



EGYPTAIR
MAINTENANCE & ENGINEERING





EGYPTAIR MAINTENANCE & ENGINEERING successfully maintained the profitability continuity as well as growth in total revenues when compared to previous fiscal year. It was challenging to achieve these positive encouraging results under the pressure of the deep recession our main clients facing. Following tight measures, we managed to control costs & expenses to the same level as we incurred in 2011/2012 while increasing total revenues by almost 5%.

We successfully maintained our base operation with the same international standards to our customers with the strict performance of the company's qualified staff & the dedicated commitment of management team, in addition to expand our operation outside EGYPT by launching a strong presence in Iraq to support Iraqi Airways alongside the current line support stations in the region. EGYPTAIR MAINTENANCE & ENGINEERING's strategic focus toward increasing third party business leads to reduce the negative effect of our main customers' operation slow down with a 10% growth in third party revenue when compared to FY2011/2012.

The financial results for FY2012/2013 reveal a 1.42 billion EGP in total revenue and 144.62 million EGP in profit (before tax), In that context, I would like to thank my colleague; former EGYPTAIR MAINTENANCE & ENGINEERING chairman; Eng. Abu Taleb Tawfiq, for the hard efforts he exerted during FY2012/2013.

EGYPTAIR MAINTENANCE & ENGINEERING successfully renewed all international approvals & certifications to maintain its potential core capability up to date.

We are keen to assess all our plans to re-launch a complete transformation program aiming to modernize the technology platform as well as adding new facilities to enable the company to achieve its vision to be the leading MRO in the region.

