films, and a 20 percent entertainment tax on foreign films (versus five percent for Arabic-language films) remain challenges for U.S. firms selling in Egypt.

Law 82/2002 reflects the provisions of the TRIPs Agreement. Article 69 of Egypt's new constitution, which came into effect in January 2014, reaffirms the state's commitment to the protection of IP rights. It also calls for the establishment of an administrative organ to ensure legal protections, but the interim government has not yet taken steps to establish such an institution. In the absence of that administrative entity, Egypt's IP rights sector remains regulated by Law 82/2002.

Per the 2014 intellectual property rights index (IPRI), Egypt's IPRI score declined for the third continuous year. Egypt ranked 75 out of 97 globally and 6 out of 7 regionally. (<http://internationalpropertyrightsindex.org/countries>)

Customs officers have the right to seize counterfeit or suspicious goods. However, customs officers lack authority to destroy counterfeit goods unless ordered by a court to do so following a claim by the rights holder. The cost of storage and destruction of counterfeit goods is incurred by the rights holder.

#### Resources for Rights Holders

For additional information about treaty obligations and points of contact at local IP offices, please see WIPO's country profiles at <http://wipo.int/directory/en/>.

IPR Contact at Embassy Cairo:

Gianni Paz  
Trade Officer  
20-2-2797-3300  
[PazGF@state.gov](mailto:PazGF@state.gov)

Local attorneys list: <http://egypt.usembassy.gov/professional-services.html>

### **Transparency of Regulatory System**

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The Egyptian government has made efforts to improve the transparency of government policy. The process has proven difficult and has faced strong resistance from entrenched bureaucratic interests. Significant obstacles continue to hinder private sector investment, including the often-arbitrary imposition of bureaucratic impediments and the length of time needed to resolve them.

Law 89 of 1998 amended the Tenders and Bidding Law 9 of 1983 to improve equality and transparency in government procurement. Key provisions of the law include: a prohibition on reopening negotiations after final bids have been received; more transparency in the criteria for bid acceptance and rejection; equality among bidders, contractors, and government agencies; more weight given to the technical aspects of a tender or bid; protection of contractor rights; reduction of insurance fees; and immediate return of deposits once the government announces bid or tender results.

In 2005, parliament passed the Law on Protection of Competition and Prohibition of Monopolistic Practices. A new agency, the Egyptian Competition Authority, began operating in 2006 to implement the law. The MOI also issued corporate governance guidelines as Ministerial Decree 332 of 2005. The non-binding guidelines – formulated along the lines of OECD



principles – apply to corporations and limited liability companies as well as brokerages. In 2006, MOI issued corporate governance guidelines for public sector companies.

Accounting standards in government entities are still not fully consistent with international norms, although efforts were underway to bring standards into conformity with International Financial Reporting Standards (IFRS). The MOI issued a directive in 2006 with new accounting standards for all companies listed on the Egyptian stock exchange, including public entities. The new standards, which came into effect in 2007, are close, but not identical to IFRS.

Egyptian law does not require that proposed legislation be published prior to ratification. In practice, recent draft legislation has been circulated among concerned parties, including business associations and labor unions. This is a welcome change from previous practice.

Although Egypt does not currently have a seated parliament, historically, parliamentary committees have held ‘social dialogue’ sessions with concerned parties and organizations to discuss proposed legislation; however, responsiveness on the part of legislators to feedback received from concerned parties was limited. After approval by parliament, new laws were referred to the President for approval, after which they are published in the Official Gazette, similar to the Federal Register in the United States. In the absence of a seated Parliament, Legislative Committees within each ministry are tasked with introducing new legislation to their respective Ministers, who in turn present it to the Cabinet during the weekly Cabinet meetings. After the legislation is discussed and approved by the Cabinet it is referred to the President for approval and is afterwards published in the Official Gazette.

According to Article (156) of the Egyptian Constitution, once the seated parliament is elected, any issued decrees should be discussed and approved by the new seated parliament within fifteen days from the commencement of its session. If such decrees are neither presented nor discussed by the parliament, or if they are presented but not ratified thereby, their force of law shall retroactively be revoked without need for issuing a decision to that effect, unless the parliament confirms its effectiveness during the previous period or decides to settle the consequences thereof. <http://www.sis.gov.eg/Newvr/Dustor-en001.pdf>

Regulatory Reform: Over the past decade, the Egyptian Government, led by the Ministry of Finance and the Ministry of Investment, made some strides to enhance the regulatory framework, particularly for businesses, for the purpose of promoting investment and creating job opportunities. Such strides included tax and banking reform as well as facilitating start-up business registrations through one-stop shops where businesses could obtain start-up licenses without having to get approval from several different government offices. Historically, Egypt’s one-stop shops have not necessarily lived up to the name, with registration frequently requiring stops at many different government bureaus. However, in 2015, the government addressed this concern head on by introducing a series of amendments granting GAFI authority to consolidate the registration processes of many ministries into a true one-stop shop. As of June 2015 the government is working to implement these new measures, with the Minister of Investment stating that he expects full implementation to be completed in 18 months.

The Egyptian Exchange (EGX) is Egypt's registered securities exchange. In April 2015, 214 companies were listed on the EGX, with a market capitalization of nearly EGP 500 billion. Stock ownership is open to foreign and domestic individuals and entities. The government of Egypt issues dollar-denominated and Egyptian pound-denominated debt instruments. Ownership is open to foreign and domestic individuals and entities.

The Capital Market Law 95 of 1992, along with the Banking Law of 2003, constitutes the primary regulatory framework for the financial sector. The law grants foreigners full access to capital markets, and authorizes establishment of Egyptian and foreign companies to provide underwriting of subscriptions, brokerage services, securities and mutual funds management, clearance and settlement of security transactions, and venture capital activities. Recently the Ministry of Finance increased taxes on income from capital gains to 10 percent. The law specifies mechanisms for arbitration and legal dispute resolution and prohibits unfair market practices. Law 10 of 2009 created the Egyptian Financial Supervisory Authority (EFSA) and brought the regulation of all non-banking financial services under its authority.

The Central Securities Depository and Registration Law and its executive regulations, issued in 2000, eased registration and deposit of securities. Settlement of transactions takes one day for treasury bonds, two days stocks. Although Egyptian law and regulations allow companies to adopt bylaws limiting or prohibiting foreign ownership of shares, virtually no listed stocks have such restrictions. A significant number of the companies listed on the exchange are family-owned or dominated conglomerates, and free trading of shares in many of these ventures, while increasing, remains limited. Companies are de-listed from the exchange if not traded for six months.

In 2002, the then Minister of Foreign Trade added an additional chapter to the executive regulations of the Capital Market Law to allow margin trading to increase liquidity and trading in the market through brokerage firms and financially solvent licensed companies. In April 2003, the U.S. Securities and Exchange Commission included the Egyptian Exchange in its list of accredited stock exchanges, allowing U.S. financial institutions to invest in the Egyptian stock market without undertaking the cumbersome procedures previously required.

In May 2006, the Capital Market Authority (CMA) issued Decree No. 50 for 2006, organizing online trading. The decree allows brokerage companies to receive requests for buying/selling of shares by clients via the Internet. The decree also mandates infrastructure requirements, mainly web security provisions, which brokerage firms must meet in order to provide online services. To date, 114 companies have obtained online trading licenses.

Leasing Law 95 of 1995 allows for the leasing of capital assets and real estate and was designed to reduce the high start-up costs faced by new investors. Notably, the law specifically allowed for the purchase of real estate assets through leasing mechanisms. The Leasing Law was amended in 2001 to make leasing more attractive for investors by exempting financial leasing activities from sales taxes and fees; specifying financial standards that leasing companies must adhere to; increasing the control, organization and efficiency of the leasing activities; and incorporating clear guarantees for the parties involved.

## Money and Banking System, Hostile Takeovers

Banking: The Central Bank of Egypt has not issued a new commercial banking license since 1979. The only way for a new commercial bank, whether foreign or domestic, to enter the market (except as a representative office) is to purchase an existing bank. To this end, in 2013, QNB Group acquired National Société Générale Bank Egypt (NSGB). That same year, Emirates NBD, Dubai's largest bank, bought the Egypt unit of BNP Paribas. In 2009, the Central Bank announced that it had no plans to privatize the three remaining state-owned banks (Banque Misr, Banque du Caire, National Bank of Egypt), citing poor market conditions. These three banks control at least 40 percent of banking sector assets.

### Competition from State Owned Enterprises

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State Owned Enterprises compete directly with private companies in several sectors of the Egyptian economy. They are structured as individual companies controlled by boards of directors and grouped under government holding companies that are arranged by industry, for example – Spinning & Weaving; Metallurgical Industries; Chemical Industries; Pharmaceuticals; Food Industries; Building & Construction; Tourism, Hotels & Cinema; Maritime & Inland Transport; Aviation; and Insurance. The holding companies are headed by boards of directors appointed by the Prime Minister with input from the relevant Minister.

According to Public Sector Law 203 of 1991, SOEs should not receive preferential treatment from the government, nor should they be accorded any exemption from legal requirements applicable to private companies. In addition to SOE groups above, 40 percent of the banking sector's assets are controlled by three state-owned banks (Banque Misr, Banque du Caire, and National Bank of Egypt). In March 2014 the government announced that nine public holding companies will be placed under an independent sovereign fund. As of April 2015, this has not yet occurred.

In an attempt to encourage growth of the private sector, privatization of SOEs and state-owned banks accelerated under an economic reform program that took place from 1991 to 2008. Following the 2011 revolution, third parties have brought cases in court to reverse privatization deals, and in a number of these cases, Egyptian courts have ruled to reverse the privatization of several former public companies. Most of these cases are still under appeal.

### Sovereign Wealth Funds

Egypt does not have a sovereign wealth fund.

### Corporate Social Responsibility

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Corporate social responsibility (CSR) programs have grown in popularity in Egypt over the last ten years. Most programs are limited to multinational and larger domestic companies. Education is the most popular sector for CSR investment, but environmental programs are garnering greater participation.

A number of organizations work to foster the development of CSR in Egypt. The American Chamber of Commerce has an active corporate social responsibility committee, and Apache Corporation was named a finalist in the 2013 for the Secretary's Award for Corporate Excellence for its work building and maintaining village girls schools throughout the country. Microsoft Was named a finalist in 2012.

The Egyptian Corporate Responsibility Center, which is the UN Global Compact local network focal point in Egypt, aims to empower businesses to develop sustainable business models as

well as improve the national capacity to design, apply, and monitor sustainable corporate social responsibility policies. In March 2010, Egypt launched an environmental, social, and governance (ESG) index, the second of its kind in the world after India, with the training and technical assistance of Standard and Poor's.

## **OECD Guidelines for Multinational Enterprises**

Egypt adhered to the OECD Guidelines for Multinational Enterprises as in 2007.

### **Political Violence**

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During late 2014 and early 2015, there were numerous small-scale shootings and bombing attacks against both security and civilian targets in Cairo and elsewhere in the country. In the Sinai Peninsula, where militants have conducted major terrorist attacks against military installations and personnel, security remains a problem. One domestic terror group, Ansar Beit Al-Maqdis (ABM), which has operated in the Sinai Peninsula since 2011 and claimed responsibility for most of the deadliest attacks against Egyptian security targets, recently declared its allegiance to ISIL and changed its name to the State of Sinai. The United States designated the group as a Foreign Terrorist Organization in April 2014. Violent attacks have also taken place in areas in proximity to the border with Libya.

### **Corruption**

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Corruption is pervasive at all levels of Egyptian society. Giving and accepting bribes are criminal acts in Egypt, but corruption laws have not been consistently enforced. It is expected that companies might encounter corruption in meetings with public officials, as well as bribery, embezzlement, and tampering with official documents. Corruption and bribery are particularly reported in dealing with public services, customs, taxes, public utilities, and procurement. The law provides criminal penalties for official corruption, but the government does not consistently enforce the law.

