



EFIC

EGYPTIAN FINANCIAL &
INDUSTRIAL COMPANY

LEGEND OF FERTILIZER QUALITY FOR GREEN PROSPERITY

EFIC

EGYPTIAN FINANCIAL &
INDUSTRIAL COMPANY

EFIC

- **Egyptian Financial & Industrial Company is the giant phosphate fertilizer producer that dominates 70% of the Egyptian Market and successfully penetrates the export markets in the five continents of the globe.**
- **EFIC produces, sells and exports five main products:**
 - **Concentrated Sulpheric Acid CSA**
 - **Single Super Phosphate SSP both Powdered PSSP and granulated GSSP**
 - **Compound Nitrogen and phosphate Fertilizer NP**
 - **Ammonium Sulphate Fertilizer AS**
 - **Di-Calcium Phosphate DCP**

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EFIC FACTORIES

- **Kafr El-Zayat Factory in Delta Region of Egypt**
- **Assiut Factory in Upper Egypt**
- **Suez Company for Fertilizer Production “SCFP” a subsidiary 99.8% owned by EFIC at Red Sea Port City of AL-Ain AL-Sukhna.**

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EFIC: 8 DECADES OF SUCCESS

- **In 1929: EFIC was established as a Joint Stock Egyptian Company.**
- **In 1935: EFIC first plant was founded in Kafr EL-Zayat.**
- **In 1961: EFIC was nationalized.**
- **In 1971: EFIC second plant was founded in Assiut.**

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EFIC: 8 DECADES OF SUCCESS

- **In 1991: EFIC was brought under the umbrella of the Holding Company for Mining and Refractors “HCMR”.**
- **In 1996: As a part of the government’s privatization Program, HCMR sold 65% of its holding in EFIC to public through an initial public offering “IPO” and offered 10% stake to employees.**

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EFIC: 8 DECADES OF SUCCESS

- In 1999: EFIC authorized capital was increased to EGP. 700 M and the issued and paid-in capital was increased to EGP. 259.9 M using reserves at par value EGP.40 per share upon the merge of Arab Company for Granulating Fertilizer into EFIC.**
- In 2002: EFIC established SCFP at investment cost of : EGP. 405M.**
- In 2004: EFIC doubled the number of its shares to 12,994,056 shares and thus Paid-in capital amounted EGP.519.8 M using reserves.**

EFIC: 8 DECADES OF SUCCESS

- **In 2005: SSP production was launched at SCFP.**
- **2007 witnessed the production of both Ammonium Sulphate and Sulpheric Acid for the first time at SCFP.**
- **In 2008: EFIC Assembly approved 1:3 stock dividend followed by 1:4 stock split to make the total outstanding number of EFIC shares to be 69.3 M shares using reserves.**