Hisham Nasser



Board of Directors

Eng. Abu Taleb Tawfiq Abu Taleb

Chairman & CEO

EGYPTAIR MAINTENANCE & ENGINEERING

Mr. Mounir Abd El Wahab El Zahid

CEO

Banque du Caire

Capt. Mohamed Fathy Mohamed Mahmoud

Member at Board of Directors

EGYPTAIR MAINTENANCE & ENGINEERING

Mr. Adel Saleh EL Ghrably

VP Financial Affairs

EGYPTAIR HOLDING

Eng. Hisham Hassan Mahmoud Ali Nasser

Affairs of Appropriations Managing Director

EGYPTAIR MAINTENANCE & ENGINEERING

Eng. Mohamed Tarek Mahmoud Gholam

Senior Mechanical Engineer

EGYPTAIR MAINTENANCE & ENGINEERING

Eng. Khaled Mohamed Ahmed Omar

Advertising and Communication Director

EGYPTAIR MAINTENANCE & ENGINEERING

Mr. Taha Mohamed Metwaly El Hersh

Member at Board of Directors

EGYPTAIR MAINTENANCE & ENGINEERING

Mr. Saeed Ahmed Hamouda Hussein

Member at Board of Directors

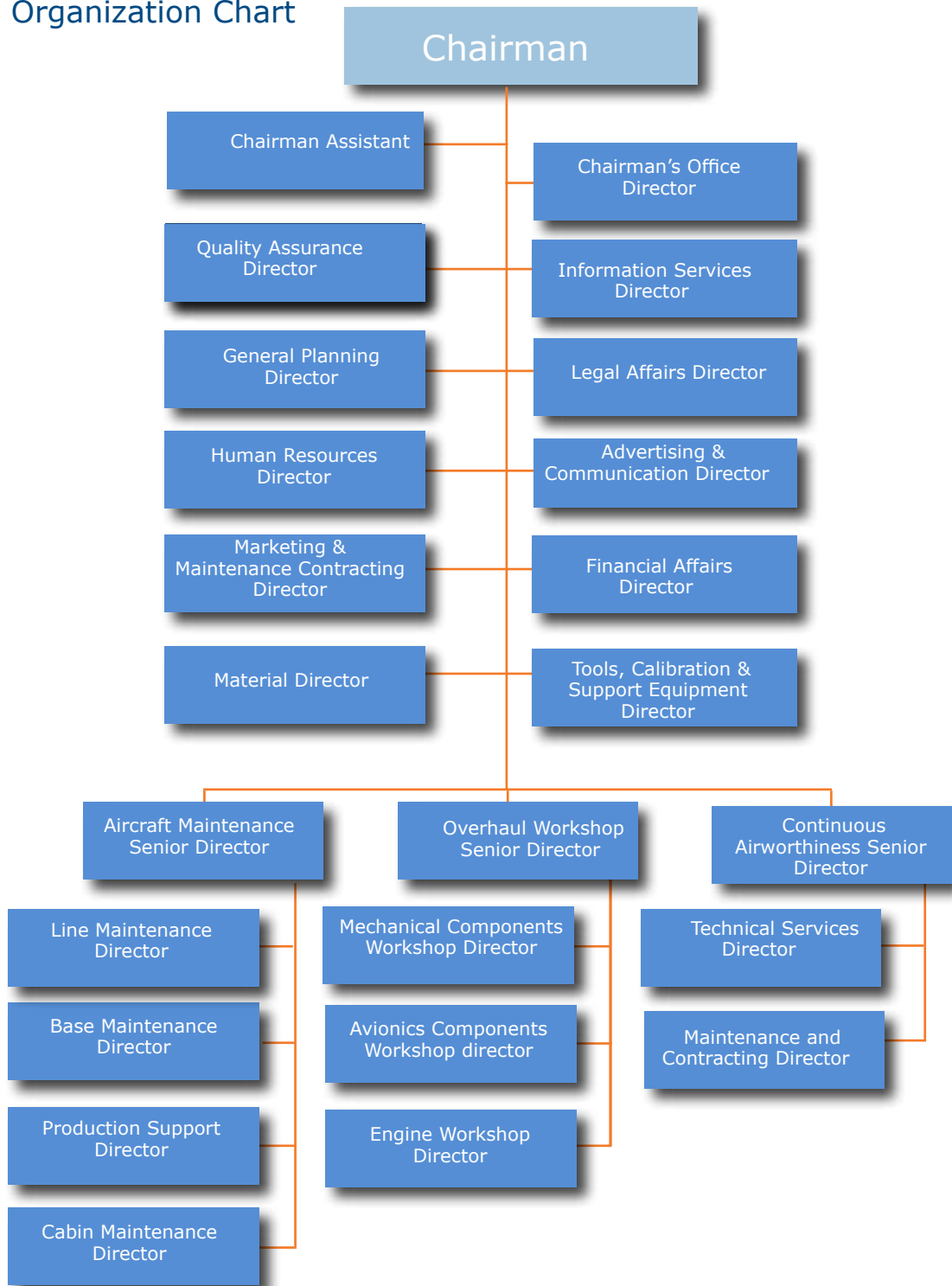
EGYPTAIR MAINTENANCE & ENGINEERING

Mr. Abd El Wahab Abdo Abd El Wahab

Head of Syndicate committee



Organization Chart



Company Profile

EGYPTAIR MAINTENANCE & ENGINEERING, one of EGYPTAIR HOLDING subsidiaries. It is the only full-maintenance, repair and overhaul (MRO) service provider in Egypt. EGYPTAIR MAINTENANCE & ENGINEERING achieve an aggressive breakthrough in order to be a reputable affiliated MRO using state-of-the-art in providing the maintenance services for different types of aircraft, aircraft's engines & components. EGYPTAIR MAINTENANCE & ENGINEERING continues its role to support EGYPTAIR's fleet. EGYPTAIR MAINTENANCE & ENGINEERING holds the Egyptian Civil Aviation Approval, EASA Part145 and FAR Part145 approvals. EGYPTAIR MAINTENANCE & ENGINEERING has an authorized capital of 500 million EGP.