A series of civil cases have been brought against private companies which concluded contracts with the Mubarak regime for the purchase of state-owned assets, as part of the regime's privatization drive. Most of the first-instance decisions in these cases have annulled the original sales contract, calling for the renationalization of the company and mandating that the individuals laid off following privatization be re-hired. These cases have caused considerable alarm among current and prospective investors in Egypt.

Transparency International's Corruption Perceptions Index ranked Egypt 94 out of 175 in its 2014 survey ( <http://cpi.transparency.org/cpi2014/results/> ) an improvement from the difficult 2011-2014 period and a return to the 2010 ranking which placed Egypt 98 out of 178. The World Bank Enterprise Survey reports that general corruption incidence and corruption depth in Egypt is lower than the overall MENA region, and even the world average. Recent ratings from a WB rapid survey, phone survey, and, the World Economic Forum's Global Competitiveness Report 2013-14 identified corruption as the third to fifth most problematic factor to doing business in Egypt. The World Competitiveness Survey specifically cites policy instability, government instability, access to financing, and foreign currency regulations as four challenges more important than corruption ( <http://www3.weforum.org/docs/GCR2014-15/EGY.pdf> ).

The new 2014 constitution provides for the establishment of an Anti-Corruption Commission to focus on dealing with conflicts of interests, standards of integrity, and government transparency. It also addresses whistleblower protection. That same year, Egypt launched a four year national

Anti-Corruption Strategy empowering the new National Coordinating Committee for Combating Corruption to develop a holistic government strategic for addressing corruption. The long-term effectiveness of this strategy remains to be seen.

### **UN Anticorruption Convention, OECD Convention on Combatting Bribery**

Egypt ratified United Nations Convention against Corruption in February 2005. It has not acceded to the OECD Convention on Combatting Bribery or any other regional anti-corruption convention.

### **Egyptian Government Agency Contact to Report Corruption**

Several agencies within the Egyptian government share responsibility for addressing corruption. Egypt's primary anticorruption body is the independent and well-regarded Administrative Control Authority, which has jurisdiction over state administrative bodies, state-owned enterprises, public associations and institutions, private companies undertaking public work, and organizations to which the state contributes in any form. The Ministry of Justice's Illicit Gains Authority is charged with referring cases in which public officials have used their office for private gain. The Public Prosecution Office's Public Funds Prosecution Department and the Ministry of Interior's Public Funds Investigations Office likewise share responsibility for addressing corruption in public expenditures.

General Contact Information:

Ministry of Interior

General Directorate of Investigation of Public Funds

Telephone: 02-2792-1395/ 02-27921396

Fax: 02-2792-2389

## **Bilateral Investment Agreements**

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Egypt has signed a number of international agreements covering investment, including bilateral investment agreements with Belgium, China, Finland, France, Germany, Greece, Italy, Japan, Libya, Luxembourg, Morocco, the Netherlands, Romania, Singapore, Sudan, Sweden, Switzerland, Thailand, Tunisia, the United Kingdom, and the United States. The U.S-Egypt Bilateral Investment Treaty provides for fair, equitable, and nondiscriminatory treatment for investors of both nations. The treaty includes provisions for international legal standards on expropriation and compensation; free financial transfers; and procedures for the settlement of investment disputes, including international arbitration.

In addition to specific investment agreements, Egypt is also a signatory to a wide variety of agreements covering trade issues. Egypt joined the Common Market for Eastern and Southern Africa (COMESA) in June 1998. In July 1999, Egypt and the United States signed a Trade and Investment Framework Agreement (TIFA), a step toward creating freer trade and increasing investment flows between the U.S. and Egypt. In June 2001, Egypt signed an Association Agreement with the European Union (EU) which entered into force on June 1, 2004. The agreement provides for immediate duty free access of Egyptian products into EU markets, while duty free access for EU products will be phased in over a twelve-year period. In 2010, Egypt and the EU completed an agricultural annex to their FTA, liberalizing trade in over 90 percent of agricultural goods.

Egypt is also a member of the General Arab Free Trade Agreement (GAFTA), and a member of the Agadir Agreement with Jordan, Morocco, and Tunisia, which relaxes rules of origin requirements on products jointly manufactured by the countries for export to Europe. Egypt also has an FTA with Turkey, in force since March 2007, and an FTA with the Mercosur bloc of Latin American nations, which Egypt ratified in January 2013, but which is not yet in force. The Minister of Industry, Trade and SMEs announced during the Egypt Economic Development Conference (EEDC) that two new FTAs will be signed. The first will be in June with the three major African blocks: the Common Market for Eastern and Southern Africa (COMESA), the Southern African Development Community (SADC) and the East African Community (EAC). The second will be with the Eurasian Economic Union, which includes Russia, Armenia, Belarus, and Kazakhstan.

In 2004, Egypt and Israel signed an agreement to take advantage of the U.S. Government Qualifying Industrial Zone (QIZ) program. The purpose of the QIZ program is to promote stronger ties between the region's peace partners, as well as to generate employment and higher incomes, by granting duty-free access to goods produced in QIZs in Egypt using a specified percentage of Israeli and local input. Under Egypt's QIZ agreement, U.S. imports from Egypt are eligible for duty-free treatment if the value includes not less than 35 percent U.S./Egyptian/Israeli content, with a minimum 10.5 percent Israeli content.

The industrial areas currently included in the QIZ program are Alexandria, areas in Greater Cairo such as Sixth of October, Tenth of Ramadan, Fifteenth of May, South of Giza, Shobra El-Khema, Nasr City and Obour, areas in the Delta governorates such as Dakahleya, Damietta, Monofeya and Gharbeya, and areas in the Suez Canal such as Suez, Ismailia, Port Said, and other specified areas in Upper Egypt. Egyptian exports to the U.S., ready-made garments in particular, have risen rapidly since the QIZ program was introduced in December 2004. The value of the Egyptian QIZ exports to the U.S. amounted to USD 920 million in 2014, approximately 55 percent of Egypt's total exports to the United States (Data Source: USITC).

### **Bilateral Taxation Treaties**

Egypt has a bilateral tax treaty with the United States.

### **OPIC and Other Investment and Insurance Programs**

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The Overseas Private Investment Corporation (OPIC) has approved USD 500 million in financing to support lending to small businesses in Egypt and Jordan, including the following: 1) USD 150 million commitment in partnership with Abraaj Capital, a leading private equity group, to enable growth of smaller companies; 2) USD 150 million investment guaranty with Citibank for a loan to Citadel Capital, the leading private equity firm in the Middle East and Africa, to expand its subsidiaries working in critical sectors in the MENA region that include USD 125 million specifically for Egypt; and 3) USD 250 million 10 year partnership with Egyptian banks working directly with SMEs.

The U.S. Trade and Development Agency (USTDA) also links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries. USTDA provides grant funding to overseas project sponsors for the planning of projects that support the development of modern infrastructure and an open trading system. The hallmark of USTDA development assistance has always involved building partnerships between U.S. companies and overseas project sponsors to bring proven private sector solutions to developmental challenges.

Egypt sees upwards of 700,000 new entrants into the labor market each year. Official statistics put the labor force at 27.6 million, with 4.3 million unemployed. Following the 2011 Revolution, Egypt's unemployment rate has gradually increased. The 2014 unemployment rate stood at 15.6 percent, with unemployment significantly higher for women (29.3 percent) and for young people (71.1 percent for women between the ages of 15-24 and 25.8 percent for male youth).

Government statistics show that 69 percent of unemployed people were aged between 15 and 29; more than 82 percent hold diplomas and university degrees. Unemployment is at its highest among educated youth, particularly graduates of vocational secondary education. This issue was exacerbated by the 2011 Revolution and concomitant political and economic instability. Many consider the limited employment opportunities for youth as a serious challenge to Egypt's social cohesion and democratic transition. Millions of Egyptians continue to seek employment abroad.

The government bureaucracy and public sector enterprises are substantially over-staffed compared to the private sector. Business highlight a mismatch between labor skills and market demand, despite high numbers of university graduates in a variety of fields. Foreign companies frequently pay internationally competitive salaries to attract workers with valuable skills.

The Unified Labor Law (Law 12 of 2003) provides comprehensive guidelines on labor relations, including hiring, working hours, termination of employees, training, health, and safety. The law grants a qualified right for employees to strike, as well as rules and guidelines governing mediation, arbitration, and collective bargaining between employees and employers. Non-discrimination clauses are included, and the law complies with labor-related International Labor Organization (ILO) conventions regulating the employment and training of women and eligible children (Egypt ratified ILO Convention 182 on combating the Worst Forms of Child Labor in April 2002). The law also created a national committee to formulate general labor policies and the National Council of Wages, whose mandate is to discuss wage-related issues and national minimum-wage policy, but it has rarely convened.

Under the Unified Labor Law, workers may join trade unions, but are not required to do so. A trade union or workers' committee may be formed if 50 employees in an entity express a desire to organize. All trade unions are required by law to belong to the Egyptian Trade Union Federation. Though the law remains in place, in practice, employees may form independent worker organizations at the factory, governorate, and national level. In March 2011, the Minister of Manpower and Migration issued a decree recognizing complete freedom of association. The Minister decided that aspects of the Trade Union Law (Law 35 of 1976) violated, and were trumped by, Egypt's ILO and UNHRC commitments. Since March 2011, the Ministry has registered well over 1600 independent trade unions without interference, while hundreds more have formed, but have not yet registered.

The new 2014 Constitution stipulates in article 76 that "establishing unions and federations is a right that is guaranteed by the law." Only courts are allowed to dissolve unions. The 2014 constitution maintained past practice in stipulating that "one syndicate is allowed per profession," because the Egyptian constitutional legislation differentiates between white-collar syndicates (for professional workers e.g. doctors, lawyers, journalists) and blue-collar workers (e.g. transportation, food, mining workers). The government has drafted a "right to be collectively organized" law, but as of April 2015 has not yet passed the legislation; the ILO's Committee of Experts recognized Egypt's 2011 declaration on freedom of association as a

positive step and emphasized that a law codifying these changes should be enacted as soon as possible. Employers complain that the incongruence between labor provisions in the 2014 Constitution, the 2011 Ministerial Decree, and the Trade Union Law of 1976 causes uncertainty when dealing with workers' representatives.

Workers in Egypt have the right to strike peacefully, but strikers by law must notify the employer and concerned administrative officials of the reasons and time frame of the strike ten days in advance. The law prohibits strikes in strategic or vital establishments in which the interruption of work could result in disturbing national security or basic services provided to citizens. In practice, however, workers strike often in all sectors without following these procedures.

The number of strikes increased significantly after January 2011. In 2014, labor actions spiked during the first quarter, but gradually tapered off over the course of the year. The ILO Committee of Experts has criticized the 1976 Trade Union Law for mandating that only formerly government-controlled Trade Union Federation may organize strikes and that workers must notify employers in advance of strike actions.

Collective negotiation is allowed between trade union organizations and private sector employers or their organizations. Agreements reached through negotiations are recorded in collective agreements regulated by the Unified Labor law and usually registered at the Ministry of Manpower and Migration. Collective bargaining is technically not permitted in the public sector, though it exists in practice. The government often intervenes to limit or manage collective bargaining negotiations in all sectors.

The Ministry of Manpower and Migration sets worker health and safety standards, which also apply in public and private free zones and the Special Economic Zones (see below). Enforcement and inspection, however, are uneven. The Unified Labor Law prohibits employers from maintaining hazardous working conditions, and workers have the right to remove themselves from hazardous conditions without risking loss of employment.

