

A profile for a S.A.E joint venture to provide logistic services and supply chains within Egyptian oil and gas sector

Written by: Haitham Ibrahim, Missions General Manager

The launch has set out when the Company decided foregoing the vision of EPSCO 2030 and its objectives, including adding new activities that involved providing oil and gas logistics and supply chains within incorporating a S.A.E joint venture that is specialized to work in this field by cooperating with one of the major enterprise that aims to:



- * Pursuit towards satisfying the needs of the sectors of oil, gas, petrochemicals and mining in terms of logistic services and supply chains in an integrated and professional manner.
- * Support the local economy and encourage logistic activity in the oil and gas sector.
- * Achieve cash revenues and flows either in local or foreign currencies as well as accomplish a added economic value for oil sector.
- * Depend on the latest technological means to provide the best services to meet the clients' needs of different petroleum companies.
- * Create new job opportunities for the youth,
- * Drive economic development through investment projects.
- * Contribute in implementing the state's vision to make Egypt a regional and strategic position for energy.

This also aligns with the vision of the Ministry of Petroleum and Mineral Resources to convert Egypt to a regional position for oil and gas trade and circulation. This vision harmonize with achieving the one of the political leadership for sustainable development, Egypt 2030, launched by His Excellent President so as Egypt becomes a strategic position for energy. Upon the approval of the Company's competent authority, the chairman and managerial director, Mr. Mohamed Mostafa, has assigned me to manage this file as I have work experiences and applicable studies. I have also got many training courses in this field and participated in many specialized conferences that are competent in the field of supply chains. As I am a founding member of the first vocational Egyptian firm for the supply chain professionals, I have contributed in preparing necessary studies and reports to demonstrate them on competent authority as well as my chairmanship to the teamwork that consisted from staff within the Company to cooperate in preparing the feasibility study for this project with the college of International Transport and Logistics in Cairo. It is considered one of the major enterprises that are affiliated to Arab Academy for Science Technology & Maritime Transport, one of expertizes and a distinguished operative center in the field of logistics, managing of supply chains and associated industries at the level of the region of

Middle East and North Africa. It is also one of the Arab League Organizations, which was set up by a group of specialized professors in the field of logistic services and supply chains within and outside the Egyptian petroleum sector. Upon the positive indicators resulted from the feasibility of that study, it had praised incorporating a joint venture that is specialized in work in the field of providing logistic services and supply chain within the Egyptian Petroleum Sector.

The study was based upon the scientific revolution and the broad industrial and urban technological revival, characterized by rapid pace, that the world has witnessed. This requires working through an integrated system of logistic processes, which is interested generally in controlling the products and services flow, whether they are goods, information, energy or even human resources and their consequence starting from the area of production to the area of consumption. Logistic Services plays a crucial role in the planning of world trade and its processes whether importing or exporting, since completion of these processes and the existence of professional logistic support is impossible as well as through an integrated system of the processes of supply chains. It is considered a significant item in contribution of the Companies efficiency and effectiveness generally whatever their magnitudes, activities, objectives and nature of work. The supply chains aims to work centrally to decrease costs and increase revenues through scientific intervention in the stages of planning, supplying, (production/processes), storage and distribution. Supply chains give the companies the capability to decrease the excessive costs, provide products or services in a manner that achieves the client's satisfaction.

The study also has referred to some differences among the nature and items of logistics, conventional supply chains and the logistics and supply chains in oil and gas because of the nature of the activity of oil and gas extraction, its production, storage, transporting and selling as well as the nature of the tools and equipment used for that.

The study has recommended considering the structures of supply chains to understand those challenges in the oil and gas industry as the supply chain is divided into three different sectors. They are Upstream. Midstream and Downstream. The importance of supply chains and specialized logistic works, in oil and gas industry, reveals in reducing the waste and decreasing hazards of this industry that have high capital cost; given it has a direct and an indirect effect on the overall growth of economy.

By considering the volume of demand of those services within the companies of Egyptian Petroleum Sector through provided data, the participation by supply chains with an effective proportion within the sector was revealed. That participation have included the local and international transport processes, lading, discharging, distribution, purchasing orders, control, inventory management and handling of materials.

