




97.66%

IT Consultancy &amp; Call Centre Operator



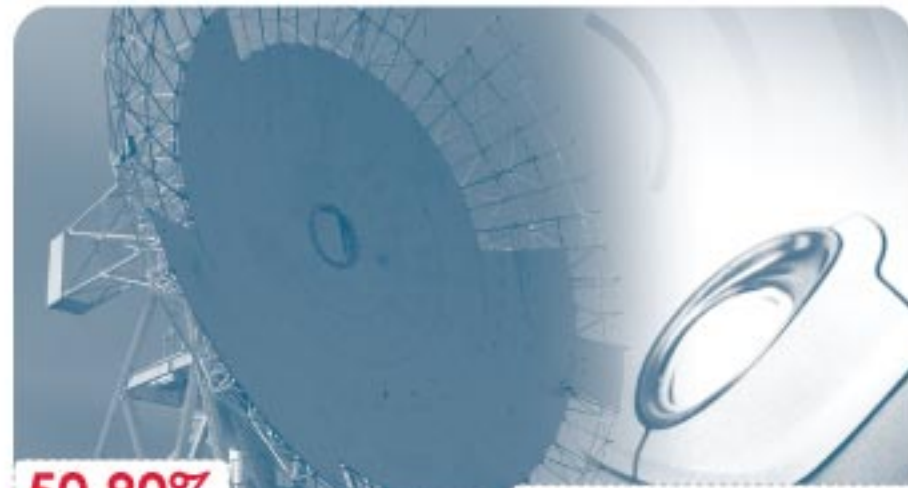

95.04%

Internet Service Provider




58.76%

PC Manufacturing and Distribution

50.90%

Wireless Communications



**Xceed** was established in 2001 originally as an IT arm of local telecom provider Telecom Egypt. It has since developed into something much larger, providing services to major multinational leaders all over the world.

**Xceed** is a fast growing global provider of high quality business process outsourcing services, offering integrated customer care, technical support and associated back-office processing for commercial and governmental clients worldwide.

**Xceed** is one of the largest contact centers in the Southern Mediterranean region with its main site located in Cairo, Egypt with a total capacity of 1600 seats. Xceed manages programs for clients covering four (4) different continents, in eight (8) different languages.

**Xceed** currently has four (4) sites within Cairo; two of the sites are operating full time. The other two locations are utilized as back up site for business continuity situations. Xceed's main site resides in Cairo's technology park, The Smart Village.

#### 2007 Milestones:

- January 2007: Signing With Etisalat UAE a consulting agreement for certifying their Customer Service operations by COPC .
- June 2007: Winning the OSP (Outsourcing Service Provider) of the year for second year in a row, offered by Insights Dubai .
- July 2007 : Signing and launching operation for one of the biggest outsourcing deals in the region for a major Canadian Integrated telecommunication services company.
- September 2007: Shortlisted for the Non-European Call Center Award by the industry leader entity, Call Center Focus for the year 2007.
- November 2007: Extended operations in a new site extension located in Smart Village with an additional 215 seats .



**TE Data** was established in 2001 by Telecom Egypt to function as its data communications and Internet arm. The company is the Internet Service Provider market leader in Egypt. Currently, with operations in Egypt and Jordan and ambitious plans in other parts of the MENA region, TE Data's portfolio includes narrowband and broadband Internet access services, managed dedicated Internet access services, IP VPN connectivity services, and global connectivity services. TE Data's portfolio of services covers the communications needs of all whether consumers, small and medium enterprises, large corporations, and Internet Service Providers. TE Data service's purpose is to cater for everybody's needs online.

