



EGYPTAIR
GROUND SERVICES

Board of Directors

Mr. Ahmed Mohammed Shaheen

Chairman & CEO,

Mr. Mahmoud Abd Al-Sameea

Head of Financial and Economic Affairs Division
- Egyptian

AIRPORTS HOLDING Company

Mr. Salem Salem Hassan

Consultant of Chairman-

EGYPTAIR HOLDING

Mr. Bahader Saeid Hassan

Head of Legal Affairs Division

EGYPTAIR HOLDING

Mr. Adel Mohammed Helal

VP Economic Affairs

EGYPTAIR CARGO

Eng. Refaat El-Bastawesy

Consultant of Chairman-

EGYPTAIR GROUND SERVICES

Eng. Waled Eldeeb

Customer Airlines handling

general manager

Mr. Samir Fathy

Technician

Mr. Ahmed Abd Allah

Foreign carriers and agency

coordination management

Mr. Salah Ibrahim Khoreshy

Syndicate committee Head

EGYPTAIR GROUND SERVICES Company was founded in 1932 as a department of EGYPTAIR. In 2003, EGYPTAIR GROUND SERVICES was established according to the Law No. 203 of 1991 and the Law No. 159 of 1981 as an Egyptian Joint Stock and a subsidiary of EGYPTAIR HOLDING.

EGYPTAIR GROUND SERVICES has been providing high quality aircraft ground handling in accordance with the international standards for more than 80 years in all Egyptian airports.

During the year 2017/2018, EGYPTAIR GROUND SERVICES provided high quality standards of ground services for 142 contracted customers for over 93390 flights utilizing more than 1275 of most developed equipment and highly qualified & trained ground handling staff in accordance with IATA and ICAO regulations.

EGYPTAIR GROUND SERVICES provides full scope of ground handling services that includes:

1. Passenger and baggage handling.
2. Ramp handling for all kinds of A/C.
3. Loading and unloading for all types of A/C.
4. Crew and employees ground transportation.
5. Maintenance and repair up to overhaul for all types of airport ground equipment.
6. Representation of our customers covering :
 - a) Supervision of ground services provided for flights on behalf of the customer airlines.
 - b) A/C Catering and security services.
 - c) A/C Fueling and maintenance.
 - d) Landing permission and Airport authorities' fees payment.
 - e) Hotel accommodation and medical care for the crew.



Performance Highlights:

Services

- We offered services to about 93390 flights for Egypt Air and foreign companies using about 1275 equipment.



There was a significant increase in the number of services provided as a result of the great effort made such as (increasing in our fleet, a good training to the staff, increase the contracts, increase the number of flights during that year comparing with the last year, Serving all Saudi Arabia fleet in Egypt...) to increase the income and expand our market share.

Our Fleet:

- our equipment fleet is increased to 1275 equipment inside the ramp area (passenger stairs equipped with anti-collision system, air condition, air starter, etc.)

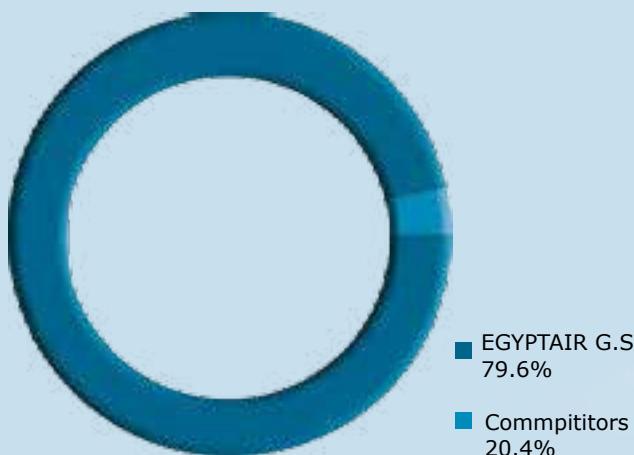


Profits:

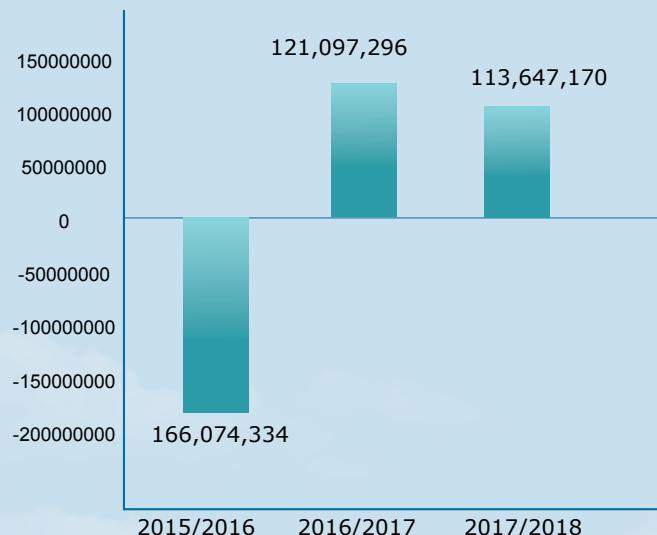
- There was a loss about 166,074,334 EGP in the year 2015/2016 but in 2016/2017 EGYPTAIR GROUND SERVICES achieved net profit of 121,097,296 EGP and in 2017/2018, the net profit is 113,647,170 EGP due to the increased expenses.