EFIC CAPACITIES

All Quantities are in ,000 Tons

Jul-09

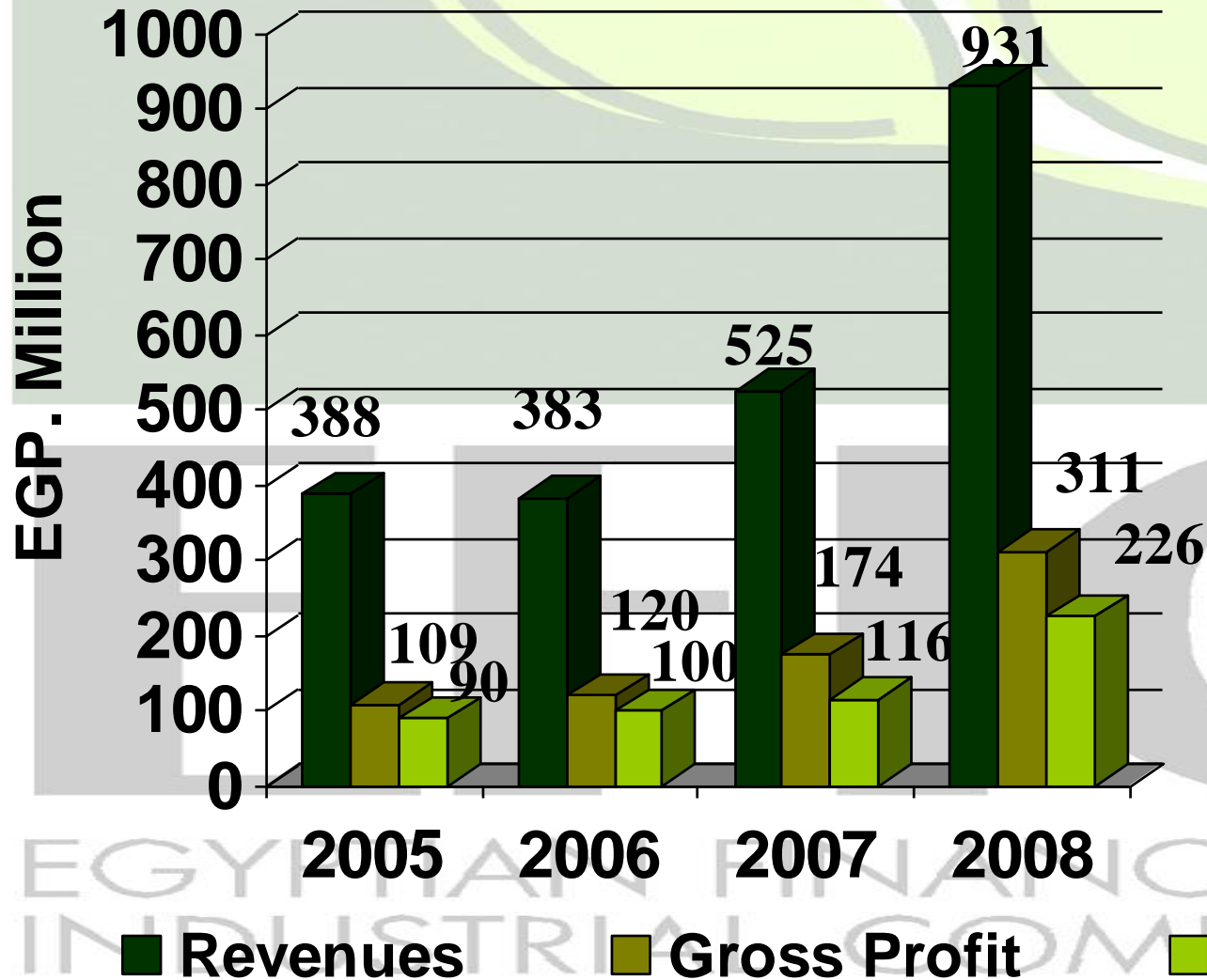
EFIC PRODUCT MIX	<u>SA</u>	<u>PSSP</u>	<u>GSSP</u>	<u>NP</u>	<u>AS</u>	<u>DCP</u>
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EFIC PLANTS & COMPANIES

