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A little history...

- Income was established in 1973, as one of the first companies under IGI's umbrella.
- Initial work focused on petroleum trading and heavy industrial supplies (steel and boilers).
- Income has worked in a variety of sectors and operated in several countries (in collaboration with sister companies).
- The company's operating sectors have developed and adapted over 30 years to address market needs.
- Funds have been redirected to allow the company to concentrate further on the infrastructure industry.

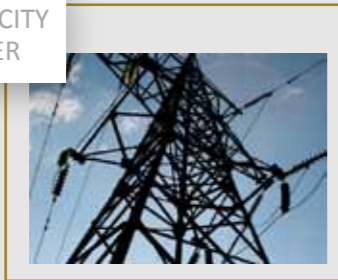
"Bringing Infrastructure to Life"



VALUES & OBJECTIVES

- **Strive** to represent prominent international principals on **Egypt's most significant infrastructure projects**
- **Ensure** the successful completion of projects by **supporting our principals** throughout the project's life
- **Create** significant change in Egypt's infrastructure and ultimately seek to **benefit society**
- **Provide** quality representation and, by default, **help build the future**
- **Continue** expanding into the most vital areas of the country's infrastructure in **every relevant sector**

ELECTRICITY
& POWER



INDUSTRY



GAS



PETROLEUM



Income operates in the following sectors:

TRANSPORTATION



ENVIRONMENT

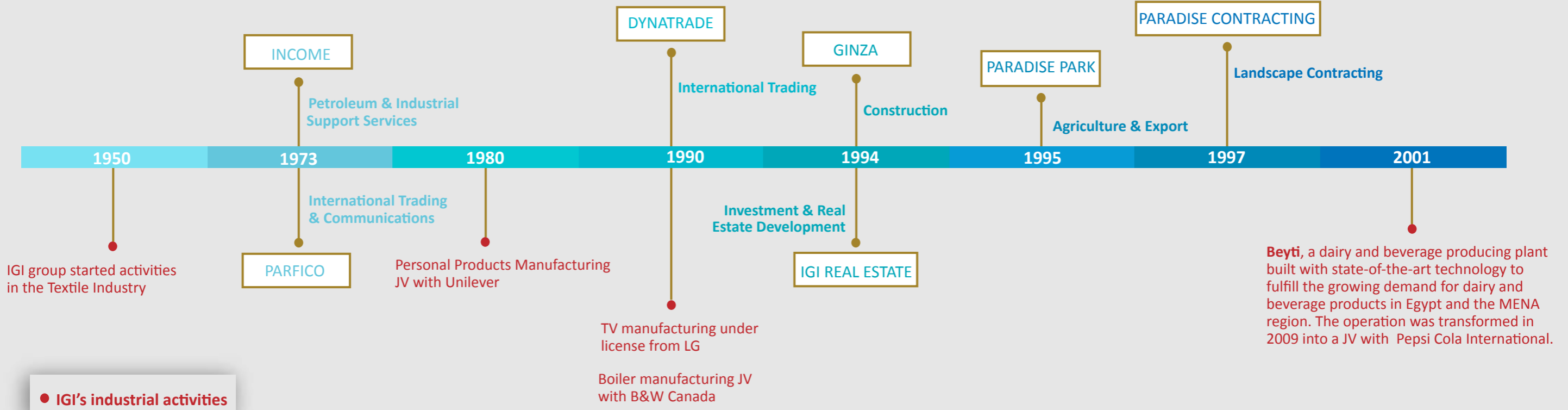


RENEWABLE
ENERGY



IGI : Our Foundation

➤ Founded in 1973, IGI is the parent company of several growing and diversified companies operating in different sectors:

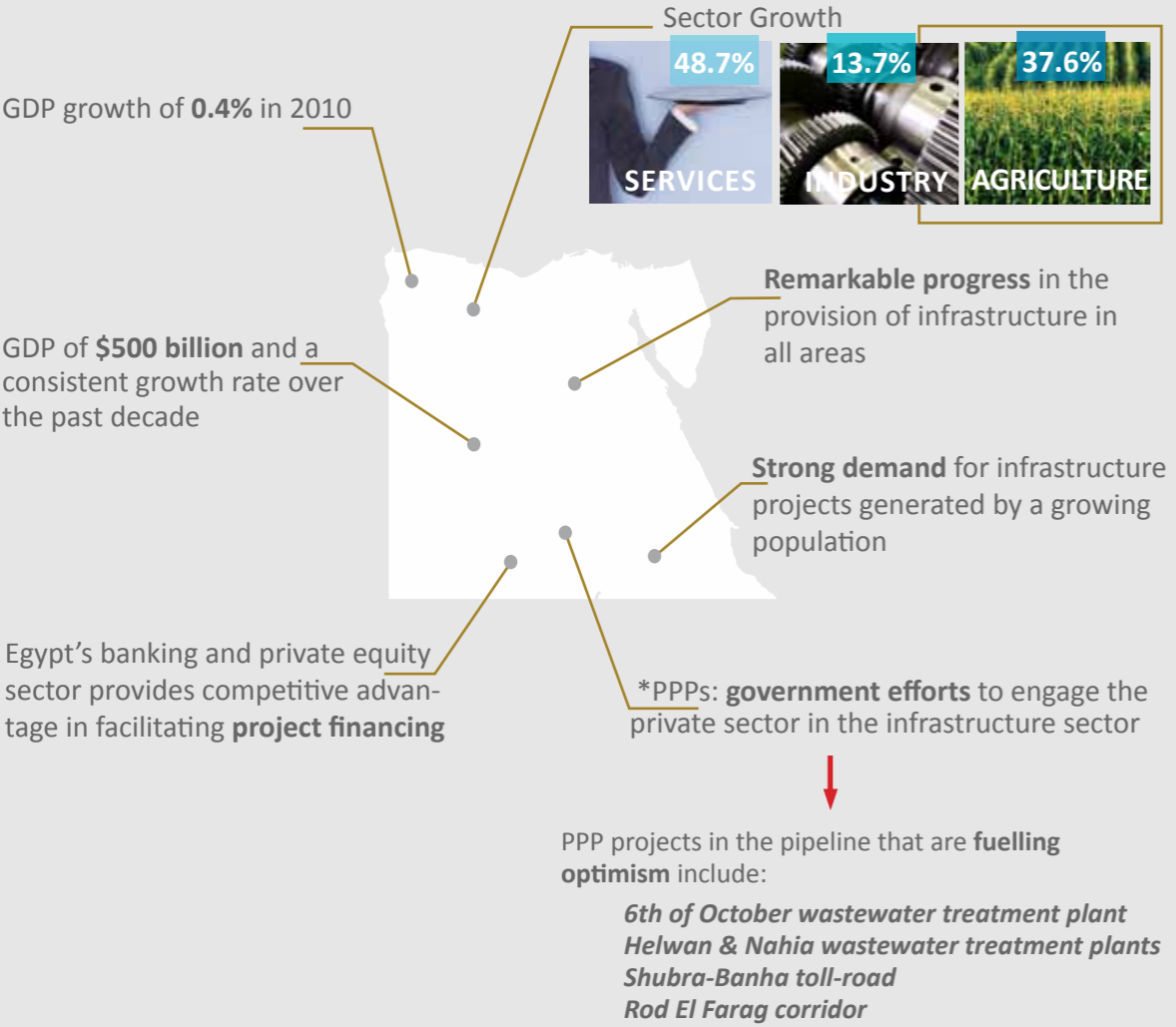


➤ IGI's reach spans three continents with offices in....



IGI is Income's base, its foundation. Through its wide network of businesses and the profits it generates, Income is able to grow and establish itself further as the natural agent in Egypt.

EGYPT'S ECONOMY IS THE **SECOND LARGEST** IN THE MIDDLE EAST



Income guarantees **top quality representation of international principals**



Services

- Conducting **market research** to identify, evaluate and introduce potential projects to principals
- Carrying out **technical studies** with exceptional market intelligence
- **Advising on tenders** in Egypt, assisting with submission of bids, assisting with follow-up on tenders and contracts
- **Promoting** the services and products of principals
- Advising on **marketing strategies** and developing short and long-term **sales programs** for principals
- **Making recommendations** to principals regarding local suppliers, contractors, sub-contractors, consultants and advisors
- **Preparing offers**
- **Preparing and evaluating bids**
- Providing **consulting services and liaising** between client and principal
- **Assisting** with the procurement phase
- Assisting with contract **negotiation**
- **Communicating** client feedback
- Assisting with **payment collection**
- Performing **project control** functions

*Public Private Partnerships



PETROLEUM

- Income
- has been representing the largest international principals in petroleum and petrochemicals trading to and from Egypt since 1973
 - handles more than 80% of petroleum trading in the country
 - represents DynaTrade (IGI), based in Geneva, Switzerland

Income provides the **highest level of representation** in the following areas:

Petroleum Projects

Engineering

Procurement

Construction

Petroleum-Related Materials & Supplies

Income continues its work in the field and hopes to broaden its base of principals by providing quality representation.