Egyptian labor laws allow employers to close or downsize for economic reasons. The government, however, has taken steps to halt downsizing in specific cases. The unemployment insurance law, also known as the Emergency Subsidy Fund Law 156 of 2002, sets a fund to compensate employees whose wages are suspended due to partial or complete closure of their firm or due to its downsizing. The Fund allocates financial resources that will come from a one percent deduction from the base salaries of public and private sector employees. According to foreign investors, certain aspects of Egypt's labor laws and policies are significant business impediments, particularly the difficulty of dismissing employees.

The Labor Law 12 of 2003 requires that foreign workers account for no more than 10 percent of the total workforce of a firm, though this requirement can be waived by the Ministry of Manpower and Migration. This law's requirements do not apply to the oil and gas industry, but most or all individual concession agreements have some sort of requirement on percentage of local employees.

In 2011, the Ministry of Manpower and Migration enacted regulations designed to restrict access for foreigners to Egyptian worker visas, though application of these provisions has been inconsistent. Visas for unskilled workers will be phased out. For most other jobs, employers may hire foreign workers on a temporary six-month basis, but must also hire two Egyptians to be trained to do the job during that period. Only jobs where it is not possible for Egyptians to



acquire the requisite skills will remain open to foreign workers. In practice, it is not clear how diligently the government is enforcing these provisions.

## Foreign-Trade Zones/Free Ports

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Public and private free zones are authorized under the Investment Incentive Law and are established by a decree from GAFI. Free zones are located within the national territory, but are considered to be outside Egypt's customs boundaries, granting firms doing business within them more freedom on transactions and exchanges. Companies producing largely for export (normally 80 percent or more of total production) may be established in free zones and operate in foreign currency. Free zones are open to investment in any sector, by foreign or domestic investors. Companies operating in free zones are exempted from customs duties, sales taxes or taxes and fees on capital assets and intermediate goods. In 2015, the Legislative Package for the Stimulation of Investment stipulated a 1 percent duty paid on the value of commodities upon entry for storage projects and a 1 percent duty upon exit for manufacturing and assembly projects.

There are currently 10 public free zones in operation in the following locations: Alexandria, Damietta, East Port Said Port Zone, Ismailia, Koft, Media Production City, Nasr City, Port Said, Shebin el Kom, and Suez. Private free zones may also be established with a decree from GAFI but are usually limited to a single project. Export-oriented industrial projects are given priority. There is no restriction on foreign ownership of capital in private free zones.

In 2015, limits were introduced on energy-related free zone investments, and licenses will not be granted in free zones for projects in the following sectors: fertilizers; oil and steel; petroleum; natural gas production, liquefaction and transport; or other energy intensive industries.

The Special Economic Zones (SEZ) Law 83 of 2002 allows establishment of special zones for industrial, agricultural, or service activities designed specifically with the export market in mind. The law allows firms operating in these zones to import capital equipment, raw materials, and intermediate goods duty free. Companies established in the SEZs are also exempt from sales and indirect taxes and can operate under more flexible labor regulations. The first SEZ was established in the northwest Gulf of Suez.

Law 19 of 2007 authorized creation of investment zones, which require Prime Ministerial approval for establishment. The government regulates these zones through a board of directors, but the zones are established, built and operated by the private sector. The government does not provide any infrastructure or utilities in these zones. Investment zones enjoy the same benefits as free zones in terms of facilitation of license-issuance, ease of dealing with other agencies, etc., but are not granted the incentives and tax/custom exemptions enjoyed in free zones. Projects in investment zones pay the same tax/customs duties applied throughout Egypt. The aim of the law is to assist the private sector in diversifying its economic activities.

In 2014, the government announced its intention to begin work on the \$15 billion Suez Canal Development Project, a major industrial and logistics services hub built along the Suez Canal. The project will be constructed by the Dar El Handsa Consortium, and is expected to include upgrades and renovations to ports located along the Suez Canal corridor, including West and East Port Said, Ismailia, Suez, Adabiya, and Ain Sokhna. The government has invited foreign investors to take part in the project, which is expected to be built in several stages, the first of which is scheduled to be completed by 2020. Reported areas for investment include maritime

services like ship repair services, bunkering, vessel scrapping and recycling; industrial projects, including pharmaceuticals, food processing, automotive production, consumer electronics, textiles, and petrochemicals; IT services such as research and development and software development; renewable energy; and mixed use, residential, logistics, and commercial developments.

Website for the Suez Canal Development Project:  
<http://www.sczone.com.eg/English/Pages/default.aspx>

## Foreign Direct Investment Statistics

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Table 2: Key Macroeconomic Data, U.S. FDI in Host Country/Economy

Economic Data	Host Country Statistical source*		USG or international statistical source		USG or International Source of Data: BEA; IMF; Eurostat; UNCTAD, Other
	Year	Amount	Year	Amount	
<b>Host Country Gross Domestic Product (GDP) (\$M USD)</b>	2013/14	279,000	2014	272,000	<a href="http://www.worldbank.org/en/country">www.worldbank.org/en/country</a>
<b>Foreign Direct Investment</b>	<b>Host Country Statistical source*</b>		<b>USG or international statistical source</b>		<b>USG or international Source of data: BEA; IMF; Eurostat; UNCTAD, Other</b>
<b>U.S. FDI in partner country (\$M USD, stock positions)</b>	2013/14	4,100	2014	17,100	BEA data available 3/19/14 at <a href="http://bea.gov/international/direct_investment_multinational_companies_comprehensive_data.htm">http://bea.gov/international/direct_investment_multinational_companies_comprehensive_data.htm</a>
<b>Host country's FDI in the United States (\$M USD, stock positions)</b>	2013/14	N/A	2014	300	BEA data available 3/19/14 at <a href="http://bea.gov/international/direct_investment_multinational_companies_comprehensive_data.htm">http://bea.gov/international/direct_investment_multinational_companies_comprehensive_data.htm</a>
<b>Total inbound stock of FDI as % host GDP</b>	2013/14	10,900	N/A	N/A	3.9%

[http://www.mof.gov.eg/English/publications/MOF\\_Publications/Pages/The\\_Financial\\_Monthly\\_Bulletin.aspx](http://www.mof.gov.eg/English/publications/MOF_Publications/Pages/The_Financial_Monthly_Bulletin.aspx)

Measurements of foreign direct investment (FDI) in Egypt vary according to the source and the definitions employed to calculate the figure. The Central Bank records figures on quarterly and annual investment flows based on financial records for Egypt's balance of payments statistics and are reported in the table below. The Ministry of Petroleum keeps statistics on investment in the oil and gas sector (which accounts for the bulk of FDI in Egypt), while GAFI keeps statistics on all other investments, but statistics are not always current. GAFI's figures are calculated in Egyptian Pounds at the historical value and rate of exchange, with no allowance for depreciation and are cumulative starting from 1971. The U.S. has historically ranked first in terms of FDI in Egypt, but starting in 2007 was outpaced by the EU.

U.S. firms are active in a wide range of manufacturing industries, producing goods for the domestic and export markets. Examples of U.S. investors include Apache Corporation, Chrysler, Coca-Cola, Dow Chemical, ExxonMobil, General Motors, Johnson & Johnson, Kelloggs, Mars, Proctor and Gamble, Pfizer, and PepsiCo. Leading investors from other countries include BG, ENI-AGIP, BP, and Shell (in the oil/gas sector), Unilever, Nestle, the M.A. Kharafi Group (Kuwait), and the Kingdom Development Company (Saudi Arabia).

Note that the IMF's Coordinated Direct Investment Survey (CDIS) is unavailable for Egypt.

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### Direct Investment from/in Counterpart Economy Data

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#### From Top Five Sources/To Top Five Destinations (US Dollars, Millions)

Inward Direct Investment			Outward Direct Investment		
Total Inward	N/A	100%	Total Outward	N/A	100%
N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A

"0" reflects amounts rounded to +/- USD 500,000.

Table 4: Sources of Portfolio Investment

Figures below are from 2013. Note that political changes since 2013 will adversely affect Qatar's investment in Egypt in future reports.

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### Portfolio Investment Assets

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#### Top Five Partners (Millions, US Dollars)

Total			Equity Securities			Total Debt Securities		
All Countries	2,968	100%	All Countries	737	100%	All Countries	2,231	100%
United States	1,353	46%	Saudi Arabia	302	41%	United States	1,317	59%
Saudi Arabia	327	11%	Italy	49	7%	Cayman Islands	322	14
Cayman Islands	322	11%	United Kingdom	40	5%	United Kingdom	106	5%
United Kingdom	146	5%	United States	36	5%	Qatar	84	4%
Qatar	84	3%	Switzerland	34	5%	Germany	64	3%

**Contact Point at Post**

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U.S. Department of State Investment Climate Statements can be found at the following link:  
<http://www.state.gov/e/eb/rls/othr/ics/>

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## Chapter 7: Trade and Project Financing

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- [How Does the Banking System Operate](#)
- [Foreign-Exchange Controls](#)
- [U.S. Banks and Local Correspondent Banks](#)
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### How Do I Get Paid (Methods of Payment)

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U.S. exporters typically request Letters of Credit (LOC's) from Egyptian buyers arranged by the buyer through Egyptian banks and confirmed irrevocably by an American bank, though recent reports indicate that U.S. firms prefer payment in advance over LOCs. Wire transferring through SWIFT is another option. Other financing sources include: the U.S. Export-Import Bank (EXIM) and European Bank for Reconstruction and Development (EBRD) and for investors. Tighter credit terms offered by the EU, Japan and China have required importers to seek full LOCs or cash-in-advance payments for imports. In December 2012, the Central Bank of Egypt (CBE) began a currency auction to sell foreign currency which has, at times, created a scarcity of foreign currency in Egypt. Egyptian Importers must apply for foreign currency from banks and can be significantly.

### How Does the Banking System Operate

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According to the CBE, the Egyptian banking system currently consists of 40 banks categorized by commercial, non-commercial, public and private sector banks. ATM services are offered at all bank branches as well as many point of sale locations. In practice, the vast majority of these banks operate as commercial banks, although there are a few specialized banks (i.e. agriculture and real estate). The National Bank of Egypt, Bank Misr, and Banque du Caire are large public sector banks which control 40 percent of the banking sector. All banks in Egypt are subject to supervision by the CBE; however the Arab International Bank, Nasr Social Bank, and the National Investment Bank are exempted due to special provisions in law and treaty.

In 2003, Egypt reformed the banking system under Law 88 of 2003. In 2005, Presidential Decree No. 64 raised the minimum capital requirements for banks sharply from LE 100 million to LE 500 million for domestic banks and from USD10 million to USD 50 million for branches of foreign banks.

Citibank, formerly the only full service American bank operating in the Egyptian market is currently in the process of selling its retail operations. It will maintain its commercial and investment banking operations in Egypt. J.P. Morgan Chase and BNY Mellon have representative offices.

Foreign exchange regulations fall under Law No 88/2003. Under the law, individuals and businesses can hold foreign currency in Egypt and can have local bank accounts denominated in foreign currency. Individuals can buy foreign currency and transfer it abroad. Any individual or business can engage in a foreign currency transaction, but must use banks or foreign-exchange bureaus that are licensed to trade in foreign currencies. The banks and foreign exchange bureaus all submit statements of all their transactions to the CBE, which ultimately controls all foreign exchange transactions.

Following the January 2011 revolution, the CBE established restrictions on transferring foreign currency out of the country. Each individual is allowed to only transfer \$100,000 per person in a lifetime. In 2014 CBE announced decree on transferring foreign currency up to \$ 100,000 during 2014. Commercial transactions must be supported with specific documents to justify the transfer. Travelers exiting the country are allowed to carry a maximum of \$10,000. There are no indications on how long these new restrictions will be in place. In December 2012, CBE further restricted the availability of foreign currency by establishing an auction system to sell foreign currency based on a list of priority sectors which include food, medicines and fuel. Businesses report that they often must wait 15-20 days to obtain foreign currencies. Many small businesses have sought foreign currency on the parallel market but often have to pay a premium.