Vision

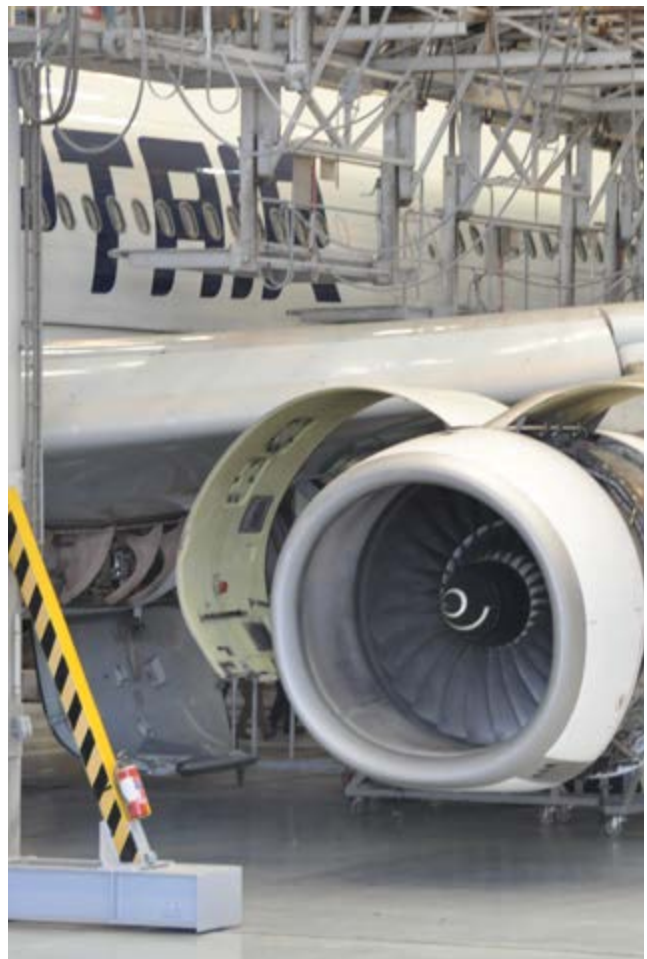
“EGYPTAIR MAINTENANCE & ENGINEERING will be the leading MRO in the Middle East & Africa“

Mission

“EGYPTAIR MAINTENANCE & ENGINEERING will provide MRO solutions with international standards to customers at Middle East, Europe & Africa through powerful and stable relationship with the Supplier/OEM, using its potential competencies' to add values to Egyptian economy, EGYPTAIR Group & EGYPTAIR MAINTENANCE & ENGINEERING's professionals”

Strategic Goals

- ➔ Reposition EGYPTAIR MAINTENANCE & ENGINEERING as a leading MRO in the Middle East & Africa.
- ➔ Sustain strong growth & profitability momentum.
- ➔ Shifting organization culture to be international business oriented



Service Portfolio

Continuous Airworthiness Management

Extensive range of creative solutions taking into considerations the airline's operations, technical, financial and regulatory aspects including but not limited to:

- ➔ Aircraft acquisition negotiations including technical definitions, options selection , warranty and guarantee , safe life policy definition...etc
- ➔ Aircraft lease negotiation support
- ➔ Fleet management
- ➔ Aircraft registration
- ➔ Aircraft Airworthiness Management
- ➔ Aircraft check definition and status
- ➔ Aircraft deliveries and redeliveries



Line and Base Maintenance

Provisions of all line and base maintenance on the following Aircraft Types:

Airbus models: A320Family, A330Family, A340-200/-300, A300-600 and A300B4

Boeing models: B737-Classic, B737NG, B777series & B767, B757 (for Line Maintenance Only)

Also the Embraer 170, 175 & 190

Engine Overhaul

V2500 A1/A5 and CFM56-5C: quick engine change (QEC) strip and build, modular replacement and engine core overhaul.

CFM56-3C, PW 4090/4158 and Trent 700: quick engine change (QEC) strip and build and modular replacement.

Component Repair and Overhaul

Services on major component groups, such as mechanical components (hydraulics, brakes, wheels) and avionic components (ATEC and Radio instruments and electrical systems).

Calibration Activities

Electrical measurements: DC and AC voltage and current, resistance and pressure measurements, gas and hydraulic gauges, frequency measurement and torque measurement.

NDT

Provide NDT services using eddy current, ultrasonic, X-ray and gamma ray, penetrant inspection, and magnetic partial inspection.

Certifications & Accreditations

EGYPTAIR MAINTENANCE & ENGINEERING operates in the aviation maintenance, and falls under the jurisdiction of the Egyptian Civil Aviation Authority (ECAA).

EGYPTAIR MAINTENANCE & ENGINEERING has all necessary permits to operate, and has an up-to-date record of inspections. These permits include;

- ➔ ECAA Part 145 (approval Certificate no. EGYPTAIR/AS/01/98)
- ➔ EASA Part 145 (approval certificate no 0290)
- ➔ FAR part 145 (approval Certificate no. 3EMY437B)
- ➔ Calibration Laboratory (ISO 17025)

These agencies regulate our business in documenting and accounting for safety of all maintenance tasks.