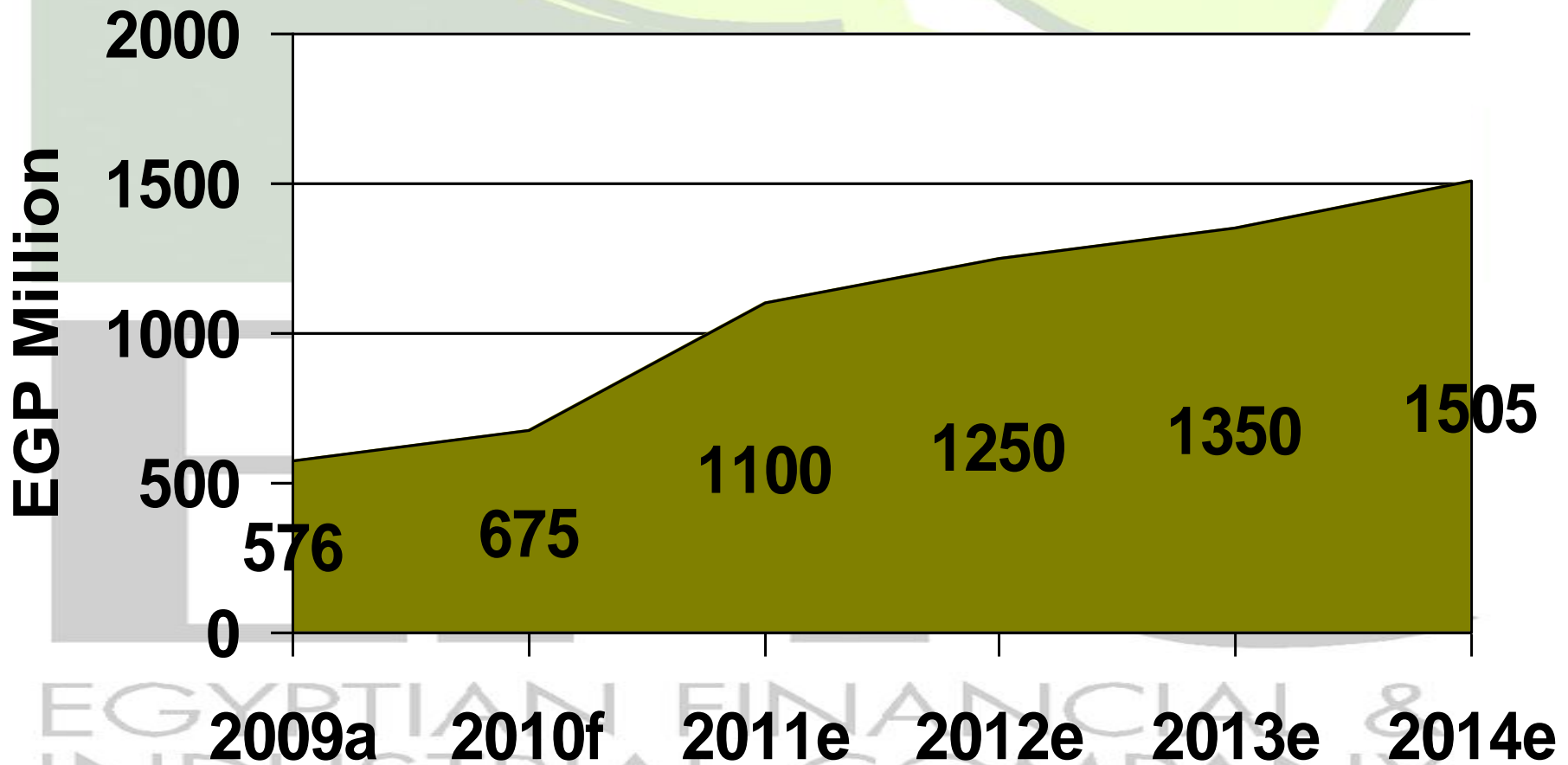
Kafr EL-Zayat Plant	170	450	300	0	0	0
Assiut Plant	210	450	300	0	0	0
Suez Company for Fertilizers Production	425	300	150	50	300	20
Total Capacities	805	1200	750	50	300	20

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EFIC REVENUES & PROFIT



EFIC Consolidated Revenues 2009e - 2014e



EFIC PRODUCTION

2005-2010

All Quantities are in Tons

YEARS	2005	2006	2007	2008	2009	2010
EFIC PRODUCTION						
CSA	395,127	350,903	333,473	244,905	166,070	185,203
PSSP	629,558	442,341	489,030	469,467	403,555	403,555
GSSP	245,431	260,678	302,839	376,543	170,695	80,979
NPK	5,278	6,877	15,389	7,712	-	-
SCFP PRODUCTION						
CSA	-	-	5,621	204,750	94,706	35,700
PSSP	62,069	73,637	53,607	73,854	119,796	68,067
GSSP	37,931	57,961	68,950	140,788	79,649	100,994
NPK	-	-	-	-	3,052	31,705
AS	-	-	38,286	78,682	122,167	163,536
DCP	-	-	-	-	300	3,481
TTL EFIC PRODUCTION						
CSA	395,127	350,903	339,094	449,655	260,776	220,903
PSSP	691,627	515,978	542,637	543,321	523,351	471,622
GSSP	283,362	318,639	371,789	517,331	250,344	181,973
NPK	5,278	6,877	15,389	7,712	3,052	31,705
AS	-	-	38,286	78,682	122,167	163,536
DCP	-	-	-	-	300	3,481