In 2003, a new profit repatriation system was announced by the CBE which requires sub-custodian banks to open two accounts for foreign investors, a foreign currency account and a local currency account, which will be exclusively maintained for stock exchange transactions only. The two accounts will serve as a channel through which foreign investors can process their sale, purchase, dividend collection and profit repatriation transactions using the official exchange rates.

In 2014, CBE has covered 50% of a backlog of dollars owed to foreign investors seeking to repatriate funds from the country, a repatriation scheme opened aimed at restoring confidence in Egypt's economy guarantees foreign investors in Egypt's stock and government bond markets access to dollars despite severe shortages of foreign currency.

In 2015, CBE issued a new decree to regulate foreign currency deposits and control the parallel market, the decree allowed a maximum foreign currency deposits \$10,000 per day and maximum \$50,000 monthly.

Through 2013/2014 CBE has maintained the official exchange rate steady at 7.53 EGP/1 USD. However, the parallel market rate has increased over the first quarter of 2014 from 7.30 EGP/1 USD to 7.80 EGP/1 USD reflecting sustained unmet demand for foreign exchange. Given the demand, downward pressure on foreign reserves will likely continue. In February 2015, allowed for a devaluation of the official exchange rate to reach \$1= LE 7.63.

Citibank

4 Ahmed Pasha St., Garden City, Cairo

Tel: +20 (2) 2791-0673, +20 (2) 7913 524 Fax: +20 (2) 2795-8056

Website: <http://www.citibankegypt.com/egypt/homepage/home.htm>

Bank of Alexandria

49 Kasr El Nil St., Down Town, Cairo

Tel: +20 (2) 2391-3822, +20 (2) 2399-2000, +20 (2) 2393-4999 Fax: +20 (2) 2390-7793

<http://www.alexbank.com/>

Bank of New York Mellon (rep. Office)

9 Abdel Moneim Riad St., Mohandeseen, Giza

Tel: +20 (2) 3336-5818, +20 (2) 3336-5822, +20 (2) 3336-5823 Fax: +20 (2) 3336-5816

<http://www.bnymellon.com/>

Bank Misr (Banque Misr)

151 Mohamed Farid St., Downtown, Cairo

Tel: +20 (2) 2391-4239/0656 Fax: +20 (2) 2393-5381

<http://www.banquemisr.com/sites/engbm/Pages/default.aspx>

National Bank of Egypt

1187 Corniche Al Nil, Boulak, Cairo

Tel: +20 (2) 2594-5000, +20 (2) 2594-5668, +20 (2) 2594-5600 Fax: +20 (2) 2574-7614

<http://www.nbe.com.eg/>

Arab International Bank

35 Abdel Khalek Tharwat St., Downtown, Cairo

Tel: +20 (2) 2397-0202, +20 (2) 2392-6749, +20 (2) 2391-6120/7133/2140

Fax: +20 (2) 2391-5922, +20 (2) 2395-5102

<http://www.aib.com.eg>

Cairo Barclays Bank

12 Al Sheikh Youssef Sq., Garden City, Cairo

Tel: +20 (2) 16222, +20 (2) 2366-2620/2700/2600 Fax: +20 (2) 2366-2814/2810/2811

<http://www.barclays.com/africa/egypt/>

Commercial International Bank (CIB)

Nile Tower Bldg., 4th Fl., 21/23 Charles DeGaulle St., Giza

Tel: +20 (2) 3747-2000, +20 (2) 3570-2690, +20 (2) 3570-3043 Fax: +20 (2) 3568-3844

<http://www.cibeg.com/en/Pages/default.aspx>

HSBC

306 Corniche El Nil St. Maadi, Cairo

Tel: +20 (2) 2529-8000, 25298751, +20 (2) 3535-9100 Fax: +20 (2) 2525-8080

<http://www.hsbc.com.eg/1/2/>

Ahli United Bank

1191 Corniche El Nil, Floor 9, Cairo

Tel: +20 (2) 2614-9500/9600/9700, +20 (2) +02-25801200/1201/1205

Fax: +20 (2) 2613-5160, Fax: +20 (2) 2619-0574

[http://www.ahliunited.com/egypt/egypt\\_about.html](http://www.ahliunited.com/egypt/egypt_about.html)

## OBTAINING FINANCING

The emerging securities market, donor-assistance credit lines (i.e. bilateral aid, EU credits for the private sector, and the Social Fund for Development) offer alternatives to financing from banks. In 2004, the Ministry of Finance began allowing 13 financial institutions including banks and bond dealers, to underwrite primary issuance of government securities to trade in the secondary market through sale, purchase, and repurchase agreements of government securities based on a multiple-price auction system.

## EGYPTIAN FINANCIAL AND INSURANCE MECHANISMS

The local banking system in Egypt is the main source of finance for Egyptian exports. Export financing is usually short-term and is intended to cover the exporter's working capital during the production period. The period of financing ranges from three to four months to as much as one year. Banks normally do not finance long-term export contracts unless guaranteed by an export guarantee company. The exporter may use loans to finance imported inputs or locally produced ones. Banks prefer to lend exporters the same currency they will receive in payment for its exports to reduce foreign exchange risk.

Banks may finance from 40 percent to 8 percent of the value of an export order, based on the form of a contract, shipping documents, insurance documents, or a Letter of Credit (LOC), and the credibility of the exporter. If the exporter is not well known in the market or does not have a proven track record banks will request that the importer open an LOC to reduce their risk.

Egypt has one export guarantee company, the Export Credit Guarantee Company of Egypt (ECGC), established by the Export Development Bank of Egypt, National Investment Bank, Misr Insurance Company, Al Shark Insurance Company, Misr Life Insurance Company, and National Bank of Egypt. It provides guarantees against importer's risk or political risk to Egyptian or foreign exporters who export products that are totally or partially produced in Egypt. ECGC's guarantee also covers political risk (non-commercial), which includes the following: cancellation of the importer's license by his/her country's authorities; refusal of entry of goods by the importer's government; denial of permission to transit a country's territory; seizure or confiscation of exported goods by the importer's country or the transit country; insolvency of a public-owned importer; or military actions or civil disturbances that affect the importer's assets. The guarantee, on the other hand, does not cover foreign exchange risk and risks pertaining to the nature of the goods. The guarantee can reach up to 80 percent of the importer's outstanding debt. ECGC receives 0.5-2 percent premium depending on the importer's country and the product exported. The exporter can then sell the guarantee to his/her bank.

### **The Overseas Private Investment Corporation (OPIC) Egypt Enterprise Loan Guarantee Facility**

OPIC has launched a USD 250 million Enterprise Loan Guarantee Facility (ELGF) in Egypt to support bank lending to the enterprise sector and stimulate job creation. The ELGF provides partial loan guarantees to partner banks to stimulate lending to enterprises that have potential for growth and to assist banks in increasing their portfolios at a lower credit risk level.

The Guaranty Facility Agreement was signed with the Al Watany Bank and the Commercial International Bank.

## **The U.S. Trade and Development Agency (USTDA)**

USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

USTDA provides grant funding to overseas project sponsors for the planning of projects that support the development of modern infrastructure and an open trading system. The hallmark of USTDA development assistance has always involved building partnerships between U.S. companies and overseas project sponsors to bring proven private sector solutions to developmental challenges.

## **European Bank for Reconstruction and Development (EBRD)**

The EBRD's priorities in Egypt are financing and improving conditions for investment, enhancing the agribusiness value chain, and modernizing the financial sector. EBRD is also boosting the role of cleaner fuels and renewable energy; supporting reform and commercialization of the transport, fuels and power sectors; and upgrading and expanding municipal infrastructure.

EBRD focuses on the following sectors in Egypt:

- Financial
- Agribusiness
- Municipal Infrastructure
- Transportation
- Telecommunications

EBRD Egypt

Mr. Philip Ter Woort, Country Director

EGID Building, First Floor

Block 72, off Ninety Axis

5th Settlement, New Cairo, Cairo

Tel: +20(2) 2399-5596, +20(2) 2322-5900

E-mail: [terwoorp@ebrd.com](mailto:terwoorp@ebrd.com)

Website: [www.ebrd.com](http://www.ebrd.com); [www.ebrd.com/pages/country/egypt.shtml](http://www.ebrd.com/pages/country/egypt.shtml)

The U.S. Commercial Service Representative at EBRD Headquarters is:

Ms. Mary Boscia

Senior Commercial Officer

EBRD

One Exchange Square

London EC2A 2JN

United Kingdom

Tel: +44 20 7338 7493

E-mail: [bosciam@ebrd.com](mailto:bosciam@ebrd.com)



## THE WORLD BANK GROUP

The World Bank Group is a multilateral lending agency consisting of four closely related institutions: the International Bank for Reconstruction and Development (IBRD), the International Development Association (IDA), the International Finance Corporation (IFC), and the Multilateral Investment Guarantee Agency (MIGA). As a "middle income" country, Egypt is no longer eligible for loans from the World Bank's "soft" financing arm, the IDA, but it is still eligible for regular World Bank IBRD loans.

The IFC is an affiliate of the World Bank that provides project financing for private investment in developing countries. IFC offers long-term loans and equity investments, as well as other financing services. IFC will generally invest up to 25% of the total project cost. In addition to project finance, IFC also provides legal and technical assistance to private enterprises. Unlike the IBRD and IDA, the IFC does not require government guarantees. Egypt is one of the largest users of IFC funds in the world. U.S. companies seeking direct investment funds should contact the IFC directly.

For further information and assistance contact the U.S. Commerce Department's Commercial Service Liaison Staff, Office of the U.S. Executive Director, The World Bank, 1818 H Street NW, Washington DC 20433, USA. Tel: 202-473-1000, Fax: 202 477-6391. Website: [www.worldbank.org](http://www.worldbank.org).

The U.S. Commercial Service representative at the World Bank is:

U.S. Business Liaison

Mr. Ased Alam, Country Director

E-mail: [aalam@worldbank.org](mailto:aalam@worldbank.org)

Tel: +20 (2) 2574-1670

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Export-Import Bank of the United States: <http://www.exim.gov>

Country Limitation Schedule: [http://www.exim.gov/tools/country/country\\_limits.html](http://www.exim.gov/tools/country/country_limits.html)

OPIC: <http://www.opic.gov>

Trade and Development Agency: <http://www.tda.gov/>

SBA's Office of International Trade: <http://www.sba.gov/oit/>

USDA Commodity Credit Corporation: <http://www.fsa.usda.gov/cc/default.htm>

U.S. Agency for International Development: <http://www.usaid.gov>

African Export-Import Bank: [www.afreximbank.com](http://www.afreximbank.com)

The World Bank: <http://www.worldbank.org/>

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### Business Customs

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Egyptian and foreign business community members who have broad experience in the market give the following suggestions:

- **Have Patience:** Unfamiliar paperwork processes and bureaucratic procedures can sometimes make business move somewhat slowly in Egypt. In light of this, contract negotiations can take more time than expected. It may take a year or more, but in the end, a mutually profitable contract is attainable.

- **Get Acquainted with Local Culture:** Egyptians are a proud people who trace their civilization back 5,000 years. Take time to learn the culture and develop an appreciation for the Islamic faith. All private business leaders and most high-level government officials have a good command of English. Learn as much Arabic as possible - it pleases Egyptians if you know key phrases in Arabic ... Good Morning (Sabah El Kheir), Good Evening (Massaa El Kheir), etc.

- **Be Personable:** When you visit a businessperson, don't just walk in, shake hands, and get down to business. Get to know your business partners and if you have previously met with the person, chat about common friends; ask after their family, children, etc.

- **Do Your Homework:** The Egyptian market is complex and highly competitive. You have to study the market very well before starting a business. A competent Egyptian agent will be instrumental to success in the Egyptian market. Find yourself a good local representative with the help of the U.S. Commercial Service at the U.S. Embassy or a reliable business group.

