



**AHMED HEIKAL**  
CHAIRMAN AND FOUNDER

- Former Executive Board Member and Managing Director of EFG Hermes Holding, which he transformed from a small consultancy into the leading regional investment bank
- Master's and PhD in Industrial Engineering and Engineering Management, Stanford



**HISHAM EL-KHAZINDAR**  
CO-FOUNDER AND MANAGING DIRECTOR

- Former Executive Director of Investment Banking at EFG Hermes
- Advised global corporations on secondment to Goldman Sachs
- WEF Young Global Leader 2013
- MBA, Harvard School of Business



**KARIM SADEK**  
MANAGING DIRECTOR

- Former Managing Director of Arab Investment Company (ABIC), one of the largest private equity firms in Egypt
- Previously with CIB and Arab Bank
- Master's in International Securities, Investment and Banking, University of Reading

<b>15,000</b> Employees	<b>EGP 88.8 bn</b> assets across in FY18	<b>CCAP.CA</b> On The Egyptian Exchange
<b>EGP 13.2 bn</b> consolidated revenues in FY18	<b>32,000</b> beneficiaries form QH education and human capital development initiatives	<b>50+</b> companies built since inception



**US\$ 4.4 BN EGYPTIAN REFINING COMPANY IS NOW COMPLETE**

ERC will begin full-scale commercial production in 4Q19

ENERGY				
CEMENT & CONSTRUCTION				
AGRIFOODS				
TRANSPORTATION & LOGISTICS				
MINING				
PRINTING & PACKAGING				

[QALAAHOLDINGS.COM](http://QALAAHOLDINGS.COM)