Perhaps, the recent economic developments in Egypt and the world highlight the need of oil, gas, petrochemical and mining industries to found specialized companies to provide the services of logistic supports and supply chains aiming to decrease costs, increase the efficiency and quality of supplying processes, provide logistic support in an integrated and professional manner to be consistent with the requirements of globalization and the growth of oil industry; particularly when carrying out research and drilling processes in remote new areas, observance of competition and technological development. This is through complete collaboration and coordination among specialists within petroleum sector to provide the necessary database to develop proper solutions in an integrated and professional manner to get the best service with high quality and reasonable price aiming to attain the client's satisfaction when providing the proper product or service at the right time with reasonable price taking the standards of quality into account.

The consumption of energy in the world is expected to increase in the coming period.

This excess will, in turn, lead to the increase of equipment and materials movements, which requires a sound logistic management that supports continuous flow for supply chains of petroleum products, their derivatives, equipment, tools, and spare parts that are required to them.



Upon the foregoing, many major activities were developed that the proposed company will carry out interim as follows:

- Transportation and distribution of petroleum equipment, tools and materials from their selling sources to the areas of their usage within and outside Egypt door-to-door,
- Logistic planning, supply chains and providing logistic solutions to purchase, transport and store petroleum equipment, tools and materials.
- The activity of clearance, transportation mediator, freight (land, marine, air, river cargo and railways) and multimedia.
- Working on collecting and unifying shipments and procurement for clients to work on decreasing costs and working on inventory management to avoid the occurrence of supplies sluggishness.
- Purchasing, supplying and storage for third parties and provide solutions of added value inventory management.
- The business of express mail and transport of packages.
- Contribution in the national project, which the Ministry of Petroleum seeks to achieve; that is Egypt becomes a regional and strategic position for energy.

Finally, the study has recommended that practicing this activity, and carrying it out, requires a technical, administrative and financing infrastructure that enables the proposed Company to carry out the required tasks and mission optimally. During the initial stages, EPSCO was concerned of preparing technical and specialized staff from the Company's employees to work this service professionally. The study has also studied the market of providing oil and gas logistic services to assess the level of performing the service locally and internationally by developing necessary controls to select the most suitable and best partner among the provided offers technically, administratively and financially to cooperate in providing those services optimally.

EGPTCO and pre-operation stages

Inauguration the Company's business from Port Said City in the free zone that is owned to EGPTCO by the arrival of the concrete pumping and water purification equipment. So the Company commenced its work as it is the first national company in the field of catalyzing petroleum wells and providing technical and technological services and solutions to this vital and strategic sector. EGPTCO was launched synchronically with the growing role of oil and gas sector in the local economy in the aftermath of new projects that are disclosed.

It is a national Egyptian entity that works within and outside Egypt, and specialized in the field of drilling fluids technology, cement. Cement and activating wells. The Company also owns technologies to solve the problems that result from injecting some gases with a heavy constructive cost up to tens of billions of dollars, in addition to the Company's innovation of substances to clean the rocks and increase productions with a percentage that does not increase than 75%. Currently, the ground of a free industrial zone is being prepared to manufacture modern technologies raw materials and export them from Port Said." He referred that all these solutions depend on special innovations that were developed by researches and studies that were carried out inside the Company's laboratories. These innovations are internationally authorized and were experimented.

The Company has a comprehensive vision about the needs of this sector, as well as it has unprecedented innovations, which it had succeeded in producing them through its researches and studies that it carry out in its laboratories. Those innovations include a substance of cleaning rocks and increasing its productivity, and another innovation that is related to the increase of cement density by mixing it with innovated organic substances without globally applied additives such as iron and manganese oxide. We have also succeeded in innovating a thermal insulator that does not interact with gases and has the capability to bear high temperatures up to 350 degrees Celsius. This innovation serves as a suitable solution for geothermal wells. Actually, the first Egyptian Company for manufacturing cement mixtures and pumping it in oil and gas wells was founded, with the latest international technologies and with Egyptians hands. As a company, we are distinguished in producing high quality cement with global specifications as well as soil injection, fitting huge tankers; in addition to renting the necessary equipment in the maintenance processes for these wells. This distinction has made many global banks and Arab and foreign investors compete and seek to work with us; particularly that our work volume will be 12 billion Pounds approximately.