EFIC LOCAL SALES

2005-2010

All Quantities are in Tons

YEARS	2005	2006	2007	2008	2009	2010
EFIC SALES						
CSA	131,370	98,189	77,434	63,210	30,906	47,761
PSSP	529,703	538,485	469,184	205,150	304,526	433,037
GSSP	259,768	295,000	306,530	353,649	179,798	95,757
NPK	5,079	5,105	15,168	6,604	-	-
SUEZ SALES						
CSA	-	-	1,297	172,271	55,969	61,104
PSSP	49,787	83,919	49,628	16,395	83,329	68,067
GSSP	37,931	57,961	68,950	140,788	78,524	45,191
AS	-	-	36,667	70,422	131,369	125,015
DCP	-	-	-	-	33	3,113
TTL EFIC SALES						
CSA	131,370	98,189	78,731	235,481	86,875	108,865
PSSP	579,490	622,404	518,812	221,545	387,855	501,104
GSSP	297,699	352,961	375,480	494,437	258,322	140,948
NPK	5,079	5,105	15,168	6,604	-	-
AS	-	-	36,667	70,422	131,369	125,015
DCP	-	-	-	-	33	3,113

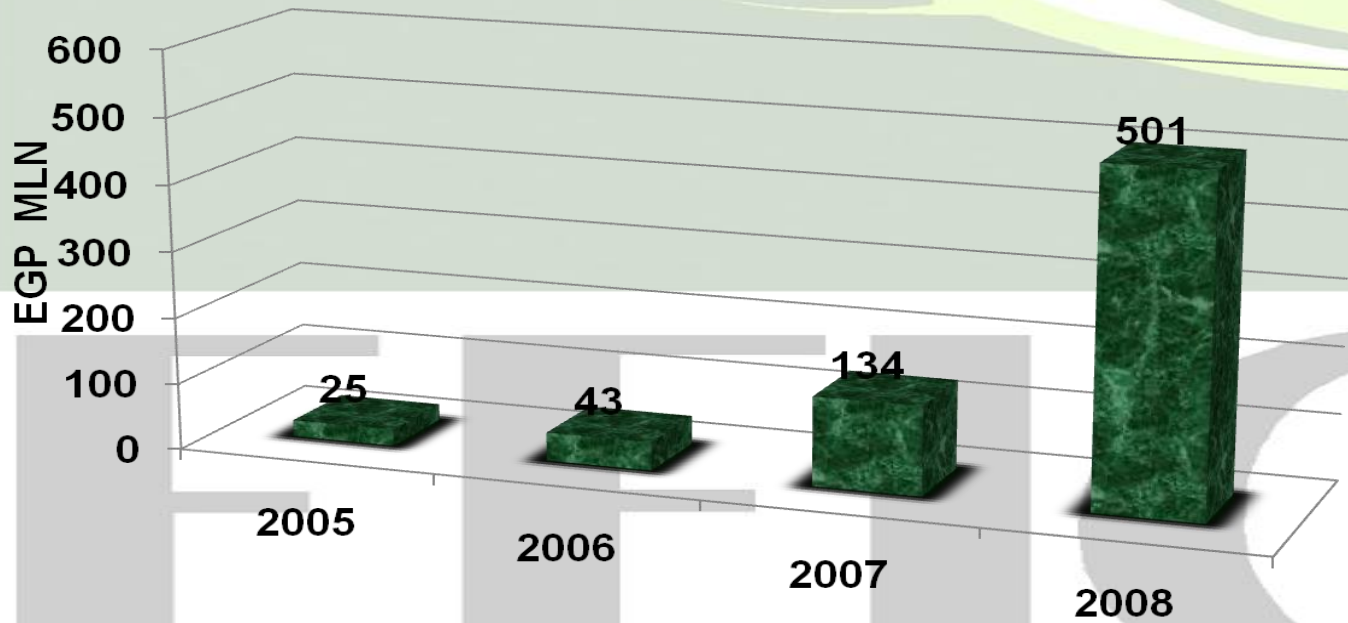
EFIC EXPORTS

All Quantities are in Tons

YEARS	2005	2006	2007	2008	2009	2010
TTL EFIC PRODUCT MIX						
CSA	2,010	1,799	1,347	37,475	2,507	14,608
PSSP	2,500	240	10,673	5,920	3,160	-
GSSP	57,365	95,209	230,999	303,544	61,660	127,825
NPK	-	5,100	15,168	6,604	2,950	29,243
AS	-	-	-	-	22,300	35,490