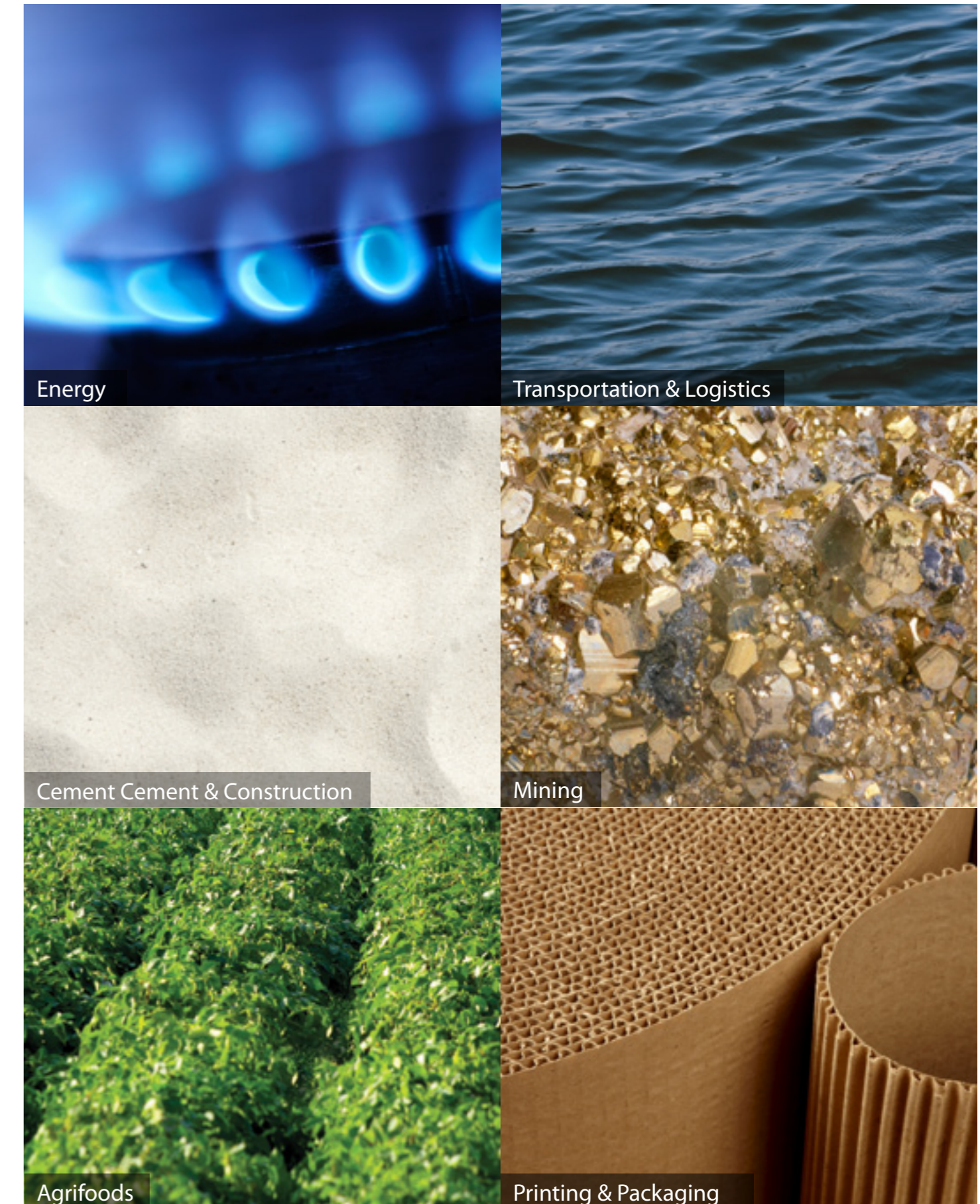
FOR MORE INFORMATION PLEASE CONTACT

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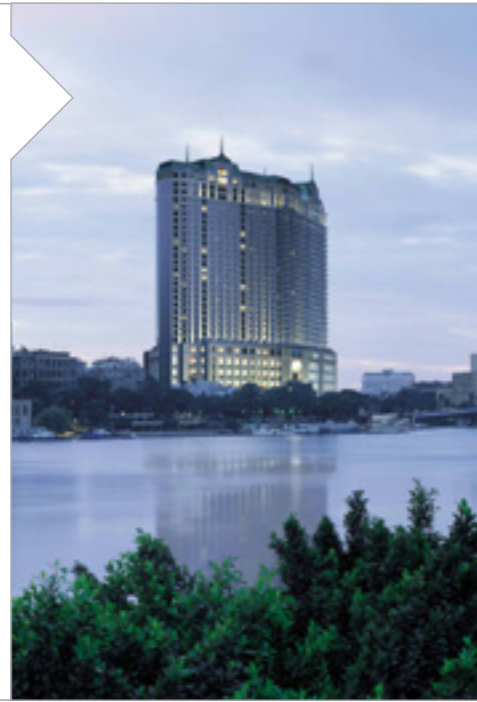


AFRICAN LEADER IN ENERGY & INFRASTRUCTURE



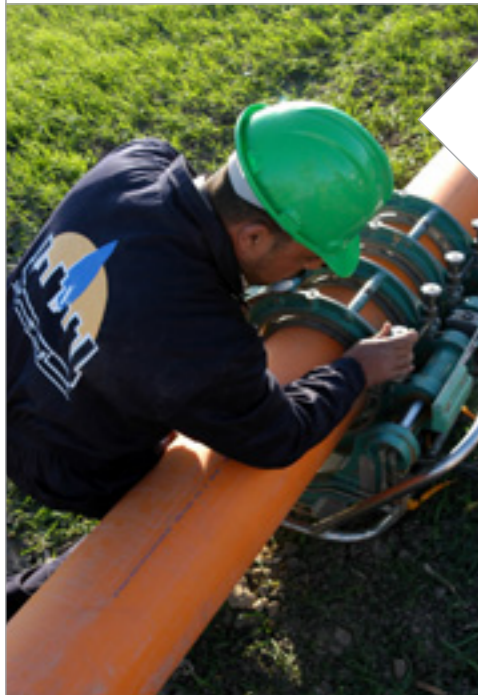
## A LEADING INVESTMENT COMPANY...

Qalaa Holdings is an African leader in energy and infrastructure. We build businesses in industries that will define our region's future. The 15,000 employees of our subsidiaries work each day to deliver energy to consumers and businesses alike; to grow safe, healthy food; to provide reliable, fuel-efficient transportation solutions; to add value to natural resources; and to help build critical national infrastructure. We prize innovation, value creation and sustainability in all of our investments.



## ... IN INDUSTRIES ...

Drawing on our roots as Africa's largest private equity firm, we have worked since 2004 to build world-class businesses that cater to the needs of the more than 1.3 billion consumers across our footprint in Egypt, East Africa and North Africa. We bring to the table the passion of entrepreneurs, the proven systems of world-class finance professionals and deep operational expertise in each of our industries: energy, cement, agrifoods, transportation & logistics, mining and printing & packaging.