The Chairman, Mr. Mohamed Mostafa, confirmed that by sating; "Supporting the national economy is one of the Company's most important priorities. All the staff are Egyptians who have long and multiple experiences in all what is related to extracting oil. We also strive to develop Egypt's name as a trademark in the field of oil and gas worldwide through our products. EGPTCO is subject to the national petroleum sector, and is ready to provide all its required capabilities and services". He Pointed out that the Company has previously accepted assigned to it free of charge on a trial basis. He said that solutions presented by the Company do not only lead to provide foreign currency through never dependence on foreign companies, but also allow to attract investment and hard currency to Egypt as a result of marketing these solutions worldwide.

The board member, Mr. Tarek Elbadry, added that there are a vision for expanding by global deployment. A branch for the Company will be incorporated soon in Germany to utilize from the German experience in this field after the Company has become the only national one recorded officially in Egypt to present cement applications and supplies in the field of research and discovery processes for oil and gas wells as their global counterparts.









An interview with an official



Accountant Mohamed Youssef Elqoronfully The Company's financial chairman assistant

Firstly, I congratulate for assigning me for the position of the financial chairman assistant, hoping the dialogue will be fruitful and answers the Company's staff inquiries,

Firstly, I address my sincere thanks to the chairman and managerial director, accountant Mohamed Mostafa, all teamwork members and the staff for the effort, sincerity, dedication and solidarity among them at all the managements of the respective company, through which many achievements were accomplished; which has made the Company in the rank of Petroleum sector and got to safety.

After being honored to be assigned to be the Financial Chairman Assistant, this trust brought me before a great responsibility to serve a big conglomerate that is effective in the petroleum sector like EPSCO, especially that I am one of this Company's Staff and have been working in it for "18 years". I recognize challenges and problems it encounters. From that perspective, work has been made for developing and modernizing the Company, promoting skills, utilizing human capacities of its staff and work on developing the Company's financial programs to keep up with the technological development in the international financial sector to enable us to participate in the national strategy Egypt 2030 in our belief for the Company's effective role as a basic partner in the petroleum sector, which contributes as an engine for development powerfully in the Egyptian national economy nurtured and the directives of political services, His Excellency Minister of Petroleum and Chairman of General Petroleum Corporation.

This where the trust comes to the sincere of our Companies and the enormous human wealth it has, which is able to achieve more and more success and the continuation of contribution with an effective role at the scientific level.

We also promise to spend our best effort by cooperating with all staff to advance the Company, increase and grow its resources and achieve more successes and achievements and the highest profitability.

Q. What is the Company's purpose and important activities during the last three years?

A. EPSCO is a S.A.E according to the provisions of law No. 159/1981 for joint stock companies. Since its incorporation and recording in the commercial registration in 1997, it has continued enhancing its resources to encounter all its commitments without any dependence and burdens

whether on the contracted sector or companies. Concerning its different business, they include presenting technical and non-technical services, security, buffets, necessary equipment to help in the excavation, maintenance and production process and transporting petroleum materials; in addition to presenting feeding service, renting cars, transporting "oil-water", touristic services and buildings "Architectural finishes and general contracting". This is plus the business of durable goods through contracting with the companies of selling goods and presenting them to the Company's staff whether at the main office or offshore sites.

Q. How many companies does EPSCO contract with to provide the mentioned services?

A. The Company presents its abovementioned services to 76 companies within the ones of the sector, whether General Corporation, the three holding companies, public sector companies, joint sector company, investment companies.

Q. What are the contributions in the educative sector companies?

A. An increase was made for EPSCO's contribution to Sinai Company, so the total contribution becomes 7.5 million Pounds, in addition to contribution of a share estimated to 51% of the capital of Egyptian Petroleum Technology Company. This is also in addition to contribution in Wahet Paris for Natural Water with an amount of 25 million Pounds.

Q. What about the field of the services presented to the staff?

A. The regulation of family therapy for the staff was approved after increasing the contributions with a percentage of 50% than what was previously applied to facilitate it for the staff, especially after the increase of medical services and medicines prices.