- **Remain Flexible:** The Egyptian market, like anywhere in the Middle East, is constantly changing. It may not be advisable for the terms of a contract to remain the same during its entire duration. Changing conditions in the market may necessitate exploring different markets or changing from partnership to technology transfer or royalty provisions.

- **Send Your Best:** Your most experienced executive with knowledge of the area will be most successful in the Egyptian business community, particularly in a culture that respects age, experience and education.

**- Business Rules:** When doing business in Egypt, be prepared to adjust to Egyptian business expectations. While this process can be time consuming, most foreign companies, once they have established a base in Egypt, find the Egyptian market a worthwhile and profitable place to do business.

## Travel Advisory

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For the latest security information, U.S. citizens traveling abroad should regularly monitor the Department of State's Internet website at <http://travel.state.gov/> where the following information can be found:

Worldwide Caution: [http://travel.state.gov/travel/cis\\_pa\\_tw/cis/cis\\_1108.html](http://travel.state.gov/travel/cis_pa_tw/cis/cis_1108.html)

Follow on Twitter at [@USEmbassyCairo](#) and the Bureau of Consular Affairs page on Facebook at [@USEmbassyCairo](#) as well.

Travelers should check this link for any updates to the security situation before leaving the U.S. Travel alerts to Egypt can be found at [http://travel.state.gov/travel/cis\\_pa\\_tw/pa/pa\\_5602.html](http://travel.state.gov/travel/cis_pa_tw/pa/pa_5602.html)

Business travelers to Egypt seeking appointments with U.S. Embassy Cairo officials should contact the Commercial Service in advance at +20 (2) 2797-2340, fax at +20 (2) 2795-8368, or e-mail at: [Office.Cairo@trade.gov](mailto:Office.Cairo@trade.gov).

U.S. citizens are advised to maintain valid travel documents and enroll with the Department of State or the U.S. Embassy Cairo through the State Department's Smart Traveler Enrollment Program website <https://travelregistration.state.gov/>.

## Visa Requirements

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A passport and visa are required for all non-Egyptian visitors traveling to Egypt. For specific requirements, consult the Egyptian Embassy in the United States, 3521 International Court, NW, Washington, D.C. 20008, [http://www.egyptembassy.net/consular-services/passports-travel/visa-requirements\\_\(202/895-5400\)](http://www.egyptembassy.net/consular-services/passports-travel/visa-requirements_(202/895-5400)) or nearest Consulate General: CA (415/346-9700), IL (312/828-9162), NY (212/759-7120), or TX (713/961-4915).

More information can also be found at the State Department's Egypt Country Specific Information sheet website: <http://travel.state.gov/content/passports/english/country/egypt.html>

U.S. Companies that require travel of foreign businesspersons to the United States should be advised that security evaluations are handled via an interagency process. Visa applicants should go to the following links:

State Department Visa Website: <http://travel.state.gov/content/passports/english/passports.html>

United States Visas.gov: <https://united-states.visahq.com/>

## Telecommunications

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The international dialing code for Egypt is +20. Calling landlines may require a city code such as (2) for Cairo and (3) for Alexandria. Cell phones have 11 digits. There are three companies providing cell phone services: Mobinil starts with 0122, 0127 or 0128. Vodafone starts with

0100, 0106, 0109 or 0101. Etisalat starts with 0111, 0114, 0112 or 0115. Should you dial a landline from a mobile phone; you need to dial 0 plus the city code.

The Government of Egypt offers free dial up, and using these 0777 numbers accesses Internet through ISPs, and billing is the same as making a local phone call. Wireless Internet can be found in many of the 5 star hotels and some cafes.

## Transportation

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**Air and Sea:** Egypt is an important air terminus for the Middle East, and Cairo is served by many major airlines. Egypt Air is the only airline with direct, nonstop service between Egypt and the United States. Egyptair is a Star Alliance member, and operates code share flights with Lufthansa, Turkish Airlines and others. Other major international airlines represented in Cairo include: Air France, Alitalia, British Airways, KLM, Qatar, Gulf Air, Emirates Airlines, and Swissair. Shipping lines serving Port Said and Alexandria (the largest port on the Mediterranean) are Adriatica, Farrel, Lykes, Ogden, Prudential, and American President Lines. Egypt has its own merchant fleet.

**Local:** In 2009, taxis that are 20 years or older were replaced by white cabs with black-checked stripes instead of the older taxis due to safety concern. Using Cairo's taxis effectively requires some basic Arabic phrases and practice. If you're going to an area you do not know well, ask about local landmarks – such as hotels or cross streets – to help you and the driver find the location. Negotiating the fare is best done before the trip. The price of riding in a cab includes a LE 3.00 (USD 0.39) base fair, including the first kilometer, and an LE 1.25 (USD 0.18) charge for every additional kilometer. There are a few taxi companies which may be called for pick-up however, due to heavy traffic conditions, these cabs are not on time. Additionally, there are alternative transportation options such as renting a private car and driver from either a travel company or private limousine service. The average price to rent a car and driver, for the day, is around USD 130.

The Cairo Metro is a light rail system, partly underground. One line runs from al-Marg in the north through the center of the city to Maadi and on to Helwan. Another line runs from Shoubra El Kheima, north of Cairo, to Ramses Station in the city center. A third line runs from Tahrir Square passing by the Cairo Opera House and ending at Cairo University in Giza. A new line runs now from Abasseya Square to Attaba Square, downtown.

The Cairo Metro (subway), buses and commuter micro-buses are usually extremely crowded and poorly maintained. These are not recommended.

**Regional:** The Western Desert Highway, a high-speed toll road, and the busier Delta Road connect Alexandria and Cairo. Buses take 3½ hours between the cities, including a rest stop. A non-stop train takes just over 2 hours.

**Traffic Safety and Road Conditions:** The roads in Egypt can be hazardous, particularly at night outside major cities. Cars and trucks frequently travel at night without headlights and at a high rate of speed. There are few, if any, areas for a vehicle with mechanical problems to pull off the paved surface and no system for warning other motorists. Wild animals can regularly be found on the roads at night. Traffic regulations are routinely ignored. Roads in Cairo are congested and traffic is badly regulated. With such hazards, it is not surprising that Egypt is one of the world's leaders in fatal auto accidents. It is also strongly suggested that seatbelts be worn at all times. For those who prefer to go on foot, sidewalks and pedestrian crossings are non-

existent in many areas and drivers do not yield the right-of-way to pedestrians. Additionally, emergency and intensive care facilities are limited outside of Cairo.

For additional general information about road safety, including links to foreign government sites, see the Department of State, Bureau of Consular Affairs home page at [http://www.travel.state.gov/travel/tips/safety/safety\\_1179.html](http://www.travel.state.gov/travel/tips/safety/safety_1179.html) For specific information concerning Egypt's driving permits, vehicle inspection, road tax and mandatory insurance, please contact the Egyptian National Tourist Organization offices in New York at Egypt Tourist Authority, 630 Fifth Avenue, Suite 1706, New York, NY 10111; telephone (212) 332-2570 or toll-free, (877) 773-4978; internet website: <http://www.egypttourism.org>; e-mail address: [info@egypttourism.org](mailto:info@egypttourism.org).

## Language

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Arabic is the spoken language of Egypt. Colloquial Cairene Arabic is expressive and rich in words of Coptic, European, and Turkish origins. The written language differs from the spoken. Modern Standard Arabic, based on the language of the Koran, is heard on radio, TV, and in formal speeches. About 85% of Egyptians are Muslim, and Islam is the state religion. Most others are Christian, Copts, Greek Orthodox, Roman Catholic, or Anglican Protestants. Indigenous minorities include about twelve million Copts, Nubians, Bedouin, and a small Jewish community. Coptic has remained the liturgical language of the Coptic Church. English, and to a lesser extent French, is widely spoken amongst the business community and at hotels and tourist destinations.

## Health

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There are many Western-trained medical professionals in Egypt. The U.S. Embassy in Cairo can provide a list of local hospitals and English-speaking physicians. Medical facilities are adequate for non-emergency matters, particularly in tourist areas. Emergency and intensive care facilities are limited. There is one hospital in Egypt, [Dar Al Fouad](#), which has [Joint Commission International Accreditation](#).

Most Nile cruise boats do not have a ship's doctor, but some employ a medical practitioner of uncertain qualification. Hospital facilities in Luxor and Aswan are inadequate, and they are nonexistent at most other ports-of-call. The Egyptian ambulance service hotline is 123, but the Egyptian ambulance service is not reliable.

Beaches on the Mediterranean and Red Sea coasts are generally unpolluted. Persons who swim in the Nile or its canals, walk barefoot in stagnant water, or drink untreated water are at risk of exposure to bacterial and other infections and the parasitic disease schistosomiasis (bilharzia).

It is generally safe to eat properly-prepared, thoroughly-cooked meat and vegetables in tourist hotels, on Nile cruise boats, and in tourist restaurants. Eating uncooked vegetables should be avoided. Tap water is not potable. It is best to drink bottled water or water that has been boiled and filtered. Well-known brands of bottled beverages are generally considered to be safe.

Information on vaccinations and other health precautions, such as safe food and water precautions and insect bite protection, may be obtained from the Centers for Disease Control and Prevention's (CDC) hotline for international travelers at 1-877-FYI-TRIP (1-877-394-8747) or via the CDC website. For information about outbreaks of infectious diseases abroad, consult the infectious diseases section of the World Health Organization (WHO) website. The WHO

website also contains additional health information for travelers, including detailed country-specific health information.

A list of local hospitals, medical facilities and physicians can be found at the American Citizen Services website: <http://photos.state.gov/libraries/egypt/19452/pdfs/hospitallist.pdf>

For the most current information and links on influenza and pandemic preparedness, please visit the federal government's flu website: <http://www.flu.gov/>.

**Medical Insurance:** The Department of State strongly urges U.S. citizens to consult their medical insurance company prior to traveling abroad to determine whether the policy applies overseas and whether it covers emergency expenses such as a medical evacuation. Most insurance companies will cover only life-threatening medevacs.

For more information, please see the Department of State's medical insurance overseas page: <http://travel.state.gov/content/passports/english/go/health.html>

### Local Time, Business Hours, and Holidays

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Typical work hours are Sunday through Thursday 8:00 am – 4:30 pm. The U.S. Embassy is closed on American and Egyptian holidays. During the month of Ramadan, local employees work 7 hours instead of 8 hours (1 hour less either in the morning or in the afternoon).

**Local Currency:** The Egyptian Pound (LE) is the local currency. As of July 2015, the exchange rate is 7.83 LE to \$1 USD. Most businesses, restaurants, retailers accept debit cards, Visa, and Mastercard however public service providers will not accept payment by credit cards. For example utility bill collections, taxi services, smaller street kiosks will only accept cash payments.

### Temporary Entry of Materials and Personal Belongings

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**Customs Regulations:** Egyptian customs authorities enforce strict regulations concerning temporary importation into or export from Egypt of items such as firearms, religious materials, antiquities, medications, business equipment, currency, and ivory.

Personal use items such as jewelry, laptop computers, and electronic equipment are exempt from customs fees and are allowed into the country. Commercial merchandise and samples require an import/export license issued by the Egyptian Ministry of Foreign Trade and Industry in Egypt prior to travel and should be declared upon arrival. It is advisable to contact the Embassy of Egypt in Washington, D.C. or one of Egypt's consulates in the United States for specific information regarding customs requirements.

**Criminal Penalties:** While in a foreign country, a U.S. citizen is subject to that country's laws and regulations, which sometimes differ significantly from those in the United States and may not afford the protections available to the individual under U.S. law. Penalties for breaking the law can be more severe than in the United States for similar offenses. Persons violating Egyptian laws, even unknowingly, may be expelled, arrested or imprisoned.