Authorities in many countries approve EGYPTAIR MAINTENANCE & ENGINEERING as service provider such as:



- ➔ UAE General Civil Aviation Authority (GCAA)
- ➔ Kuwait Civil Aviation Authority (DGCA)
- ➔ Jordan Civil Aviation Authority (JCAA)
- ➔ Director of Civil Aviation of Bermuda (DCA)
- ➔ Qatar Civil Aviation Authority (QCAA)
- ➔ Libya Civil Aviation Authority (LCAA)
- ➔ Pakistan Civil Aviation Authority (PCAA)
- ➔ Bahrain Civil Aviation Affairs (BCAA)
- ➔ Oman Directorate General of Civil Aviation and Meteorology (DGCAM)
- ➔ Civil Aviation Authority Cayman Island
- ➔ Saudi Presidency of Civil Aviation (PCA)
- ➔ The State Civil Aviation Authority of the Russian Federation (SCAAR)
- ➔ U.S. Department of Transportation (DOT)

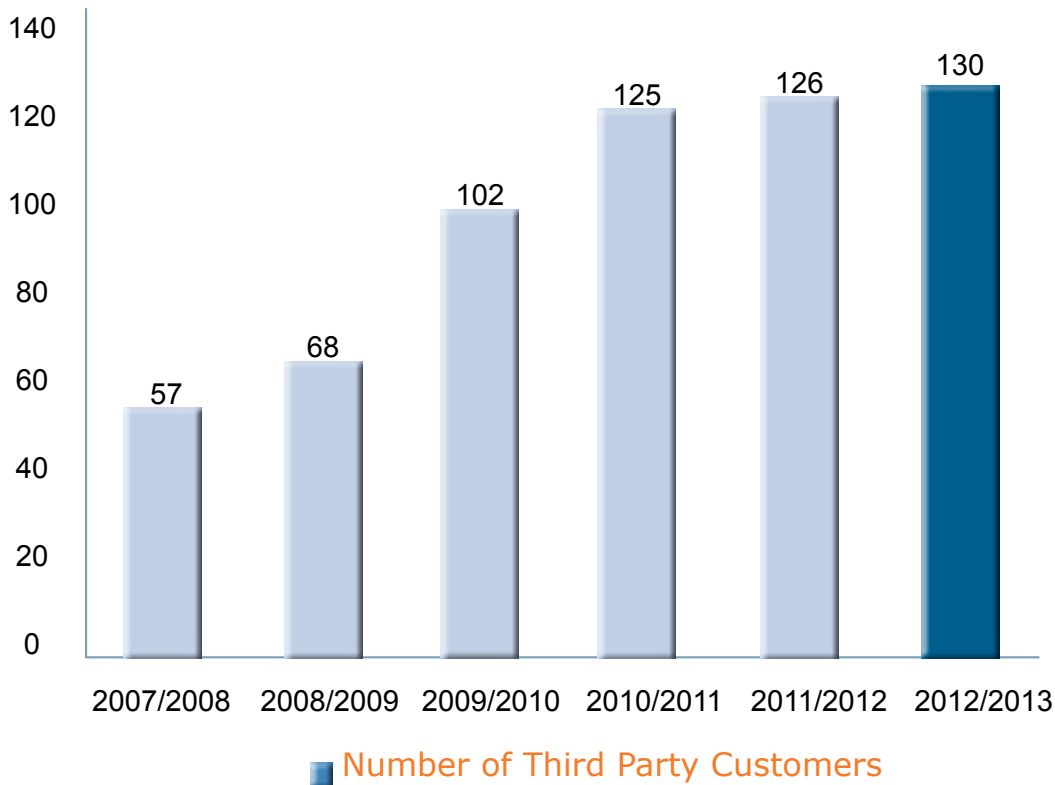
Granted as Embraer Authorized Aircraft Service Center for EMB170/190 and approved as Blended Winglet Installation Center from Aviation Partners Boeing for B737 classic/NG. In addition to, B/E Aerospace Approved Service Center for Galley Inserts in African continent.



Performance Highlights

Customers Base

In FY2012/2013, EGYPTAIR MAINTENANCE & ENGINEERING gains new customers with diversity of work scope varying from total care agreement, base maintenance checks, components support and ramp maintenance at Cairo international base or through our domestic line stations network, even by our approved outstations. EGYPTAIR MAINTENANCE & ENGINEERING proud to serve more than 130 customers.



Induction of New Capabilities

EGYPTAIR MAINTENANCE & ENGINEERING successfully added new capabilities to maintain EGYPTAIR new fleet types; B777-300 & A330-300. In-addition to, adding some capabilities to support our third party customers such as; E190/195, B767 & B757.