Q. After being assigned to be the financial chairman assistant, what is the extent of responsibilities and their nature?

A. This trust, by the Chairman, brought me before a great responsibility to serve a conglomerate like EPSCO, especially that I am one of this Company's Staff and have been working in it for 18 years. I am aware well of the magnitude and nature of business, problems and challenges that the Company encounters.

Q. What are the most important updates concerning human resources and developing the staff's skills?

A. There has been work on developing the financial programs in the Company, updating them, promoting the staff's skills, updating financial programs and maximum utilization of human powers in our belief of the importance of EPSCO's role in the field of petroleum services as an effective basic partner in the field of petroleum.

Q. What is the total of the Company's activities works magnitude?

A. The total of the different activities works magnitude and services presented to contracting companies was 2.94 billion Pounds with an increase of 45%. The total profits have risen during the last three years with a percentage of 54%.

An objective to be achieved

Written by: Abdelazim Shaban, Studies General Manager

At the beginning, Allah Almighty Says; "Work (righteousness): Soon will Allah observe your work, and His Messenger, and the Believers". Allah Urges us to work for the

good of the individual and the community. From this principle, the role of the management represented in applying the developed objectives and strategy through the directives of the Company's management over consecutive periods in light of the activities, tenders and all services that the petroleum sector needs. Yet, this extended to interaction with companies outside the sector.

The management, through the developed directives and strategy, works and strive through great care and hard work by participating in all tenders launched as well as prices offers to achieve the determined objectives respectively over equal periods to lay solid foundations and foster implementing works duly, which suits the position of our Company and the ones of the sector.

In order to implement and achieve the objectives and strategy, the management participates in all basic fields such as feeding services, transporting crude oil, architectural finishes...etc.

As for new services, directive was issued by the Company's chairmanship to participate in them; such as sucker road, renting rigs, heavy duty equipment, customs clearance...etc.

We would like to narrate some, but not all, of the rewards of the strategic objectives, which were according to the wise vision of the Chairman.

Heightening the spirits of the management staff firstly to urge them to work in all fields without being confined for some of them.

There was participation in tenders and prices offers, which reached 95% from the past period.

There was development in the proportion of having new contracts that support the Company's financial position.

The Chairman has given trust to administer works in a suitable and appropriate manner to implement the objectives.

Eventually, we would like to note that the management spares no effort to implement the determined objectives and strategy to attain the objective to be achieved.

Systems and benefits at the Company

Written by: Ali Hussein Mohamed, Administration of the Benefits Manager
The Egyptian Company for Petroleum Services (EPSCO) is considered one of
the pioneering company in establishing the specialized systems for its staff.
This is for the insurance of the Staff and their families including risks and different
bandships of life currently and in future

hardships of life currently and in future.

The Company has founded a group of miscellaneous systems, which were applied for the staff appointed in the head office and those who were affiliated to work in different companies of the sector. These systems include:

• Severance pay and retirement severance pay.

The purpose of establishing a system is award a severance pay and retirement severance pay for the Company's staff for the actual service duration in petroleum sector.

• Saving Severance pay (Supplementary pension and social care)

This system is another benefit for the permanent Egyptian staff in petroleum sector, The benefit is represented in granting the staff a supplementary pension aiming to decrease the gap between what a worker gets of insured income (pension) after legal forced retirement,

• The system of group insurance (the document of group insurance).

The system of group insurance is considered a group insurance contract for the staff of petroleum sector with Misr Life Insurance. In virtue of this contract, a cash indemnity will be paid for the beneficiaries by the Company in cases of death (natural or resulting from accident), permanent occupational disability at work (full-partial).

Contribution system after retirement age for the staff and their families.

The Egyptian Company for Petroleum Services (EPSCO) applies also the system of medication and health care as a right and personal benefit for the worker since joining work at the Company. Contribution system in medication and health care after retirement age for the staff and their families as of 25/5/2017 as an extension for health care for the staff and their families.