Penalties for possession, use, or trafficking in illegal drugs in Egypt are strict, and convicted offenders can expect jail sentences and heavy fines. The death penalty may be imposed on anyone convicted of smuggling or selling marijuana, hashish, opium, LSD, or other narcotics.

Law enforcement authorities prosecute and seek fines and imprisonment in cases of possession of even small quantities of drugs.

**Consular Access:** U.S. citizens are encouraged to carry a copy of their U.S. passport with them at all times, so that, if questioned by local officials, proof of identity and U.S. citizenship is readily available. In accordance with Article 36 of the Vienna Convention on Consular Relations, to which Egypt is a party, competent authorities in the host country must notify a consular post of the arrest of one of its citizens without delay if requested to do so by the foreign citizen.

**Photography Restrictions:** There are restrictions on photographing military personnel and sites, bridges, and canals, including the Suez Canal. Egyptian authorities may broadly interpret these restrictions to include other potentially sensitive structures, including embassies, police stations, and other public buildings with international associations, and some religious edifices. Visitors should refrain from taking photographs that include uniformed personnel.

**Children's Issues:** For information on international adoption of children and international parental child abduction, please refer to the website [http://travel.state.gov/abduction/abduction\\_580.html](http://travel.state.gov/abduction/abduction_580.html) or telephone the Overseas Citizens Services call center at 1-888-407-4747. The OCS call center can answer general inquiries regarding international adoptions and will forward calls to the appropriate country officer in the Bureau of Consular Affairs. This number is available from 8:00 a.m. to 8:00 p.m. Eastern Standard Time, Monday through Friday (except U.S. federal holidays). Callers who are unable to use toll-free numbers, such as those calling from overseas, may obtain information and assistance during these hours by calling 1-317-472-2328.

**Embassy Location and Registration:** U.S. citizens living in or visiting Egypt are encouraged to register at <https://step.state.gov/step/> or at the Consular Section of the U.S. Embassy in Egypt and obtain updated information on travel and security within Egypt. The American Citizens Services (ACS) office of the U.S. Embassy is located at 5 Latin America Street, Garden City, Cairo and is open to the public from 9:00 a.m. until 12:00 noon. The work week in Egypt is Sunday through Thursday and ACS is closed the last Tuesday of each month and on American and Egyptian holidays. Those seeking routine services should schedule an appointment through the online appointment system. Those needing emergency services do not need an appointment.

The mailing address from the United States is: Consular Section, Unit 64900, Box 15, APO AE 09839-4900; in Egypt, it is 8 Kamal el-Din Salah Street, Garden City, Cairo. The main Embassy telephone number is +20 (2) 2797-3300. The Consular Section telephone number is 20-2-2797-2301, the fax number is +20 (2) 2797-2472, and the e-mail address is [ConsularCairo@state.gov](mailto:ConsularCairo@state.gov). Consular information is available via the Internet at <http://egypt.usembassy.gov/consular/acs.html>

For U.S. citizens who work or study at the Cairo American College and the American University in Cairo, the consular section maintains a special appointment day on Thursdays. It is not obligatory to make an appointment online however U.S. citizens should notify consular staff at the following email: [ConsularCairoACS@state.gov](mailto:ConsularCairoACS@state.gov).

Department of State Travel Sheet on Egypt:

<http://travel.state.gov/content/passports/english/country/egypt.html>

U.S. State Department's travel warnings and travel alerts:

<http://travel.state.gov/content/passports/english/alertswarnings.html>

Embassy of the Arab Republic of Egypt in Washington, DC: <http://www.egyptembassy.net/>

Consular Section of the U.S. Embassy in Egypt: <http://egypt.usembassy.gov/visas.html>

State Department Travel website: <http://travel.state.gov>

Egypt Tourist Authority: <http://www.egypttourism.org>

Smart Traveler Enrollment Program: <https://step.state.gov/step/>

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## Chapter 9: Contacts, Market Research and Trade Events

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### Contacts

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U.S. and Egyptian Contacts: (Note: From the U.S. dial international long-distance access, then Country Code: 20, and City Code: 2 for Cairo, or 3 for Alexandria. When dialing from within Egypt, dial 02 for Cairo, 03 for Alexandria.)

### U.S. Embassy in Cairo Trade Personnel:

#### U.S. Commercial Service

Mr. Jim Sullivan, Senior Commercial Officer for Egypt  
Mrs. Diane Jones, Deputy Senior Commercial Officer  
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Fax: +20 (2) 2795-8368  
Email: [cairo.office.box@trade.gov](mailto:cairo.office.box@trade.gov)  
Website: <http://export.gov/egypt>

#### U.S. Foreign Agricultural Service (FAS)

Mr. Ron Verdonk, Agricultural Counselor  
Mr. Orestes Vasquez, Deputy Agricultural Counselor  
8 Kamal El Din Salah St., Garden City, Cairo  
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Fax: +20 (2) 2796-3989  
E-mail: [AGCairo@usda.gov](mailto:AGCairo@usda.gov)  
Website: <http://egypt.usembassy.gov/fas.html>, [www.fas.usda.gov](http://www.fas.usda.gov)

#### U.S. Department of Homeland Security

Mr. Douglass E. Eckhardt, Department of Homeland Security Attaché  
8 Kamal El Din Salah St., Garden City, Cairo  
Tel: +20 (2) 2797-2126  
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E-mail: [cairodhscbp@state.gov](mailto:cairodhscbp@state.gov)  
Website: <http://dhs.gov/>

#### U.S. Agency for International Development (USAID)

Mrs. Sherry Carlin, Director  
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Fax: +20 (2) 2516-4628  
E-mail: [dheuschel@usaid.gov](mailto:dheuschel@usaid.gov)  
Website: <http://egypt.usaid.gov>

## **U.S. Department of State**

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Mr. William Weinstein, Counselor, Economic Affairs  
Tel: + 20 (2) 2797-3405  
Fax: + 20 (2) 2797-3150

Mr. Adnan Sadiki, Counselor for Public Affairs (Cultural & Press)  
Tel: +20 (2) 2797-3245  
8 Kamal El Din Salah St., Garden City, Cairo.  
Website: <http://egypt.usembassy.gov/>

## **U.S. Department of Treasury**

Ms. Celine Senseney, Treasury Attaché  
Tel: +20 (2) 2797-2371  
E-mail: [senseneycp@state.gov](mailto:senseneycp@state.gov)  
Website: <http://treasury.gov/>

## **Egyptian Government Cabinet:**

### Prime Minister

Dr. Ibrahim Roshdy Mehleb, Prime Minister  
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Website: <http://www.egypt.gov.eg>, <http://www.cabinet.gov.eg>

### Ministry of Agriculture and Land Reclamation

Dr. Salah Eddin Helal Mahmoud Helal, Minister of Agriculture and Land Reclamation  
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Website: <http://www.agr.gov.eg>, <http://www.agr-egypt.gov.eg>

### Ministry of Antiquities and Heritage

Dr. Mamdouh el-Damati, Minister of State for Antiquities Affairs and Heritage  
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#### Ministry of Civil Aviation

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#### Ministry of Defense

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#### Ministry of Electricity and Renewable Energy

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Website: <http://www.moh.gov.eg>

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Mr. Mounir Amin Fakhry Abdel-Nour, Minister of Industry and Trade  
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Tel: +20 (2) 3336-3980/1/2, +20 (2) 3336-0452

Fax: +20 (2) 3336-3983

E-Mail: [esed00@hotmail.com](mailto:esed00@hotmail.com)

Website: <http://www.esed.eg.org/>

Egypt's International Economic Forum

Mr. Mohamed Shafik Gabr, Chairman

509 Road #10, Off Road # 9, Mokattam, Cairo

Tel: +20 (2) 25086925, +20 (2) 25086873 / 4

Fax: +20 (2) 2508-6859

E-Mail: [eief@eieforum.org](mailto:eief@eieforum.org)

Website: <http://www.eieforum.org/>

Sadat City Investors Association

Mr. Arafat Rashed, President

P.O. Box 104, Sadat City

Tel: +20 (2) 048 2601614 – 2602992

Fax: +20 (2) 048 2601468

E-Mail: [info@sadat-city.com](mailto:info@sadat-city.com)

Website: [www.sadat-city.com](http://www.sadat-city.com)

Tenth of Ramadan Investors Association

Dr. Moharam El Sebai Helal, Chairman

10th of Ramadan City, Banks District, Kafrawy Garden, P.O. Box 73

Tel: +20 (15) 372-750/1/2

Fax: +20 (15) 363-413

E-Mail: [info\\_triaeg@yahoo.com](mailto:info_triaeg@yahoo.com)

### **Egyptian Government Agencies:**

Arab Organization for Industrialization (AOI)

Marshal Abdel Aziz Sif Eldin, Chairman

Kilo 4.5, Cairo-Suez Road.

Tel: +20 (2) 22673635; + 20 (2) 22672634; +20 (2) 22672297; 19334

Fax: +20 (2) 2482-6010

E-mail: [ahihger@gmail.com](mailto:ahihger@gmail.com)

Website: <http://www.aoi.com.eg/aoieng/>

The Egyptian Financial Supervisory Authority  
Mr. Sherif Samy, Chairman  
Smart Village, Building 5A-84B, Km 28 Cairo-Alexandria  
Desert Road, Giza, Postal Code 12577  
Tel: +20 (2) 3537 0040, 2576 2994, 2575 8822, 2579 0949  
Website: <http://www.cma.gov.eg>

Central Agency for Public Mobilization & Statistics (CAPMAS)  
Mr. Abu Bakr El Gindy, President  
Salah Salem St., Nasr City, Cairo  
Tel: +20 (2) 2402-4632 2402-1559, 2402-2575, Fax: +20 (2) 2402-4099  
Website: <http://www.capmas.gov.eg/>

Central Bank of Egypt  
Mr. Hisham Ramez, Governor  
31 Kasr El Nil St., Cairo  
Tel: +20 (2) 2392-6211, +20 (2) 2392-6108, Fax: +20 (2) 2392-5045, +20 (2) 2392-6361  
Website: <http://www.cbe.org.eg/>

Commercial Representation Office  
Mr. Ali Sami El Lithy, Director  
Ministry of Finance, Tower # 5, Second Floor, Nasr City, Cairo  
Tel: +20 (2) 2342-1550, +20 (2) 2342-4030, Fax: +20 (2) 2342-4010

Customs Authority  
Mr. Magdy Abd El Aziz, Director General  
Ministry of Finance, Tower # 3, Third Floor, Nasr City, Cairo  
Tel: +20 (2) 2342-2016, +20 (2) 2342-2014, Fax: +20 (2) 2342-2280  
Website: [www.customs.gov.eg/](http://www.customs.gov.eg/)

Egypt Air Holding Company  
Captain Sameh Zaki El Hefny  
Egypt Air Administration Complex, Airport Road, Cairo  
Tel: +20 (2) 2267-6542, Fax: +20 (2) 2696-3334  
E-mail: [ms001@egyptair.com](mailto:ms001@egyptair.com)  
Website: <http://www.egyptair.com.eg/docs/inside/staff.htm>

Egyptian General Petroleum Corp. (EGPC)  
Geologist Taher Foad El Zifzaf, CEO  
Palestine St., 4th Sector, New Maadi, Cairo  
Tel: +20 (2) 2518-4960, 2706-5345, 2703-1438/9/40/41/42  
Fax: +20 (2) 2518-4963, 2706-5359  
Website: <http://www.egpc.com.eg/>

Egyptian Radio & TV Union (ERTU)  
Mr. Essam El Amir, Chairman  
TV Bldg., Corniche El Nil, Cairo  
Tel: +20 (2) 2578 7120, 2578 7029, 2574- 6881  
Fax: +20 (2) 2575-9629, 2578- 9310, 2574-6989  
Website: <http://www.ertu.org/>