#### Milestones:

- TE Data managed to increase its broadband customer base by 141%, from 92,000 subscribers in 2006 to 222,000 subscribers in 2007 and also increased its market share from 45% in 2006 to 52% in 2007.
- TE Data tripled its retail outlets from five Customer Service Offices (CSO's) to fifteen. Retail customers use such outlets for subscription services, bill payment, and technical support.
- TE Data signed an agreement with B-Tech, one of the largest and most wide spread retail outlet chain in Egypt, for the distribution of TE Data's ADSL service. The agreement initially covered six major B-Tech outlets around Cairo.
- TE Data launched its state-of-the-art Data Center facility in the Pyramids Heights complex in Giza. The new Data Center provides local, regional, and international companies with a fully redundant and fault-tolerant data storage, processing, management and high availability hosting facility.
- TE Data signed an MPLS Network-to-Network interconnection agreement with PCCW Global, Asia's integrated global communications leading technology provider for international data and voice solutions. The agreement enables TE Data to seamlessly connect enterprise customers' local networks to their international branches and/or business partners across the world through a one-stop shop model.
- TE Data was contracted by Verizon Business to host their regional IP node in TE Data's newly launched Data Center Facility. The node enables Verizon Business to provide their multinational customers in the Middle East with e-commerce and shared intranets.
- TE Data launched the first large-scale wireless internet access service covering the tourist city of Luxor in Upper Egypt. The project was awarded by The White in Egypt Stay Connected Project (WIESC), was sponsored by the Ministry of Communications and Information Technology (MCIT), and managed by the United States Agency for International Development (USAID).



**Centra Technology** is a shareholding company established in the year 2002 under Investment Law no.159 for the year 1981 and its amendments. Its core business is to provide complete IT solutions and produce different models of a local brand platform of PCs, Servers and Notebooks of international quality, also supported by the best after sale services through a network of authorized and certified service centers providing the latest methodologies for customer satisfaction as the hotline service.

#### Milestones:

- The company has been able to market the new products "Smart Storage and Smart Client" produced by Centra Electronic Industries, and was able to acquire the supply orders of these machines with a total value of LE 35 million.
- Producing "Coral Series", a product of several different models fit for the authorities, medium and large institutions and banks, which has proved high operative efficiency compared to its foreign PCs competitors.
- Development of company equipment produced to individuals, and producing new developed computers under the name "Prime Series".
- Strengthen the position of "Nova Server", which is the first product of a local network servers raised in the Egyptian market.
- The management of the company has achieved an obvious progress, as the company now provides integrated systems solutions besides producing and marketing PCs, through the cooperation with major global entities operating in the field of information technology.

## MERC

**Middle East Radio Communication ( MERC )** is a joint stock company established in the year 2001 under Law no.8 for the year 1997. MERC is a leading company in the field of building, operating and managing wireless communications stations. MERC has got a license from the National Telecommunications Regulatory Authority ( NTRA ). Moreover MERC produces, designs and operates various types of programs and computer systems and training. In addition to developing software, operating systems and integrated systems, data entry on computers using electronic methods, establishing database and electronic information system, and producing electronic contents by different forms such as voice, image and data.

#### Milestones:

- January 2007: Renewing the contract between the company and Vodafone Telecommunications Company that states to exercise Site Acquisition and Construction of the second mobile network stations.
- March 2007: Signing a contract with Ericsson to build sites in favor of 3<sup>rd</sup> mobile operator.
- November 2007: Preparing to provide Wireless Broadband service within the opened and unpermitted frequencies .

Company Name	% of Ownership 31/12/07	Activity	Country of Operation
- Consortium Algerien De Telecommunications	50.00%	Fixed Line Operator	Algeria
- Vodafone Egypt	44.79%	GSM Mobile Operator	Egypt
- IT Incubator Fund	40.00%	Venture Capital Fund	Egypt
- Egypt Trust	35.71%	E-Commerce	Egypt
- Nile Online   Egyptian Company for Internet & Digital Infrastructure)	27.27%	Internet Service Provider	Egypt
- Eynet (Egyptian Company for Networks)	16.46%	Internet Service Provider	Egypt
- Ideavelopers	18.75%	V C Fund Management Company	Egypt
- EGTI (Egyptian German Company for Telecommunications Industries)	10.00%	Telecom Equipment Manufacturer	Egypt
- Quicktel (Egyptian Telephone Company)	10.00%	Manufacture of Exchanges & Telephones	Egypt
- Civil Information Technology Co.	10.00%	Software Development	Egypt
- Arab Company for PC Manufacturing	10.00%	PC Manufacturing	Egypt
- Menatel	3.77%	Public Payphone Operator	Egypt
- Nile Telecom	1.81%	Public Payphone Operator	Egypt
- Arabsat	1.59%	Satellite Telecommunications	Regional
- Thuraya	0.52%	Satellite Telecommunications	International