



Courtesy EgyptAir (2)



Mohamed AlTouba/IBA

Capt. Hassan Wahdan
Chairman
EgyptAir Supplementary
Industries Company

COMPANY PROFILE

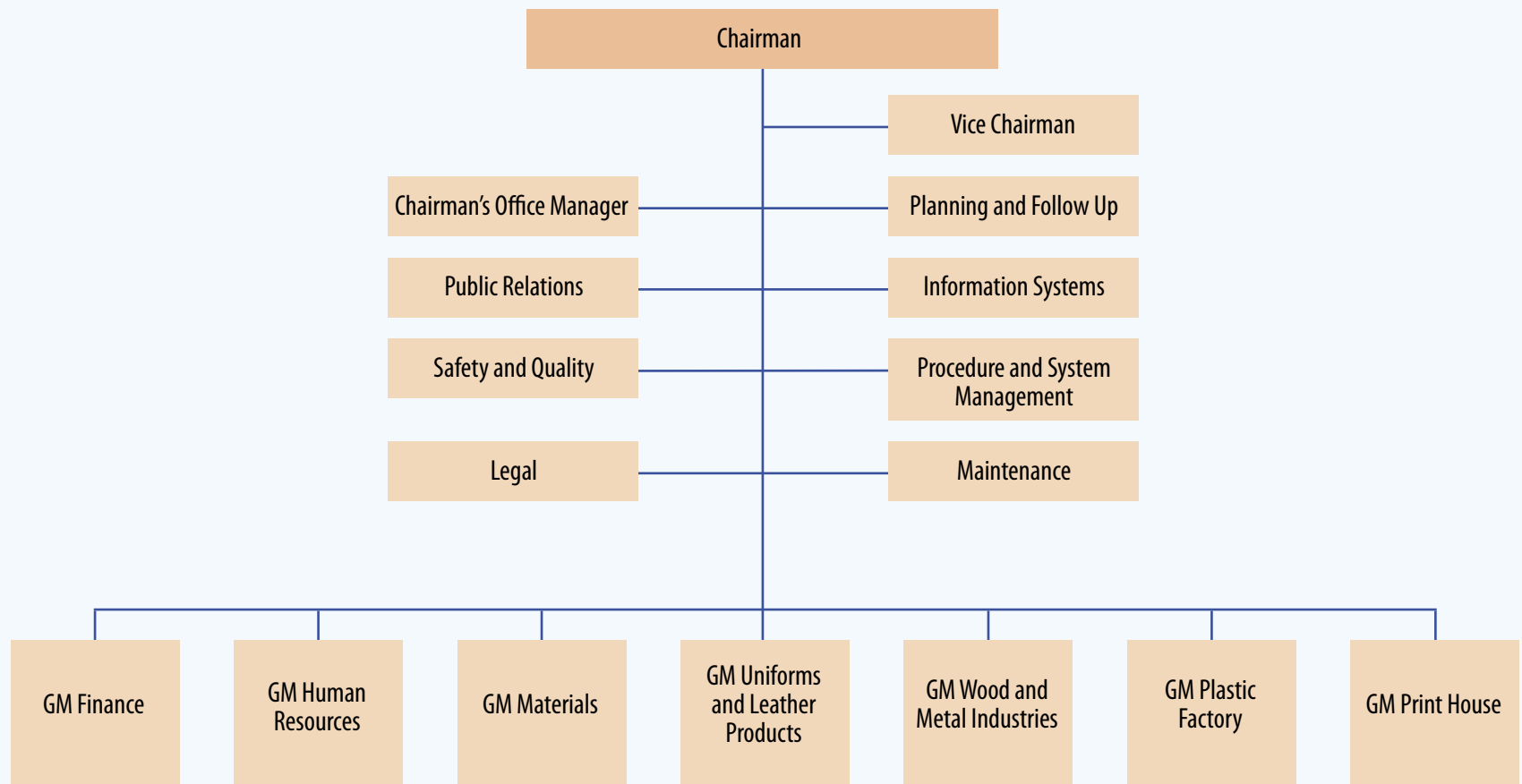
EgyptAir Supplementary Industries is an Egyptian subsidiary corporate company established according to Civil Aviation Minister directive number 586 /2005 dated 26-10-2005, in accordance with the business-sector companies law issued under law number 203 /1991 and its administrative directives.

The primary purpose of the company is to cover the material demands of the holding company and all its subsidiaries, the Ministry of Civil Aviation and its companies and authorities. The company produces plastic products, uniforms, leather items, furniture, cargo dollies and metal products, while the EgyptAir print house produces materials including stationery items, forms, publications and brochures.

To fulfill its commitments, the company is conducting the following activities:

- Manufacture of non-structural plastic items for aircraft and all plastic items used for in-flight catering services, striving to cover all demands with high quality products to achieve self-sufficiency and the opening of new external markets.
- Production of all pre-packed sachets used for in-flight catering.
- Manufacture of high-quality uniforms and leather items for use by corporate or staff personnel, and market extras in local or international markets.
- Providing advanced wood and metal products to cover the needs of sister companies and external customers, with the aim of improving this industry with the latest state-of-the-art technologies. This is intended to face the competition and grow market share.
- Manufacture of all printed materials for administrative activities for all sister companies and the Ministry of Civil Aviation authorities and grow market share in the area of aviation printed forms for other airlines and related service bodies (boarding cards, luggage tags, loading reports, safety instructions, etc). We aim to compete with leading print houses such as Al-Ahram, Al-Akhbar and Dar El-Nasher.
- Fulfilling any other needs or related supplementary industries required by the aviation business, while striving to provide high quality and self sufficiency.

ORGANIZATIONAL CHART OF EGYPTAIR SUPPLEMENTARY INDUSTRIES



STRATEGIC GOALS AND ACTION PLAN

Attaining 17–20% net annual profit

- Improving personal efficiency
- Improving machine productivity
- Maintaining efficient waste-control programs

Reaching 20% external sales in five years

- Direct contact with potential customers
- Attending relevant fairs and business events
- Promotional campaigns

Attaining 2% annual unit-cost reduction

- Direct import of basic raw materials

- Improving production techniques
- Improving handling and storage techniques

Attaining 20% annual growth rate

- Increasing productivity
- Increasing efficiency
- Increasing labor productivity
- Minimizing waste
- Exporting and new markets
- Adding high-profit activities



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