Principals

- Termomeccanica Group
- Haldor Topsoe
- Euro Mec
- McClelland
- Johnson Screens
- Dynatrade S.A

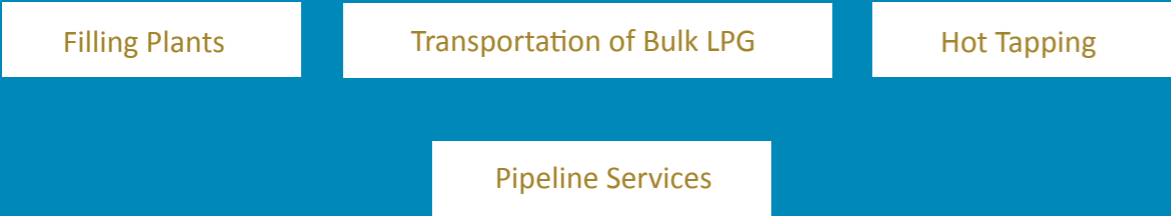
Clients

- Egyptalum
- Egyptian Maintenance Company (EMC)
- Egyptian General Petroleum Corporation (EGPC)
- Suez Oil Processing Company (SOPC)
- El Nasr Petroleum Company (NPC)
- Amerya Petroleum Refining Company (APRCO)
- Alexandria Petroleum Company (APC)
- Cairo Oil Refining Company (CORC)
- Gulf of Suez Petroleum Company (GUPCO)
- General Petroleum Company (GPC)
- Middle East Oil Refinery (MIDOR)
- Middle East Operation & Maintenance for Hydrocarbon Industries (MIDOM)
- Alexandria Mineral Oils Company (AMOC)
- Alexandria National Refining & Petrochemicals Company (ANRPC)
- Petroleum Pipelines Company (PPC)



➤ Income represents the majority of Egypt’s notable gas projects and products through the supply of equipment from its principals to the sector.

➤ Representation is provided for LPG services and products through:



Income continues to work in this field, under the above-listed LPG services and products, by bringing new principals into the market.



Principals

Clients

- Isisan
- Omps Macola
- Paresa
- SCG (Thailand)
- CORKEN
- REGO
- JASMA

- Petroleum Gas Company (Petrogas)
- EgyptGas
- Petroleum Projects & Technical Consultations Company (Petrojet)
- Alexandria Petroleum Company (APC)
- Petroleum Pipeline Company (PPC)
- Arab Petroleum Pipelines Company (SUMED)
- Gulf of Suez Petroleum Company (GUPCO)
- Belayim Petroleum Company (Petrobel)
- LPG Filling Plants (Private Sector)



INDUSTRY

➤ Income **constantly adapts** to the rapidly changing and developing industrial market in Egypt:

Activities include **import and export as well as representation** of principals who supply the market with heavy equipment



Main industries of activity:

Grain industry (grain mills and silos)

Boilers and turbines for industrial enterprises

*Income continues researching the Egyptian market and works to accommodate the needs of clients by supplying **innovative technology** through its principals.*

*Income supplies materials to projects within the **steel and cement** industries as well as to **port projects**.*



Principals

- Mulmix
- Alapala
- Rautaruukki

Clients

- Egyptian Holding Company for Silos & Storage
- General Company for Silos
- Egyptian Company for Silos
- Sugar & Integrated Industries Company
- Egyptian Ports Authorities





ELECTRICITY & POWER

- > Income has represented international principals on electricity projects for the last **three decades**.
- > Income's representation is extensive. Its Electricity & Power division follows through with every principal to ensure **smooth operations and communication** with the client from start to finish.

Areas of focus:

- Thermal power generation
- Combined cycle power plants
- Overhauling and maintenance works
- Transmission and distribution

*Income is pursuing a **Nuclear Power Program** in Egypt and encouraging development in that field by bringing in the relevant principals.*



Principals

- Ansaldo Energia
- Skoda Power
- Isolux Corsan
- Isastur
- Termokimik
- Crompton Greaves
- Getra
- Ansaldo T&D

Clients

- Cairo Electricity Production Company
- West Delta Electricity Production Company
- Middle Delta Electricity Production Company
- Upper Egypt Electricity Production Company
- Nuclear Power Plant Authority
- Egyptian Electricity Transmission Company
- Egypt Post
- Ministry of Health
- Egyptian Ministry of Electricity & Power
- Private developers





TRANSPORTATION

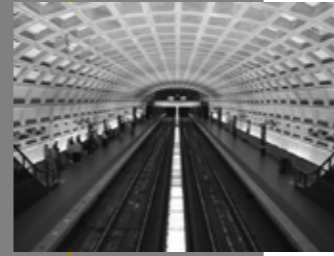
- > One of Income's fastest growing sectors
- > In the last five years, Income has worked on projects in more than 80% of Egypt's airports through representation of principals who provide high quality airport equipment.