Egypt Tourist Authority (ETA)  
Mr. Amro El Ezaby, Chairman  
Misr Travel Bldg., Abbassia, Cairo  
Tel: +20 (2) 2683-9968, +20 (2) 2684-1970, Fax: +20 (2) 2685-4788  
Website: [www.egypt.travel](http://www.egypt.travel)

General Authority for Export & Import Control (GOEIC)  
General Mohamed Alaa Abdel Karim, Chairman  
Cairo Airport Complex  
Fax: +20 (2) 2576-6971, +20 (2) 2575-8195  
Cairo AirPort Office:  
Tel: +20 (2) 19591, +20 (2) 2268-3251/61/ +20 (2) 2268-1741  
E-mail: [askadmin@goeic.gov.eg](mailto:askadmin@goeic.gov.eg)  
Website: <http://www.goeic.gov.eg>

General Organization for Int'l Exhibitions & Fairs (GOIEF)  
Mrs. Nagwa Rashad, Chairman  
Fair Grounds, Nasr City, Cairo  
Tel: +20 (2) 2260-7846/52  
Fax: +20 (2) 2260-4548/21  
Website: [www.eeca.gov.eg](http://www.eeca.gov.eg)

Immigration & Egyptians Abroad Administration  
Mrs. Iman Zakria, Director  
96 Ahmed Orabi St., Mohandessin  
Tel: +20 (2) 3303-6431, +20 (2) 33036433, +20 (2) 33463496  
Fax: +20 (2) 3303-5332, +20 (2) 3346-3497

New Community Authority  
Eng. Kamal Fahmy, Deputy Director  
Housing Bldg., 1 Ismail Abaza St., Cairo  
Tel: +20 (2) 3851 9875/6/9, Fax: +20 (2) 2792-1408

Sales Tax Authority  
Mr. Abd El Monaim El Said Mattar, Director  
4 El Tayaran St., Nasr City, Cairo  
26 El-Obour Bldg., Nasr City, Cairo  
Tel: +20 (2) 2403-4893 / 96, +20 (2) 2405-0536 / 35, Fax: +20 (2) 2401-2702  
Website: <http://www.salestax.gov.eg/>

Social Fund for Development (SFD)  
Mrs. Soha Soliman, Secretary General  
120 Mohey El Din Aboul Ezz St., Dokki, Giza  
Tel: +20 (2) 16733, 3336 4371, +20 (2) 3336 4873, Fax: +20 (2) 333612985  
Website: <http://www.sfdegypt.org>

Cairo Alexandria Stock Exchange  
Dr. Mohamed Omran, Director  
4A El Sherifien St., Downtown, Cairo  
Tel: +20 (2) 2395-9200, +20 (2) 2392-8698, +20 (2) 2392-1402 / 47  
Fax: +20 (2) 2395-5799  
Website: <http://www.egyptse.com/English/homepage.aspx>

Suez Canal Authority  
Marshall Mohab Mamish, Chairman  
6 Lazoghly St., Garden City, Cairo  
Tel: +2 064 3392473  
Fax: +2 064 3392867  
E-mail: [planning@suezcanal.gov.eg](mailto:planning@suezcanal.gov.eg)  
Website: [www.suezcanal.gov.eg](http://www.suezcanal.gov.eg)

Telecom Egypt  
Eng. Mohamed Salim, Chairman  
Smart Village, Building B7  
Km 28 Cairo-Alexandria Desert Road, Giza  
Tel: +20 (2) 3131-5011/12/13  
Fax: +20 (2) 3131-5015  
Website: <http://www.telecomegypt.com.eg/home-en.asp>  
E-mail: [Chairman@telecomegypt.com.eg](mailto:Chairman@telecomegypt.com.eg)

#### **U.S. and Egyptian Organizations and Associations:**

U.S.–Egypt Business Council  
Steve Lutes, Executive Director  
U.S. Chamber of Commerce  
1615 H Street, NW  
Washington, D.C. 20062  
Tel. 202 463 5830  
[www.usegyptcouncil.org](http://www.usegyptcouncil.org)  
[slutes@uschamber.com](mailto:slutes@uschamber.com)

Egypt–U.S. Business Council  
Omar Mehanna, Chairman  
Tel: 3338-1050  
Fax: 33381060  
Email: [chairman@egyptuscouncil.com](mailto:chairman@egyptuscouncil.com)  
Website: [www.egyptusbc.org](http://www.egyptusbc.org)

National U.S.–Arab Chamber of Commerce  
Mr. David Hamod, President  
1023 15th Street, N.W., 4th Floor  
Washington, D.C. 20005  
Tel: (202) 289-5920  
Fax: (202) 289-5938  
Website: <http://www.nusacc.org/>

American–Arab Chamber of Commerce  
Mr. Fay Beydoun, Executive Director  
12740 W. Warren Ave., Suite 300  
Dearborn, MI 48126  
Tel: (313) 945-1700  
Fax: (313) 945-6697  
Website: <http://www.americanarab.com/>

American–Egyptian Cooperation Foundation (AECF)  
Dr. Terence P. Moran, Ph.D.  
200 East 61st Street, Ste. 12B  
New York, NY 10065 U.S.A.  
Tel: (212) 867-2323  
E-mail: [mdulay@americanegyptiancoop.org](mailto:mdulay@americanegyptiancoop.org)  
Website: <http://www.americanegyptiancoop.org/>

Egyptian-American Cultural Association (EACA)  
Mr. Mohamed El Shinnawi, President  
P.O. Box 9551, Washington, D.C. 20016  
Website: <http://www.eacaonline.org/>

### **Other Chambers of Commerce in Egypt:**

American Chamber of Commerce in Egypt  
Mr. Anis A. Aclimandos, President  
Hisham Fahmy, Executive Director  
Sylvia Menassa, Acting Executive Director  
33 Soliman Abaza St., Dokki, Giza  
Tel: +20 (2) 3338-1050  
Fax: +20 (2) 3338-1060  
Website: <http://www.amcham.org.eg/>

German-Arab Chamber of Commerce in Egypt  
Mr. Ulrich Huth, Chairman  
21 Soliman Abaza Str., Dokki, Giza  
Tel: +20 (2) 3336-8183  
Fax: +20 (2) 3336-8026  
E-mail: [info@ahk-mena.com](mailto:info@ahk-mena.com)  
Website: <http://www.ahkmena.com/>

Greek Chamber of Commerce in Cairo  
Mr. Antonios Diamantidis, President  
17 Soliman El Halabi St., Cairo  
Tel: +20 (2) 2574-1190  
Fax: +20 (2) 2575-4970  
E-mail: [info@greekchambercairo.com](mailto:info@greekchambercairo.com)  
Website: [www.greekchambercairo.com](http://www.greekchambercairo.com)

Italian Chamber of Commerce in Egypt  
Dr. Antonio Badini, Secretary General  
33 Abdel Khalek Tharwat St., Downtown, Cairo  
Tel: +20 (2) 2392-2275, +20 (2) 23937944  
Fax: +20 (2) 2391-2503  
Website: [www.cci-egypt.org](http://www.cci-egypt.org)  
E-mail: [info@cci-egypt.org](mailto:info@cci-egypt.org)

Japan External Trade Organization  
Mr. Takashi Shiraishi  
World Trade Center, 1191 Corniche El-Nil, Bolak, Cairo  
Tel: +20 (2) 2574-1111  
Fax: +20 (2) 2575-6966  
E-mail: [junichi\\_takamiya@jetro.go.jp](mailto:junichi_takamiya@jetro.go.jp)  
Website: [www.jetro.go.jp/Egypt/](http://www.jetro.go.jp/Egypt/)

### **Egyptian Government in the U.S.:**

Embassy of the Arab Republic of Egypt  
Ambassador Yasir Rida  
3521 International Court, NW  
Washington, D.C. 20008  
Tel: (202) 895-5400  
Fax: (202) 244-4319, (202) 244-5131  
Website: <http://www.egyptembassy.net/>

Office of Economic & Commercial Affairs  
Embassy of the Arab Republic of Egypt  
Anwar Al Sahragty, Minister Counselor for Economic & Commercial Affairs  
2232 Massachusetts Ave., NW  
Washington, D.C. 20008  
Tel: (202) 265-9111, Fax: (202) 328-4517

Permanent Representative of the Arab Republic of Egypt to the United Nations  
304 East 44th Street, New York, NY 10017  
Ambassador Hisham Badr  
Tel: (212) 503-0300  
Fax: (212) 949-5999  
Website: <http://www.egyptembassy.net/showmission.cfm?id=28>

Consulate General of Egypt  
1110 Second Ave., Rm. 201  
New York, NY 10022  
Tel: (212) 759-7120, (212) 759-7121, (212) 759-7122  
Fax: (212) 308-7643  
Website: <http://www.egyptnyc.net/>

The Egyptian Consulate General in San Francisco  
3001 Pacific Ave.  
San Francisco, CA 94115 -1013  
Tel: (415) 346-9700, (415) 346-9702, (415) 346-7352  
Fax: (415) 346-9480  
Website: <http://www.egy2000.com/>

Consulate General of Egypt  
1990 Post Oak Blvd., Suite 2180  
Houston, TX 77056  
Tel: (713) 961-4915, (713) 961-4916

Fax: (713) 961-3868  
<http://www.egyptembassy.net/showservices.cfm?id=31>

Consulate General of Egypt  
500 N. Michigan Ave., Suite 1900  
Chicago, IL 60611  
Tel: (312) 828-9162, (312) 8289164, (312) 828-9163  
Fax: (312) 828-9167  
<http://www.egyptembassy.net/showservices.cfm?id=30>

### **Washington-Based U.S. Government Contacts:**

U.S. Department of Commerce  
Naomi Wiegler, Desk Officer  
MAC/ONE, Room 2029B  
Washington, D.C. 20230  
Tel: (202) 482-1860  
Fax: (202) 482-0878  
Website: <http://www.ita.doc.gov/>

Salahuddin Tauhidi, Country Manager  
Washington, D.C. 20230  
Tel: (202) 482-1322  
Fax: (202) 482-5179  
Website: <http://www.ita.doc.gov/>

U.S. Department of Commerce  
U.S. Commercial Service  
Mr. Christian Reed, Regional Director, ANESA  
HCH Bldg., Room 1223  
Washington, D.C. 20230  
Tel: (202) 482-4836  
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Website: <http://www.buyusa.gov/home/>

U.S. Department of Agriculture  
Mr. Phil Karsting, Foreign Agricultural Service Administrator  
Jeanne Bailey, Director for Market Development  
Room 4939-S, 1400 Independence Ave., SW  
Washington, D.C. 20250  
Tel: (202) 720-6343  
Fax: (202) 690-4374  
Website: <http://www.fas.usda.gov/>

U.S. Department of State  
Andrew Clark, Egypt Desk Officer  
2201 C Street NW  
Washington, DC 20520  
Tel: (202) 720-2208  
Fax: (202) 720-9473  
Website: <http://www.state.gov/>

U.S. Export-Import Bank (Ex-Im Bank)  
Mr. Fred P. Hochberg, Business Development Officer Africa  
811 Vermont Avenue NW  
Washington, D.C. 20571  
Tel: (202) 565-3946, (800) 565-3946  
Fax: (202) 566-7524, (202) 565-3839  
Email: [ben.todd@exim.gov](mailto:ben.todd@exim.gov)  
Website: <http://www.exim.gov/>

Overseas Private Investment Corporation (OPIC)  
Ms. Elizabeth Littlefield, President and CEO  
1100 New York Avenue, NW  
Washington, D.C. 20527  
Tel: (202) 336-8400  
Fax: (202) 336-7949  
Website: <http://www.opic.gov/>