The market share of 2017/2018:

- Egypt Air ground services achieved 79.6% market share of total ground services provided at the Egyptian airports.



Percentage of market share of EGYPTAIR GROUND SERVICES to Competitors



Contracts:

Service	2016/2017	2017/2018
Full handling	39 companies	39 companies
Ramp handling	81 companies	90 companies
Agents	13 Agents	13 Agents
Total	133 contracts	142 contracts

New and on-going projects

- Be in the process of implementing an Enterprise Resources Management system for available manpower and equipment.
- Ground services building in TB3.
- The development of equipment hanger in Hurghada.
- Other projects whose budgets are as follows:

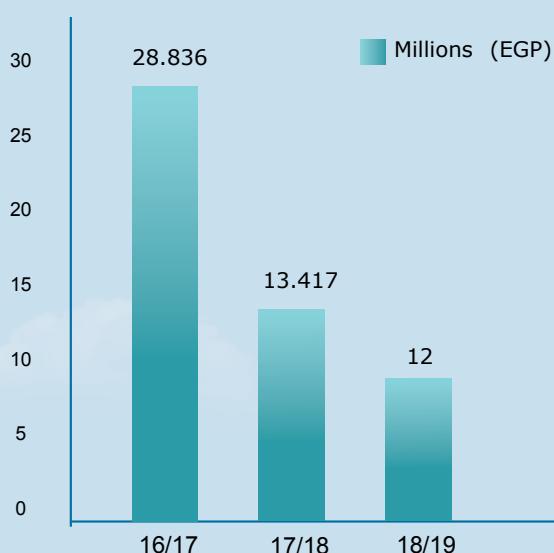


1st project:

Modernizing and increasing the equipment fleet to ensure competitive service Quality & to cover the core business growth requirements and replacement plan.

Actual Cost of 2017/2018: EGP 13.417 millions

Projected Cost for 2018/2019: EGP 12 millions

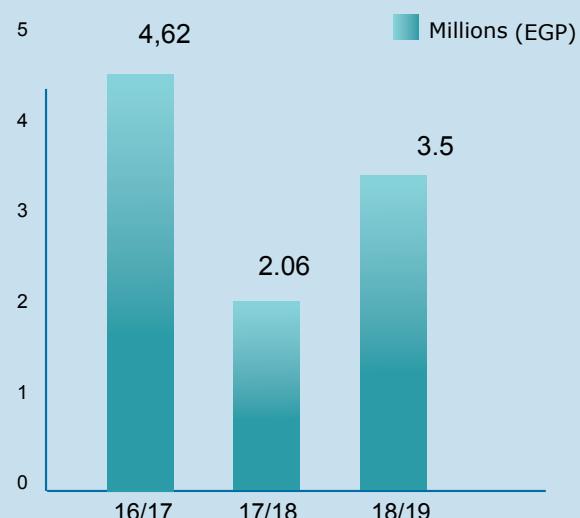


3rd project:

Enhancing company activities automation through implementing resources management system, application of data center

Actual Cost of 2016/2017: EGP 11.363 millions

Projected Cost for 2017/2018: EGP 2 millions

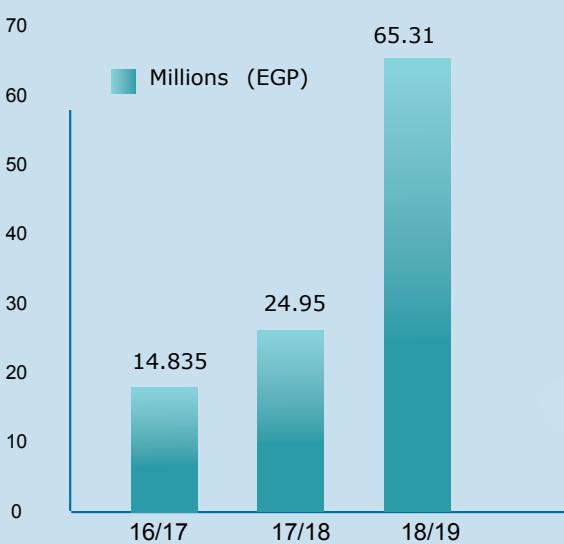


2nd project

Enhancement of the work space infrastructure, environment through upgrading and building workshops, staff accommodation sites in Cairo and stations to reach staff satisfaction and good presentation of work.

Actual Cost of 2017/2018: EGP 24.95 millions

Projected Cost for 2018/2019: EGP 65.310 millions



Certificates:

- Ground Handling Operating Certificate (ECAA) (Jan. 2019)
- Agency Operation Certificate (ECAA) (May 2019)
- Approval for ULD's Maintenance & Repair (ECAA) (2019)
- Compliance with IATA Ground Operation Manual (Not Limited)
- IOSA GRH Section (IATA) (Dec. 2018)
- ISAGO Provider, CAI station (IATA) (Dec. 2018)
- ISAGO Provider, SSH station (IATA) (March 2020)
- ISAGO Provider, ASW station (IATA) (Jan. 2019)
- ISAGO Provider, LXR station (IATA) (Jan. 2019)
- ISAGO Provider, HRG station (IATA) (Aug. 2019)
- ISAGO Provider, HBE station (IATA) (Nov. 2019)