## ... THAT WILL DEFINE OUR REGION'S FUTURE.

Every day, economic and geopolitical developments in our region underscore that our investment thesis is exactly on point. The economic necessity of phasing out energy subsidies and public private partnerships are two themes that have underpinned all of our investments since we founded the company more than 15 years ago. From energy to transportation and manufacturing, our subsidiaries are today capitalizing on market dynamics, and leveraging their unique positions to turn favorable policies into avenues for growth and value creation. From conventional energy to alternative fuels, transportation to mining, our platform companies are delivering accelerated growth thanks to efficiency plays, import substitution and export competitiveness.



## ENERGY



**TAQA Arabia** is Egypt's largest private sector energy distribution company. The company owns 56 petrol stations and provides natural gas connections to 1 million customers. TAQA is currently building a 50 MW solar plant in Benban, Aswan.



**Tawazon** offers waste-to-energy solutions by providing biomass and RDF as alternative fuels to heavy energy consumers through subsidiaries ECARU & ENTAG. ECARU collects, transports, and processes agri-waste. ENTAG is a solid waste management engineering and contracting company with international presence.



**Egyptian Refining Company** is a USD 4.4 billion greenfield refinery that will reduce Egypt's diesel imports by 30%- 40%, prevent the release of 186,000 tons of sulfur dioxide annually, or c.29% of Egypt's present-day total and improve the quality of the national petrol supply. It is Egypt's largest private sector

led infrastructure mega project and is set to start production full-scale commercial production in 4Q19. Built on 300k sqm in Mostorod, ERC has the capacity to produce 4.7 million tons of refined products/year including 2.3 million tons of Euro V diesel. An important import substitution project, ERC is vital to Egypt's energy security.



## PRINTING & PACKAGING



**National Printing** Through its subsidiary National Printing Company, Qalaa Holdings has invested more than USD 60 mn in the printing and packaging sector, new sector in Egypt.



## CEMENT



**ASEC Holding** is a national and regional leader with investments in cement production, management and consultancy, and construction. Subsidiary ASEC Cement has production facilities Al-Takamol in Sudan.



## MINING



**ASCOM** is a leader in Egypt's mining sector with operations in precious metals mining and carbonate and chemical manufacturing. Its subsidiary, GlassRock produces rock wool, an energy-efficient insulation material that is exported globally and a high-value import substitution play.



## AGRIFOODS



**Gozour** is a multicategory agricultural and consumer foods platform capitalizing on the agrifoods sector's strong macro fundamentals.



**Dina Farms** is Egypt's largest private sector produce and fresh milk farm with over 10,000 acres and over 16,000 cattle. Dina Farms milk is Egypt's leading fresh milk brand.



## EVERY DAY, QALAA HOLDINGS' 15,000 EMPLOYEES:

- Produce and deliver energy solutions, from electricity and fuels to natural gas and waste-to-energy products
- Help build critical national infrastructure
- Transport goods to market efficiently and reliably
- Add value to natural resources

**Qalaa Holdings** (CCAP.CA on the Egyptian Stock Exchange) is an African leader in energy and infrastructure. Qalaa Holdings controls subsidiaries in industries including Energy, Cement, Agrifoods, Transportation & Logistics, Mining, and Printing & Packaging.

To learn more, please visit: [qalaaholdings.com](http://qalaaholdings.com)

## TRANSPORTATION & LOGISTICS



**Nile Logistics** delivers transportation efficiencies offering clients a one-stop shop for transportation & logistics services. It operates three subsidiaries that offer stevedoring and river transportation services in Egypt and South Sudan: Nile Cargo, National River Ports Management Company, and Nile Barges for River Transport.



## 15 YEARS OF INVESTING RESPONSIBLY IN AFRICA

At Qalaa Holdings, we don't just build businesses — we are committed to leaving the communities in which we do business better than we found them. We have played a pioneering role in advancing sustainable business practices while helping to fuel inclusive growth and economic development in Egypt and Africa. With a special focus on education, we are proud to have more than 32,000 beneficiaries of various human capital development initiatives. To expand the scope and impact of our sustainable business practices, we joined the UN Global Compact and we are avid supporters of the UN's Sustainable Development Goals (SDGs). By choosing to focus on 6 SDGs, we have been able to concentrate our efforts and amplify our positive impact on several key areas.