Technical Dispatch Reliability for EGYPTAIR Fleet

EGYPTAIR MAINTENANCE & ENGINEERING maintained the Technical Dispatch Reliability for EGYPTAIR's passenger aircrafts while the low utilization affected the Technical Dispatch Reliability for cargo fleet

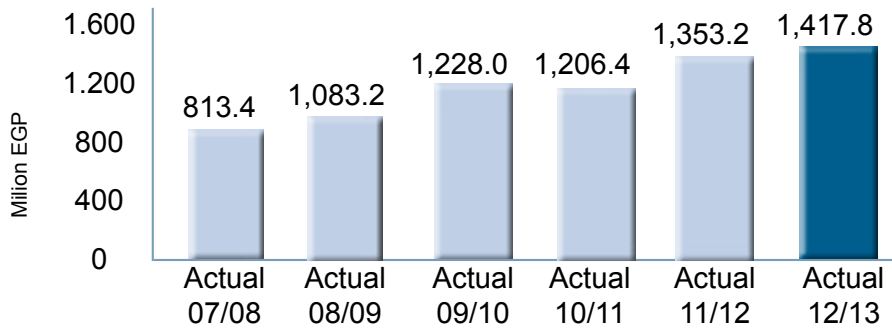
EGYPTAIR Fleet Average Maintenance Dispatch Reliability



Financial Performance

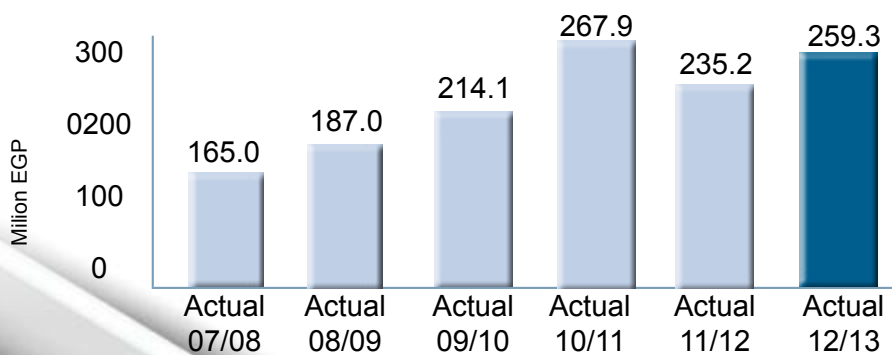
- ➔ EGYPTAIR MAINTENANCE & ENGINEERING sustained the positive growth rate of Total Revenue with 4.8% increase, relative to the previous fiscal year

Total Revenue Growth



- ➔ The Growth in Third party revenue had been promoted by 10.2%.

3rd Party Revenue



Development Stages

- By 2002, EGYPTAIR MAINTENANCE & ENGINEERING became a separate business entity as a subsidiary of EGYPTAIR HOLDING.
 - At early 2006, EGYPTAIR MAINTENANCE & ENGINEERING obtained the EASA Part 145 approval for Line Maintenance activities.
 - At September 2006 EGYPTAIR MAINTENANCE & ENGINEERING leverage the rating of EASA approval by adding the Base Maintenance activities (Airbus types)
 - At September 2007 EGYPTAIR MAINTENANCE & ENGINEERING expanded the EASA approval to cover Boeing types
 - By the end of 2007 EGYPTAIR MAINTENANCE & ENGINEERING fulfilled the requirement to be a certified organization according to ISO 9001:2000, Also the calibration lab had been certified according to ISO 17025.
 - Early 2008 EGYPTAIR MAINTENANCE & ENGINEERING celebrated the opening of brand new Engine Overhaul Workshop.
 - By March 2008 EGYPTAIR MAINTENANCE & ENGINEERING get the EASA approval for the new Engine Overhaul W/S.
 - At December 2008 EGYPTAIR MAINTENANCE & ENGINEERING celebrated the releasing of first CFM56-5C engine, according to EASA 145 release to service certificate.
 - At May 2009 EGYPTAIR MAINTENANCE & ENGINEERING was nominated "The Best Airline Third Party MRO" in the year Aviation Industry Awards, alongside AFI/KLM E&M and Lufthansa Technik.
 - At June 2009 EGYPTAIR MAINTENANCE & ENGINEERING celebrated the inauguration of a new company, Egypt Aero Management Service, A joint venture between EGYPTAIR HOLDING, EGYPTAIR MAINTENANCE & ENGINEERING and Rolls Royce
- By the end of FY2008/2009 EGYPTAIR MAINTENANCE & ENGINEERING hit limit of 1 billion EGP as total revenue.
 - At June 2010, EGYPTAIR MAINTENANCE & ENGINEERING Approved as B/E Aerospace Service Center for Galley Inserts in African continent.
 - At April 2011, EGYPTAIR MAINTENANCE & ENGINEERING obtained the FAA approval under FAR 145 as an approved Repair Station.
 - By the end of 2011 EGYPTAIR MAINTENANCE & ENGINEERING joined Embraer aircraft services network as authorized service center for the EMBRAER 170/190 family in the region.
 - At May 2012, EGYPTAIR MAINTENANCE & ENGINEERING launched its new Line station in Baghdad, IRAQ to support IRAQI Airways operation.
 - At May 2013 EGYPTAIR MAINTENANCE & ENGINEERING opened Integrated Drive Generator (IDG) units Test workshop after renovation.