Legal Affairs as the Company's protectors

Written by: Hassan Ismail, Legal General Manager

The general management at Egyptian Company for Petroleum Services (EPSCO) is The body, which is ought to defend the Company, its properties and staff as well as expressing opinion and giving advice for all the Company's competent managements concerning applying systems, regulations and instructions. This management is affiliated directly to the chairman and managerial director. By his and board of



members support, the experience of the lawyers at the management and qualified personnel, they contribute in Company's revival and prosperity. The management prepares studies that are based on reality and law to encounter obstacles and problems that the Company is expose to, restrict their causes and make a projection aiming to avoid them in future after submitting the studies to the competent authority to take the decisions it considers in order to achieve the Company's objectives and maintain the stakeholders and the Company's monies. Therefore, its activities have developed in the previous period, and their objectives changed as well as the changing of the conventional confined form of the legal affairs to comprehensive expansion and maximizing its preventive role to seek for deploying the legal awareness to all the Company's staff and indigenizing rights and duties through developing legal controls and executing them by coordination with competent managements. It, then, contributes with its colleagues to achieve the Company's success through his functional role as well as presenting legal consultation, advices and opinions in the Company's transactions. It is also competent to investigate violations committed by the staff, defend the Company in all judicial lawsuits to preserve the Company's monies and repulse attacks by third parties against the staff and the Company's monies and properties. The management has created a new one for incorporating and monitoring companies. This was according the development of laws, particularly what the Company is subject to in the provisions of its statutory, i.e. law No. 159 for 1981 amended by law No. 4 for 2018. The initial objectives of the new management is expansion of the Company's activities, increasing its businesses and keeping up with all legal and legislative developments including the directives of the chairman and the managerial director to amend the Company's statutory (Company's journal) according to contemporary legislative amendments. The amendment draft was demonstrated before the Company's extraordinary general assembly held on March 31, 2019. It has agreed for amending it, and its procedures are being finalized at the General Authority for Investment and the competent bodies. Development won't stop, but we need more and more constant effort and work by all and the colleagues at the Company so as ours become a powerful and lofty one. We promise you that we all be proud of that within the coming period as development will include work, performance, skills, manifestation and all that paves way for that.





Contracts and a future vision

Written by: Karim Abdelsattar, Contracts General Manager

According to the directives and the support of the Company's executive management, and in light of the plan of development and revival at the Company, which suits and complies with the President's policy for the Country's and citizen's revival, we have been participating since 2014, with the Company's other general administrations through works assigned to us, to attain unprecedented surge in a systematic development in the contracts according to standards that were developed and executed through human energies and efficiencies at the Contracts General Management. It has opened areas for negotiating with many of the sector companies and attaining most of the tenders for the activities that the Company carries out in a form that suits modern developments and mechanisms in the sector. This is besides work to increase and diverse of subcontractors, who are service providers, to have best service and best price, a thing that is followed by the maximization of the Company's profitability. Actually, we achieved an increase in the number of contracts for each service that us performed separately with a proportion that exceeded 205%. We hope Allah Almighty keeping this success and work for increasing and diversion of the activities in future in light of leaderships that are convinced with young efficiencies.

Finally, we thank the colleagues at the other general managements for the spirit of fruitful cooperation among us.

Written by: Dr. Dina Eldafrawy, Medical Affairs General Manager



Within the framework of His Excellency, Minister of Petroleum and Mineral Resources, to unify the benefits for all the staff of petroleum sector, the medication regulation was approved after the age of retirement for the staff and their families in the Company at the head office and the affiliated to Companies. "Belayim Petroleum Company", "Egyptian petrochemicals holding company", "Petroleum Gases Co." and "The Pharaonic Petroleum Company" were involved. An

agreement is being in progress as the Company's executive management is prudent to achieve the social stability for all the staff and who are affiliated to different companies and their families, given to efforts they spent for the Company throughout all the period of their service in petroleum sector. We hope more achievements and progress to the Company and petroleum sector.

The general management of activities Management of executing contracts of pest control



- * As the Company is prudent to follow ways of safety for the Staff's health at the Company, as well as maintaining the hygiene of the Company's premises, it has allocated a management for pest control by spraying against types of insects and rodents with the safest pesticides for health, which are authorized by the Egyptian Ministry of Health and a specialized team of skillful and trained engineers and technicians to use the modern scientific methods.
- * The proposals of the Company's executive management include: The necessity to assist the managements to overcome the impediments they encounter, training for all recent in the field of work to observe the distinguished personnel in the managements through cooperation with joint managements and promoting them to have an advanced level of quality in a healthy environment free from diseases.