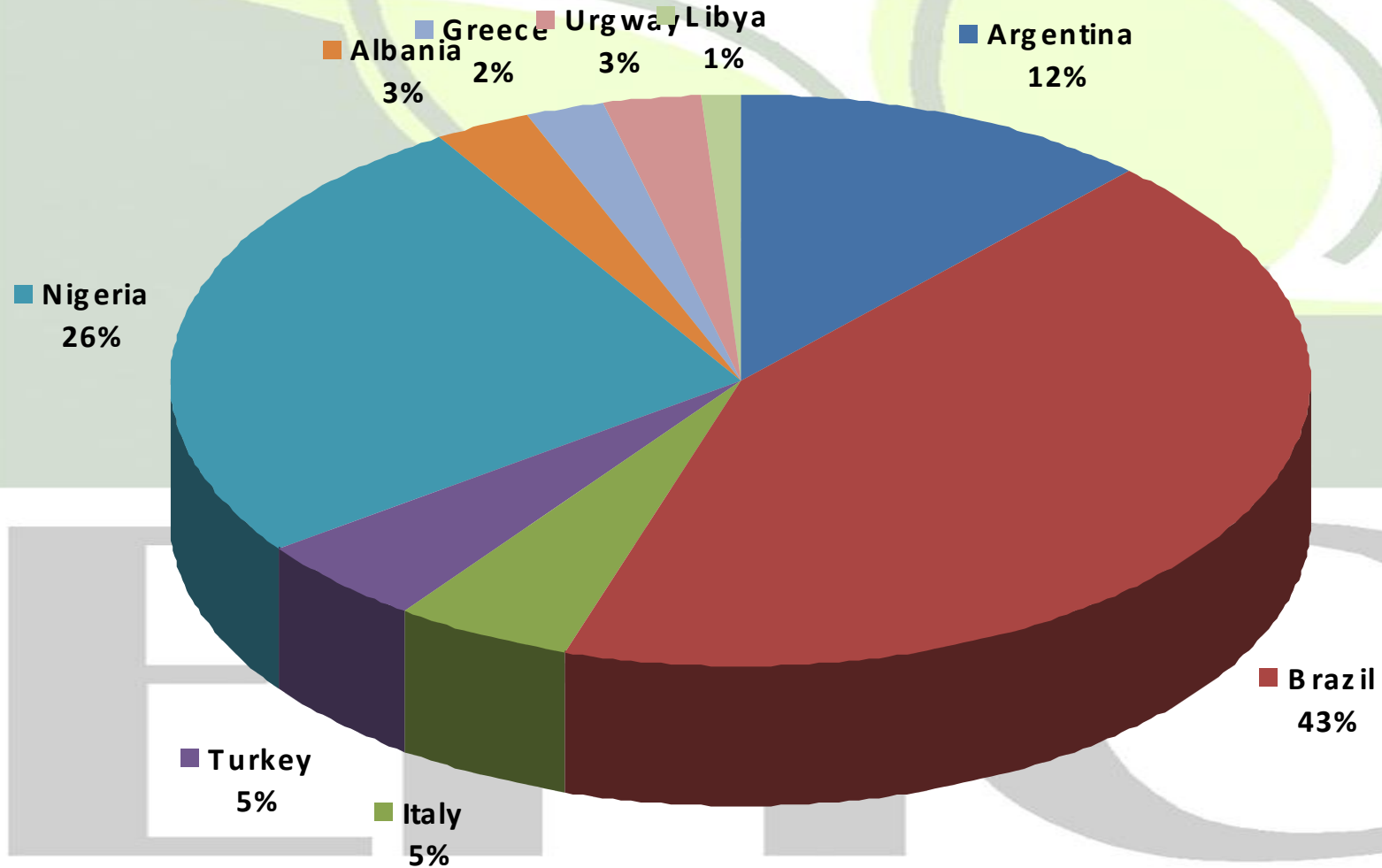
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EFIC EXPORTS



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2008 Exports Amounting EGP 501 MLN By Country



EFIC Shareholders Structure- Feb. 2010