New Projects

Facility Master Plan

▶ EGYPTAIR MAINTENANCE & ENGINEERING launched the execution of its long-term master facility plan starting with the renovation and development of one the current heavy maintenance hangar and the designing of the dedicated painting hangar. While finishing company complex at Cairo International Airport, Terminal #3.

ICT Modernization

▶ EGYPTAIR MAINTENANCE & ENGINEERING is about to release an international tender to replace its legacy IT system into modern full integrated MRO IT solution as the main base block for its modern ICT platform following the strategy drawn from EGYPTAIR MAINTENANCE & ENGINEERING's Transformation Program.

New Engine Overhaul Capability

▶ EGYPTAIR MAINTENANCE & ENGINEERING is launching the upgrading of its engine overhaul capability to include new engine type capitalizing on its State of the Art facility and accumulated experience of its caliber technician.

EGYPTAIR MAINTENANCE & ENGINEERING Co, STATEMENT OF FINANCIAL POSITION AT 30/06/2013

PARTICULARS	2011/2012 (EGP)	2012/2013 (EGP)
LONG - TERM ASSETS		
Fixed Assets (net)	417,125,865	380,580,905
Projects In Progress	117,506,630	136,046,568
LONG - TERM investments	22,974,735	25,741,548
Long - Term Loans And Debit Balances	5,611,978	3,684,071
Total of Long - term assets (1)	563,219,208	546,053,092
Current assets		
Stock	512,867,936	540,326,732
Customers , Notes Receivables And Debit Accounts	323,427,486	444,333,939
Cash in banks and in hand	14,328,071	53,101,030
Total current assets	850,623,493	1,037,761,701
Current Liabilities		
Provisions	12,850,562	29,004,496
Creditor banks	53,933,669	13,928,667
Suppliers , Notes Payable And Credit Accounts	589,386,595	703,933,733
Total current liabilities	656,170,826	746,866,896
Working capital (2)	194,452,667	290,894,805
Total investment (1+2)	757,671,875	836,947,897
financed as follows :		
Issued capital	500,000,000	500,000,000
Paid Up Capital - Reserves	237,091,179	307,009,444
Total Equity (3)	737,091,179	807,009,444
Long - Term Liabilities (4)	20,580,696	29,938,453
Total financing of investment (3+4)	757,671,875	836,947,897

EGYPTAIR MAINTENANCE & ENGINEERING CO ,
THE RESULT ACCOUNTS FROM 1/7/2012 TO 30/6/2013

REVENUES

PARTICULARS	2011/2012 (EGP)	2012/2013 (EGP)
Activity Revenues .	1,304,099,768	1,376,972,156
Grants & Donations.	-	-
Investments Revenues & Interests.	231,702	472,109
Other Revenues & Profits.	48,838,100	40,359,839
Total Revenues	1,353,169,570	1,417,804,104

COSTS & EXPENDITURES

PARTICULARS	2011/2012 (EGP)	2012/2013 (EGP)
Raw Material , Requisites, Fuel & Spare Parts.	297,389,059	251,398,197
Wages.	520,835,913	547,900,456
Expenditures.	399,783,905	424,913,490
Purchases of goods for sale purposes .	-	-
Burdens & Losses.	83,883,213	85,215,586
Total Cost & Expenditures.	1,301,892,090	1,309,427,729
SURPLUS or DEFICIT	51,277,480	108,376,375