Stationary Fair for 2019



Thankfully to Allah, EPSCO;s stationary fair was opened on September 02, 2019 under the auspices of His Excellency President Abdel Fattah El Sisi, His Excellency, Engineer Tarek El Molla, Minister of Petroleum and Mineral Resources and under supervision of Accountant Mohamed Mostafa, the Chairman and the managerial director. This was at EPSCO's fairground. His Excellency was accompanies by accountant Tarek Elbadry, the Company's chairman assistant for administrative affairs, accountant Mohamed Youssef Elqoronfully, The Company's financial chairman assistant, Captain Nehad Shehata, the general manager for foreign and commercial relations and media, Mr. Tharwat Sakr, who is acting the business of union committee. His Excellency praised the efforts of the colleagues, Captain Walid Talaat Moussa, Eman Elfishawy, Mr. Mahmoud Abdullah, Mr. Mohamed Gamaleldin Alqadi. Walaa Ali Ahmed, Mr. Sayed Abdelaal, and Mr. Atef Abdelmoneam.

Accountant Tarek Elbadry, the Company's chairman assistant for administrative affairs, has added that this fair was allocated for staff in different sector companies, All the school supplies were provided for all ages and different operative stages. Competitive prices were adopted to suit all categories and accessible to all.

This is the first school stationary fair for EPSCO as the Company's management is prudent to mitigate the financial burden for the staff in the head office and offshore sites, and also petroleum sector. He wished an academic year full of excellence and success for the Staff's children.



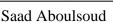
Written by: Walid Talaat, Commercial Services Assistant General Manager

Commercial Services at EPSCO

The management of commercial services, at the general management for foreign relations at the Egyptian Company for Petroleum Services (EPSCO), is honored to be one of the Company's managements that were incorporated in the time of the chairman and managerial director, accountant Mohamed Mostafa. The management received constant support and assistance until its sales reached the value of one hundred and fifty million Egyptian Pounds since it was incorporated in his time. The commercial services management at the Company includes providing all commercial goods that achieve benefit in the staff of our Company.

We cannot forget to submit sincere thanks for the messrs in the senior management for their care for development, create new contracts and achieve many material and moral earnings.







Sayed Khodairy



Ahmed Salem

During the coming period, we'll strive to increase contracts, the services providers and offered goods according to the directives of the executive management to the management to increase its volume of work.

Finally, I cannot fail this opportunity to express my thanks to the chairman, Accountant Mohamed Mostafa, for solving multiple problems and obstacles for the staff during my chairmanship to EPSCO union committee and his rapid response to stand by his employees. I also address my thanks to the work team in the administration for the spent effort. I wish success and concession to all.

Written by: Alaa Zaki, Manager of Commercial Services Administration

EPSCO in Petroleum Press

After having the fifth international certificate, EPSCO qualifies to world oil and gas logistics Written by: Osama Daoud

Certificate of Registration

ISO 39001:2012

Another leap achieved by EPSCO in the marathon of accomplishing achi getting the fifth prize, ISO 39001. It is a certificate in the international standard specifications for applying the traffic safety on roads.

The certificate added a special achievement in the rank of accumulating quality certificates.

Page **13** of **40** Translated by The Translation Department 8 months ago, that is in October of last year, 2018, EPSCO got 4 certificates in Quality Management System ISO 9002, Environment Management System ISO 14001, Safety and Occupational Health System ISO 18001, and Food Management System ISO 22001. So the system get integrated by getting ISO 39001.

The recent is that the new certificate represents the success of EPSCO to achieve a European international quality standard designed to support the companies and authorities that have individuals transportation vehicles and logistic transportation.

The Company's chairman, accountant Mohamed Mostafa, says that the field of logistics is broad and needs to be paid attention. We strive to carry out the incorporation of a new company by collaboration with a global specialized one to achieve a new shift in the fields of petroleum. Currently, a technical specialized study is being made through the Arab Academy for Science Technology & Maritime Transport,

The Company's chairman points that our plan was, from the beginning, to go with EPSCO through the rank of international companies and maximize its resources through creating new activities including providing logistic services to all petroleum sector companies within Egypt.