Currently working on:

Railway and metro systems for Egypt

Ticketing systems and signaling technology to help bring the country's transportation forward

Income continues developing Egypt's transportation and infrastructure sectors by bringing the top principals to the market.



Principals

- OCEM - Italy
- Ansaldo STS - Italy
- Selex Elsag - Italy
- Lucky Forms - India
- Aviogei - Italy
- Firema - Italy
- ETEA - Italy
- Dipsa - Italy
- Isolux - Spain

Clients

- Egyptian Airports Company
- Cairo Airport Company
- Egyptian Company for Metro
- Egyptian National Railways
- Ministry of Transportation
- National Air Navigation Services Company
- EgyptAir



RENEWABLE ENERGY

> Through this largely **untapped sector in Egypt**, Income aims to build the region's infrastructure while preserving and protecting the environment.

Areas of activity:

Wind Energy

Solar Power

Hydropower

*The Egyptian government plans to **increase renewable energy use to 20% of Egypt's total energy production by the year 2020.***

Income's future endeavors include bio-diesel and biomass to convert waste to energy and encourage the market as well as society to preserve the environment.



Principals

- Acciona Wind Power
- Acciona Energia
- Solar Power Solutions
- Fersa
- Aries

Clients

- New & Renewable Energy Authority (NREA)
- Egyptian Electricity Transmission Company (EETC)
- Hydro-Power Plants Authority (HPPA)





ENVIRONMENT

- Income
- has been providing its clients (e.g. Ministry of Housing, Utilities and Urban Development) with the **best solutions to the environmental challenges Egypt faces** by bringing **first-rate principals into the market**
 - plays an active role in **furthering Egypt's water facilities**



Egypt's five-year plan:

- An initiative in response to the **rapid growth in demand** related to the sector
- Total allocated budget of **EGP 35 billion** to cover all project costs from 2007 to 2012, including the construction of water treatment plants (total capacity of 10 million m³/day) and wastewater treatment plants (total capacity of 8 million m³/day)

Income will continue its efforts in water-related projects in Egypt, with a focus on the following areas:

Wastewater Treatment Plants (WWTP)
Water Treatment Plants (WTP)
Desalination
Potable Water

*Income will **bring in the best principals** for the further development of the sector and will work closely with local clients to achieve agreed-upon goals.*

Principals

- Acciona Agua
- Termomeccanica
- Aishil Engineering Pvt. Ltd
- AREMA

Clients

- Construction Authority for Potable Water & Wastewater (CAPW)
- National Organization for Potable & Sanitary Drainage (NOPWASD)
- The Holding Company for Water & Wastewater (HCWW)
- Ministry of Water Resources & Irrigation (MWRI)
- Army Engineering Division, Ministry of Defense
- New Urban Development Authority

REFERENCES

Gas References



- **PETROGAS**

LPG Filling Plants in the biggest 5 Gas Factories in Egypt.
Reconditioning Plant for LPG Cylinders Plant at Alexandria.

- **AL HAYTHAM CO.**

LPG Filling plant at Menia.
Semi Trailers for transportation of LPG.
LPG Storing Tanks.

- **GAS FILL**

Spherical storage tanks at Abu Rawash.

- **KIRO GAS**

LPG Filling plant at Ameria

Electricity & Power Projects

- **SIDI KREIR**

Description: 750 MW combined cycle power plant of 2 x 250 MW GT and 1 x 250 MW Steam Turbine

Commissioned by: West Delta Electricity Production Company

Funding: European Investment Bank as well as Kuwaiti and other Arab funds

Contractor: Ansaldo Energia

- **EL ATF**

Description: 750 MW combined cycle power plant consisting of 2 x 250 MW GT and 1 x 250 MW ST

Commissioned by: Middle Delta Electricity Production Company

Funding: European Investment Bank as well as Kuwaiti and other Arab funds

Contractor: Ansaldo Energia

- **ABU-QIR CONVENTIONAL PP**

Description: Water treatment package system consisting of 2 x 650 MW supercritical steam power plants

Commissioned by: West Delta Electricity Production Company

Funding: African Development Bank

Contractor: Termokimik

- **TALKHA POWER PLANT**

Description: 2 x 210 MW steam power plant

Commissioned and financed by: Middle Delta Electricity Production Company

Contractor: SKODA Power

REFERENCES




➤ **TICKETING & RESERVATION**

Description: Project to implement a ticketing and reservation system for the nationwide railway network

Status: Ongoing project

Commissioned by: Egyptian National Railway

Funding: Ministry of Transport

Contractor: Selex Elsag

➤ **CAIRO AIRPORT**

Description: Project entailing the supply of airfield equipment as part of the recent efforts to modify, update and renew airports in Egypt's capital city, Cairo.

