Osman Group (Introduction)

- Osman Group is a group of privately-owned companies founded by Eng. Osman Ahmed Osman in 1974. Although based in The Arab Republic of Egypt, OG has many activities overseas.

- For more information: [http://www.osman.net](http://www.osman.net)
One Group, 20+ Companies

Introduction
Proposed Prospects

• General Contracting:
  – Local or foreign funding

• Specialized Contracting:
  – Piling / deep foundations

• Manufacturing:
  – Precast Concrete
  – Waterproofing (Bituminous Membranes)
  – Gypsum and Gypsum Boards
Introduction

Outline

• For each prospect, we present:
  – OG’s track record in Egypt
  – OG’s value
  – Suggestion for new markets
GENERAL CONTRACTING
OG General Contracting

- The Osman name is one of the biggest in Egyptian construction. OG has two main companies working in General Contracting in Egypt: Specialised Contracting & Industries and SCIC / Cal SouthWest Joint Venture.
• Activities of Specialised Contracting & Industries Company include but are not limited to: constructing civil buildings, residential buildings, administrative buildings, water sewage projects, wastewater treatment plants, power stations, dams, hospitals, pump stations for irrigation, and electromechanical projects.
CSW / SCIC Joint Venture

- **Cal Southwest / Specialised Contracting (Joint Venture)** offer a complete range of construction & engineering services for both overseas and local projects. The JV was established to work with projects that have a foreign-related component (e.g. foreign funding, foreign owner, etc).
CSW / SCIC JV Activities

• **Construction:**
  – Turn Key Projects.
  – Power Plant Projects.
  – Hazard Area & Explosion Proof Project.
  – Industrial Projects.
  – Electromechanical projects.
  – USA Projects.
  – Specially Egyptian Army Projects.
  – Overseas Projects.
CSW / SCIC JV Projects

• **Past Experience:**
  – Karnak & Luxor Temples Salvation Project.
  – Interim Maintenance and Repair for Western Ammo Workshop.
  – Corrosion Control Facility Cairo West Air Base, Egypt.
  – Generator Workshop Upgrade Cairo, Egypt.
  – HAWK Missile Base Improvements Cairo-Suez Desert Road, Egypt.
  – TRMF HAWK Facility Improvements Wadi-Houf, Egypt.
  – Replacing of two cooling towers in Cairo 2 roof, Cairo Egypt-US Embassy.
  – New Boiler Building and Debanding equipment at Haikstep , Cairo Egypt.
  – Replacing of two air handling unit Cairo-Suez Desert Road, Egypt.
  – Replacing of Explosion Proof Heat Exchanger in Haikstep , Cairo Egypt.
Foreign Partners

• United States:
  – Sorenson Gross ([http://www.sgcs.net](http://www.sgcs.net)): JV agreement in place, have executed projects with USACE and USAID.
  – TetraTech EC Inc. ([http://www.tteci.com/](http://www.tteci.com/)): JV agreement in place, actively bidding for projects with USACE.
  – ECC ([http://www.ecc.net](http://www.ecc.net)): MOU signed, JV agreement under negotiation.

• Saudi Arabia:
  – JV formed with Muhammad bin Salman (son of Saudi defense minister)

• Qatar:
  – Three local partners (for piling, contracting, and manufacturing)
OG Value

- **The Osman name:** our founder, Eng. Osman Ahmed Osman, is one of the most famous construction figures in Egyptian history.
- **Experience:** proven track record over several decades.
- **Top Quality:** OG has worked with owners, engineers, and consultants from all over the world, such as US Army Corps of Engineers (USACE), American British Consultants (AMBRIC), etc. This is important for foreign-funded projects.
- **Foreign Partnerships:** existing partnerships / JVs with international contractors, and ability to form new ones
Proposed Plan

1. Establish local structure to allow bidding on projects
2. Begin bidding on projects (studied out of Cairo office)
   1. Local counter-party: focus on infrastructure
   2. US counter-party: use in-place JV agreements
3. Establish proper local presence (upon contract award)
Piles (deep foundations) are often required for large structures and critical buildings. There are many different types of piles, depending on the method of manufacturing and installation.

PILING / DEEP FOUNDATIONS
• **OG** has extensive history in the area of piling and deep foundations. Our company **Misr Raymond Foundations** is the most recognized Egyptian company working in the field. It’s subsidiary, **Qatari Raymond**, has used this recognition to win and execute several projects in Qatar.
Misr Raymond Foundations

- **Misr Raymond Foundations** has developed and now offers a full range of piling foundation systems, soil investigation, material testing laboratory, and technical support. Misr Raymond has the capability to construct piles of various types according to the site and soil type requirements. Misr Raymond is currently the market leader for marine and land foundations including all types of piles (bored, driven and CFA).
OG Value

- **The Osman name:** on top of the Osman Ahmed Osman name, our piling company, Misr Raymond, is the most recognizable piling company in Egypt.
- **Proven Track Record:** over the past 32 years, we have executed over 200 projects.
- **Rapid Deployment:** our extensive fleet of equipment, and our qualified staff, can be deployed to Libyan sites in a matter of weeks.
Proposed Plan

1. Assess best mode of bidding for piling projects in Libya* (e.g. form local subsidiary and enter bids directly, subcontract from Libyan contractors to Misr Raymond Foundations, etc).
2. Establish dialogue with local partner to track potential projects.
3. Technical / financial studying to be done in Egypt.
4. Once any project is secured, deploy staff and equipment.
5. Establish a more permanent presence.

