
British Delegation

Egyptian British Chamber of Commerce

EBA received a business delegation from the Egyptian British Chamber of Commerce, the meeting was headed from the Egyptian Side by Eng. Hussein Sabbour EBA Chairman, and from the British Side by Mr. Taher El Sherif Secretary General of the Chamber, It was also attended by governmental officials, businesspeople, and media.

Mr. Taher El Sherif Secretary General, Egyptian British Chamber of Commerce, explained the main objective of the visit, as it is a fact finding mission willing to invest and trade with Egypt.

He added that the British government is giving a real support to the Egyptian Private Business sector, referring to its growing role in the economy as the Egyptian Business community share in the GDP is estimated as 80%, and 60% of the labor in Egypt are employed by the Egyptian private sector.

The British Side started to present the proposed joint venture projects to the Egyptian Side namely:

(1) Prefabricated Clinics and Hospitals

MODUS Healthcare Manufacturing LLC, manufactures, delivers and constructs state-of-the-art modular, pre-fabricated hospitals and health clinics that can be re-assembled on any designated site. Compared to site-built hospitals, this project offers healthcare providers a chance to dramatically lower the cost of healthcare by 20 to 50 percent, while elevating the quality and decreasing construction time to an average of 9 months from the date of signing the contract. This project offers an earlier return on investment and millions of dollars in increased revenues and reduced costs.

(2) Design & Production of an Egyptian Automobile

CGI Consulting believes there is a need to embark upon an auto industry wide consolidation of both assemblers and the supply base to improve production volumes to a level that will attract technology partnerships, encourage indigenous ownership and improve economies of scale. The key here will be to utilize the best practise and facilities existing within the current supply chain in order to minimise capital expenditure whilst considerably raising standards of automobile quality and efficiency. Above all the ability to conceptualise, develop and engineer products within Egypt's own domestic market is required if the Industry

as a whole is to “future proof” against competition legislation and new technologies.

(3)Solar Energy

The Flexcell Company develops and produces flexible solar modules, using its proprietary Very-High-Frequency plasma technology to deposit thin layers of amorphous silicon onto plastic substrates. The company has an annual production of 25 MW, equal to 500'000 m² of solar cells.

(4)Waste Recycling & Management for Cairo and Big Cities

This project is not only to collect and recycle waste; it will also generate energy to be pumped into the national grid.

Also, The National Bank of Egypt at London branch gave a presentation on the services that the bank can offer to the Egyptian companies.

(5)Establishment of an Egyptian Trading Centre in London

The objective of the project is to build an Egyptian Trade Centre (ETC) at a prime location in the United Kingdom. This Centre will be an ideal UK base for the promotion, sale and contracting of authentic Egyptian goods and services. The primary purpose of ETC is to offer Egyptian exporters a space to exhibit and sell their products in the UK markets, either outright or via contracting.

During the opening Discussion the following points were raised:

- Construction: The traditional cost of construction in US is 2 million USD in a bid according to EXIM, Suntrust, and many US Banks.
- Health Care: 20% of the U.S. economy is based on the health care sector, as the mission is looking to know about that sector in Egypt: providers, cost, etc...

Conventional hospital construction costs run between \$350 - \$1,000 per square foot (or \$1 million per bed and up). Conventional construction is done on site, and takes an average of 3 years to complete, after planning, permitting, and approvals are granted, while the pre-fabricated hospitals project constructed facilities can be operational, on average, 9 months after the contract is signed. That enables MODUS to sell concrete and steel hospitals, and related healthcare facilities, for 10% to 50% less than site construction, delivered in a fraction of the time, with huge capital cost savings

and market advantages for the buyers.

- Solar Energy: the cost of generating Solar Energy is decreasing each year, and even month by month, where the majority of the cost goes to solar pipes and construction.
 - Two years ago the cost was 6.5 million Euro per Mega watt

- Now it is 3 million Euro per Mega watt, which mean that today is 30-40% less cost that two years ago.
- Italy jumped through the past 3 years from 0 to the 3rd market in field of Solar energy in the world.
- In Europe the roof installation for Solar energy is financed by the private sector not the government.
- Comparing countries in the field:

Germany	Italy	U.S.A.
Installed 5 times demand of Solar energy than Italy	The sun volume is 3 times than Germany	The government encourages the clean energy and solar.
Both countries contribute in the incentive (feeding tariff, which the consumer pays a tiny amount every month on the electricity bill which goes to the national industry in the Solar energy field.		

The meeting was concluded by the sectoral workshops to discuss the proposed project, then the bilateral meeting between the delegation members and their Egyptian counterparts.