U.S. Small Business Administration (SBA)  
740 15th Street NW, 3rd Floor  
Washington, D.C. 20005-3544  
Tel: (202) 272-0345  
Fax: (202) 272-0344  
Website: <http://www.sba.gov/>

U.S. Trade and Development Agency (USTDA)  
Carl Kress/Heather Lanigan, Egypt Desk  
1000 Wilson Blvd., Suite 1600  
Arlington, VA 22209-3901  
Tel: (703) 875-4357  
Fax: (703) 875-4009  
Website: <http://www.ustda.gov/>

#### **Multilateral Institutions Abroad:**

International Finance Corporation (IFC)  
2121 Pennsylvania Avenue, NW  
Washington, DC 20433 USA  
Tel: (202) 473-3800  
Fax: (202) 974-4384  
Website: <http://www.ifc.org/>

European Bank for Reconstruction and Development  
One Exchange Square  
London EC2A 2JN  
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Mr. William N. Center Jr.  
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EBRD  
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World Bank  
Dr. Jim Yong Kim World Bank Group President  
1818 H Street, N.W.  
Washington, D.C. 20433  
Tel: (202) 477-1234, 477-1000, 473-1000  
Fax: (202) 477-6391  
Website: <http://www.worldbank.org/>

### **Multilateral Institutions in Egypt:**

African Export Import Bank (AFREXIM)  
Dr. John Luis Ekra President  
Dr. Oramah Okey, Vice President  
72 B El Maahads El Eshtraky St., Heliopolis, Cairo  
P.O. Box 613 Heliopolis, Cairo 11757, Egypt  
Tel: +20 (2) 27701100  
Fax: +20 (2) 2578-0276-9  
Postal Address: P.O. Box 404 Gezira, Cairo 11568, Egypt  
Website: [www.afreximbank.com](http://www.afreximbank.com)

African Development Bank  
Egypt Country Office (EGFO)  
Mrs. Lila El Mokadm,  
72B Al Maahad Al Eshteraky St. Heliopolis, Cairo  
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Fax: +20 (2) 2256-3792  
Website: [www.afdb.org](http://www.afdb.org)

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Email: [Terwoorp@ebrd.com](mailto:Terwoorp@ebrd.com)  
Website: [www.ebrd.com](http://www.ebrd.com); [www.ebrd.com/pages/country/egypt.shtml](http://www.ebrd.com/pages/country/egypt.shtml)

International Finance Corporation (IFC)  
Mr. Mouayed Makhlof, Director for the Middle East and North Africa Region  
Mr. Luke Haggarty IFC Advisory Services Senior Manager  
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Fax: +20 (2) 2461-9130/60  
Website: [www.ifc.org](http://www.ifc.org)

Cairo Regional Center for International Commercial Arbitration  
Dr. Mohamed Abdel Raouf, Director  
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Tel: +20 (2) 2735-1333/35/37, +20 (2) 737-3691/93  
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Website: <http://www.crcica.org.eg>

Commission of the European Communities Delegation in Egypt  
Ambassador James Moran , Head of the Delegation  
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Website: <http://delegy.ec.europa.eu/en/index.htm>

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Website: <http://www.undp.org.eg/default.aspx>  
E-mail: [registry.eg@undp.org](mailto:registry.eg@undp.org)

World Bank  
Mr. Hartwig Schafer, Country Director  
World Trade Center, 1191 Corniche El-Nil,  
Boulaq, Cairo, Egypt  
Tel: +20 (2) 2574-1670/71  
Fax: +20 (2) 25741676  
Website: <http://worldbank.org/en/country/egypt>

## Market Research

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## Trade Events

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The Event: ME PLAST (For Plastic, Pipes & petrochemicals)  
Date: 30 July - 2 August  
Location: Cairo International Convention and Exhibition Center  
Organizer: Pride International  
Website: [www.meplast.net](http://www.meplast.net)  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

The Event: Defile Kids - The Cairo International Kids Fashion Show & Exhibition  
Date: 22 - 24 August  
Location: Cairo International Convention and Exhibition Center  
Organizer: Defile D'Egypte Co.  
Website: [www.defiledegypte.com](http://www.defiledegypte.com)  
Contact: Hany Wassef: [Hany.Wassef@trade.gov](mailto:Hany.Wassef@trade.gov)



The Event: Cairo Energy  
Renewable Energy and Green Power - Retech Energy Egypt  
Date: 1 – 3 September  
Location: Cairo International Convention and Exhibition Center  
Organizer: Sama Marketing Business SMB Co.  
Website: [www.smbegypt.com](http://www.smbegypt.com)  
Contact: Mai Abdelhalim: [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)

The Event: Automation Technology Egypt 2015  
Date: 1 – 3 September  
Location: Cairo International Convention and Exhibition Center  
Organizer: Sama Marketing Business SMB Co.  
Website: [www.smbegypt.com](http://www.smbegypt.com), [www.at.com.eg](http://www.at.com.eg)  
Contact: Hany Wassef: [Hany.Wassef@trade.gov](mailto:Hany.Wassef@trade.gov)

The Event: Flowtech Egypt 2015 (The 2nd Int'l Valves and Pipe Fittings, Fluid Machinery and Process Equipment Exhibition and Conference)  
Date: 1 – 3 September  
Location: Cairo International Convention and Exhibition Center  
Organizer: Sama Marketing Business SMB Co.  
Website: [www.flowtech-eg.com](http://www.flowtech-eg.com), [www.smbegypt.com](http://www.smbegypt.com)  
Contact: Hany Wassef: [Hany.Wassef@trade.gov](mailto:Hany.Wassef@trade.gov)

The Event: SAHARA  
Date: 7 - 10 September  
Location: Cairo International Convention and Exhibition Center  
Organizer: Expo.  
Website: [www.saharaexpo.com](http://www.saharaexpo.com)  
Contact: Cherine Maher: [Cherine.Maher@trade.gov](mailto:Cherine.Maher@trade.gov)

The Event: CITYSCAPE EGYPT  
Date: 16 - 19 September  
Location: Cairo International Convention and Exhibition Center  
Organizer: ACG-ITF  
Website: [www.cityscapeegypt.com](http://www.cityscapeegypt.com), [www.acg-itf.com](http://www.acg-itf.com)  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

The Event: Digi Sign Africa 2015  
Date: 8 – 11 October  
Location: Cairo International Convention & Exhibition Centre, Cairo  
Organizer: M.T.F (Middle East Trade Fairs Co.)  
Website: [www.mtf-fairs.com](http://www.mtf-fairs.com), [www.digisign-fair.com](http://www.digisign-fair.com)  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

The Event: CAIRO BUILD (Egypt International Building, Construction, Municipal Equipment and Natural Stone Exhibition)  
Date: 15 – 18 October  
Location: Cairo International Convention and Exhibition Center  
Organizer: Pyramids International Group Co.  
Website: [www.pyramidsfaireg.com](http://www.pyramidsfaireg.com), [www.cairobuildexpo.com](http://www.cairobuildexpo.com)

Contact: Mai Abdelhalim: [Mai.Abelhalim@trade.gov](mailto:Mai.Abelhalim@trade.gov)  
The Event: Paper ME  
Date: 22 – 24 October  
Location: Cairo International Convention and Exhibition Center  
Organizer: Nile Trade Fairs  
Website: [www.papermideast.com](http://www.papermideast.com), [www.nilefairs.com](http://www.nilefairs.com)  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

The Event: Ms Africa & Middle East (The International Trade Fair for Stone Design, Technology, Earthmoving and Building Machinery)  
Date: 2 – 5 November  
Location: Cairo International Convention and Exhibition Center  
Organizer: ART LINE for Organizing International Exhibitions and Conferences  
Website: [www.msafrica.net](http://www.msafrica.net), [www.artline.com.eg](http://www.artline.com.eg)  
Contact: Mai Abdelhalim: [Mai.Abelhalim@trade.gov](mailto:Mai.Abelhalim@trade.gov)

The Event: Projex Africa 2015 - The future building & construction trade fair  
Date: 2 – 5 November  
Location: Cairo International Convention and Exhibition Center  
Organizer: ART LINE for Organizing International Exhibitions and Conferences  
Website: [www.projexafrica.com](http://www.projexafrica.com), [www.artline.com.eg](http://www.artline.com.eg)  
Contact: Mai Abdelhalim: [Mai.Abelhalim@trade.gov](mailto:Mai.Abelhalim@trade.gov)

The Event: HACE Hotel Expo –2015 (The International Exhibition for Hotel Supplies)  
Date: 9 – 12 November  
Location: Cairo International Convention and Exhibition Center  
Organizer: Egyptian Group for Marketing (EGM Co.)  
Website: [www.hace.com.eg](http://www.hace.com.eg)  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

The Event: Mactech / Handling Expo / Airtech / Transpo-Tech  
Date: 27 - 30 November  
Location: Cairo International Convention and Exhibition Center  
Organizer: International Fairs Group (IFG)  
Website: [www.ifg-eg.com](http://www.ifg-eg.com), [www.mactech.com.eg](http://www.mactech.com.eg), [www.handlingexpo.com](http://www.handlingexpo.com); [www.airtech-eg.com](http://www.airtech-eg.com); [www.transpotech-eg.com](http://www.transpotech-eg.com)  
Contact: Hany Wassef: [Hany.Wassef@trade.gov](mailto:Hany.Wassef@trade.gov)

The Event: The 47th Cairo International Book Fair  
Date: January – February 2016  
Location: Fair Ground Nasr City  
Organizer: General Egyptian Book Organization  
Website: [www.cairobookfair.org](http://www.cairobookfair.org), [www.gebo.gov.eg](http://www.gebo.gov.eg)  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: The 49th Cairo International Fair – CIF  
Date: March 2016  
Location: Cairo International Convention and Exhibition Center  
Organizer: Egypt Expo & Convention Authority (EECA)  
Website: [www.cairofair.com](http://www.cairofair.com), [www.cicc.egnet.net](http://www.cicc.egnet.net), [www.goief.gov.eg](http://www.goief.gov.eg)  
Contact: CS Egypt [office.cairo@trade.gov](mailto:office.cairo@trade.gov)

The Event: Automech Formula Exhibition  
Date: 12 - 17 March  
Location: Cairo International Convention and Exhibition Center  
Organizer: ACG-ITF  
Website: [www.automechformula-eg.com/](http://www.automechformula-eg.com/)  
Contact: Hany Wassef: [Hany.Wassef@trade.gov](mailto:Hany.Wassef@trade.gov)

N.B. Above dates are tentative

Please click on the links below for information on upcoming trade events:

<http://export.gov/egypt/tradeevents/index.asp>

<http://export.gov/tradeevents/index.asp>

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## Chapter 10: Guide to Our Services

The President's National Export Initiative marshals Federal agencies to **prepare U.S. companies to export successfully, connect them with trade opportunities and support them once they do have exporting opportunities.**

The U.S. Commercial Service offers customized solutions to help U.S. exporters, particularly small and medium sized businesses, successfully expand exports to new markets. Our global network of trade specialists will work one-on-one with you through every step of the exporting process, helping you to:

- Target the best markets with our world-class research
- Promote your products and services to qualified buyers
- Meet the best distributors and agents for your products and services
- Overcome potential challenges or trade barriers
- Gain access to the full range of U.S. government trade promotion agencies and their services, including export training and potential trade financing sources

To learn more about the Federal Government's trade promotion resources for new and experienced exporters, please click on the following link: <http://export.gov/egypt>

For more information on the services the U.S. Commercial Service offers to U.S. exporters, please click on the following link: (Insert link to Products and Services section of local buyusa.gov website here.)

U.S. exporters seeking general export information/assistance or country-specific commercial information can also contact the **U.S. Department of Commerce's Trade Information Center** at **(800) USA-TRAD(E)**.

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, **The Department of Commerce** does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. **The Department of Commerce** can assist companies in these endeavors.

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