* Misr Raymond Foundations has a Soil Investigations Department. Since soil investigation is often the first step before any project begins, and often done before tendering, setting up a Soil Investigations Department is a fast and cheap way to track local construction projects.
Precast concrete products, as opposed to in-situ casting, are products cast in a controlled environment. Precasting is suitable for mass-production and situations where high-quality is required, and has many different applications.
• **Osman Group’s Factory for Precast Concrete Products** was built in 1980 as one of the largest precast concrete manufacturing facilities in the region, under our main company, Specialized Contracting & Industries Co. Although we specialize in manufacturing concrete pipes for various applications, we also design and manufacture a wide variety of other precast concrete products.
Precast Concrete Factory

Precast Concrete Products

Precast Products

- Precast Concrete Cylinder Pipes
- Reinforced Concrete Cylinder Pipes
- Reinforced Concrete Pipes
- RC Jacking Pipes
- Precast Segments (for shafts and tunnels)
- House Connection and Inspection Chambers
- U-Channels
- Precast Decorative Panels
- Other Precast Elements
Precast Concrete Facilities

- Over eight different casting yards.
- Three large storage yards.
- Built-in, complete steel workshop to manufacture steel moulds.
- In-house quality management laboratories (for raw materials and finished product)
OG Value

- **Track Record:** Our factory has supplied over 800km of pipeline in Egypt over the past 30 years, with diameters ranging from 600mm to 3500mm, for hundreds of projects.
- **Versatility:** Our competitive edge is:
  - Ability to design and manufacture moulds to fabricate almost any precast concrete shape / product (OG has developed the know-how to do this in-house)
  - Ability to efficiently manufacture or procure needed equipment and facilities
Proposed Plan

1. Market study to assess:
   1. Need for each of the different concrete products
   2. Existing competitors.
   3. Feasibility of exporting products from Egyptian facilities to Libyan projects.
Bituminous membranes are systems designed to waterproof residential and commercial buildings. They are manufactured by saturating a base product (like polyester, fiber glass, etc) in bitumen to create a roll of easily-installed membrane.

WATERPROOFING MEMBRANES
Waterproofing Membranes

• **Insumat**, established in 1975, is the leading company in the field of waterproofing membranes in Egypt. The company manufactures and installs varieties that suit all types of construction needs. It is the dominant player in the local market, and over the past several years has established a healthy export stream (including to Libya).
Products

- Oxidized Bituminous Membranes
- APP and SBS Modified Bituminous Membranes (Torch Applied)
- Bituminous Emulsions and Solutions
**OG Value**

- **Brand:** The Insumat brand is widely recognized in Egypt and abroad. In fact, Insumat has already exported its product to Libya.
- **Quality:** Contractors prefer Insumat over other brands due to the top quality.
- **R&D:** Insumat maintains a Research and Development department, which constantly innovates new products for different uses, economies, etc.
- **Experience:** Over 25 years manufacturing and installing waterproofing membranes.
Proposed Plan

1. Increase Insumat exports to Libya
2. Market study to assess:
   1. Market size and need for various products
   2. Availability of raw material (in particular, the price/quality of bitumen)
   3. Feasibility of exporting from Egypt (and distributing locally)
Gypsum Boards are manufactured using panels made of gypsum plaster pressed between two thick sheets of paper, which are then oven-dried. It is used globally for the finish construction of interior walls and ceilings and for exterior applications.

**GYPSUM BOARDS**
In 2010, OG established OsmaBoard, Egypt’s first and only gypsum board manufacturing facility, with the mission to supply the Egyptian market with high-quality, locally produced plasterboard. Raw material is supplied from its sister company Gipsina (holder of International Quality Crown London award and International Gold Star for Quality TQM CC100)
Gypsum Boards

Products

- Raw/calcinated gypsum
- Calcinated gypsum
- Gypsum boards (normal, water-resistant, heat-resistant)
- Gypsum ceiling panels
OG Value

- **Quality**: Gipsina product is the highest-quality available in Egypt, with exports to other MENA countries (constantly over-sold). OsmaBoard is competing in Egypt with such international names as Knauf.

- **Versatility**: Ability to procure, manufacture, and operate:
  - Gypsum quarry
  - Gypsum calcination kiln
  - Gypsum board production line
  - Gypsum ceiling panel production line
Proposed Plan

1. Begin exporting product to Libya to establish brand, assess market

2. Market study to assess:
   1. Market size and need for gypsum and gypsum boards
   2. Availability of raw material (in particular, raw gypsum)
Thank You