Commissioned by: Cairo Airport Company

Funding: Ministry of Civil Aviation

Contractor: OCEM

➤ **ARISH, TABA, ASWAN & ASSIUT AIRPORTS**

Description: Project for the supply of airfield equipment

Commissioned by: Egyptian Airports Company

Funding: Ministry of Civil Aviation

Contractor: OCEM

➤ **ATC CONTRACT**

Description: Supplying the spare parts for metro line No. 1 of the Cairo Metro system

Commissioned by: Egyptian Company for Metro

Funding: Ministry of Transport

Contractor: Ansaldo STS

➤ **AIRFIELD LIGHTING SYSTEM**

Description: Airfield lighting system for Borg El Arab, Alexandria, Luxor, Abu Simbel, Sharm El Sheikh and Hurghada airports

Commissioned and financed by: Ministry of Civil Aviation

Contractor: OCEM

➤ **ARAB EL RAML/ALEXANDRIA SIGNALING PROJECT**

Description: Upgrading the signaling system along the railway line

Commissioned and financed by: Ministry of Transport

Funding: World Bank

Contractor: Ansaldo STS

REFERENCES

Renewable Energy Projects



➤ **SOLAR THERMAL POWER STATION-KURAYMAT ISCC**

Description: Income is representing Iberdrola on the combined cycle package

Status: Still in the commissioning phase;
started commercial operation in **September 2011**



**Environment Projects (EPC)
Water Treatment Plants**

➤ **NORTH HELWAN (FIRST EXTENSION)**

Description: Acciona Agua was responsible for the design, ensuring the supply and supervision of the assembly of the electro-mechanical equipment used at the WTP

Capacity of 100,000 m³/day and has been running efficiently since completion

Status: Executed in 2007

Client: Greater Cairo Water Company

Financing: Egyptian government financial backing of the water treatment plant (WTP)

➤ **NORTH HELWAN (SECOND EXTENSION)**

Description: Continuation of the above-mentioned project

Status: Completed in 2008

Client: Greater Cairo Water Company

Financing: Egyptian government financial backing of the water treatment plant (WTP)

➤ **MOSTOROD**

Description: 100, 000 m³/day water treatment plant

Status: Executed in 2005

Client: Greater Cairo Water Company

Contractor: Acciona Agua

Financing: Egyptian government

➤ **ROD EL FARAG**

Description: Water treatment plant with a capacity of 200, 000 m³/day

Status: Executed in 2004

Client: Greater Cairo Water Company

Contractor: Acciona Agua

Financing: Egyptian government

REFERENCES

Wastewater Treatment Plants



➤ **KATAMEYA**

Description: Wastewater treatment plant (WWTP) in the area of Katameya with a capacity of 80,000 m³/day

Status: Ongoing project

Commissioned by: Construction Authority for Potable Water & Wastewater (CAPW)

Contractor: Acciona Agua and Hassan Allam

Financing: Egyptian government

➤ **ABNOOB & EL FATH**

Description: WWTP with a capacity of 80,000 m³/day

Status: Ongoing project

Commissioned by: National Organization for Potable Water & Sanitary Drainage (NOPWASD)

Contractor: Acciona Agua

Financing: Egyptian Spanish Cooperation Protocol

➤ **AYAT**

Description: WWTP in Ayat with a capacity of 30,000 m³/day

Status: Ongoing project

Commissioned by: NOPWASD

Contractor: Acciona Agua

Financing: Egyptian Spanish Cooperation Protocol

➤ **SODFA & GHANAYEM**

Description: WWTP in Sodfa and Ghanayem with a capacity of 30,000 m³/day

Status: Ongoing project

Commissioned by: NOPWASD

Contractor: Acciona Agua

Financing: Egyptian Spanish Cooperation Protocol

➤ **ABU SIMBEL**

Description: WWTP in Abu Simbel with a capacity of 6,000 m³/day

Status: Ongoing project

Commissioned by: NOPWASD

Contractor: Acciona Agua

Financing: Egyptian Spanish Cooperation Protocol

Organizational Chart