Accountant Tarek Elbadry, the Company's chairman assistant for administrative affairs, says that reaching this target requires work to determine the risks that accompany that field and develop theoretical and applicable solutions for those risks to preserve the safety of the staff, raw materials, properties and the ambient environment. This is what made EPSCO qualified to get a certificate in the international standard specifications for applying the traffic safety on roads.

Engineer Mohamed Ali, the Engineering general manager and the supervisor of safety, occupational health and protecting the environment confirms that the Company has fulfilled all the requirements for applying the best practices to administer the traffic safety on roads.

Engineer Mohamed Ali added that the Company's management has developed a comprehensive vision to apply rules and implement safety programs and procedures in all its operative activities, transportation business and operating vehicles either by direct management or through its contractors prudent to the safety of human element as well as assets and properties and maximize the management of operations and services to heighten the performance level to increase trust and guarantee the satisfaction of its clients in the petroleum sector.

Petroleum and Energy

"A corner specialized in petroleum and energy that sticks our achievements and highlight negative aspects"

"EGPTCO" as the first national company in wells technology

Written by: Khalid Elnaggar Ngarrr@hotmail.com

Great and distinguished efforts spent by accountant Mohamed Mostafa to develop EPSCO to have a distinguished place among petroleum sector companies.

The great leap was his incorporation of EPSCO to be a new core in the field of oil industry to serve the national economy as Egypt Petroleum Technology Company (EGPTCO) started as an idea of Dr. Yasser Fakhreldin as a S.A.E according to the provisions of law No. 159 for 1981. The first national petroleum services company in the field of cement mixtures in oil wells was incorporated. This was through owning and renting of equipment for pumping cement mixtures, breaking the monopoly of foreign companies to this field and founding an Egyptian entity that works within and outside Egypt to be specialized in technology of drilling fluids and activating the production of wells and owning the equipment necessary for mixing cement in oil and gas wells. This is in addition to producing and manufacturing some chemicals of drilling fluids and important

cement mixtures with hydraulic specifications and under hydraulic licenses and using them in the local market and exporting them to some foreign countries. Engineer Abed Ezzelregal, chairman of Petroleum Corporation, has approved the outcomes of the works of EGPTCO's general assembly. He promised to drive the Company in the Corporation projects and directed to overcome all hardships before the Company.

In January 2018, the Ministry of Petroleum agreed for incorporation of Egyptian Petroleum Technology Company, which will work for solving production problems at production companies, and the new Company contributes in EPSCO with a proportion of 51%. The Company was founded upon an idea and studies of the chemist Dr. Yasser Fakhreldin to be the only national company that is registered in Arab Republic of Egypt to provide applications and services of cement in the field of research and exploration operations for oil and gas well as their global counterparts.







Yasser Fakhreldin

Mohamed Mostafa

Abed Ezzelregal

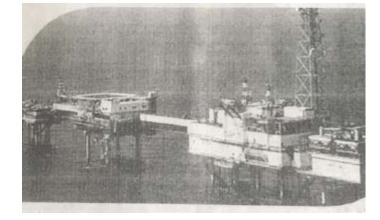
Accountant Mohamed Mostafa, EPSCO's chairman;

"50 million Pounds as initial net profits and the Company penetrates new works fields"

[illegible essay]



Mohamed Mostafa



"EPSCO" and ISO certificate

The Egyptian Petroleum Services Company "EPSCO", under the chairmanship of accountant Mohamed Mostafa, chairman and managerial director, has succeeded to get the certificate of ISO 39001:2012. It is a certificate for applying the traffic safety on roads to add a special achievement in the rank of accumulating quality certificates.

Accountant Tarek Elbadry, the Company's chairman assistant for administrative affairs. Has said that new activities were created including presenting logistic services to all petroleum sector companies with Arab Republic of Egypt, determining the risks that accompany that field and develop theoretical and applicable solutions for those risks to preserve the safety of the staff, raw materials, properties and the ambient environment. This is what made EPSCO qualified to get a certificate in the international standard specifications for applying the traffic safety on roads.

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Engineer Mohamed Ali, engineering general manager and the supervisor for safety, occupational health and protecting the environment fulfilled all the requirements for applying the best practices to administer the traffic safety on roads. This was throu gh following and implementing safety programs and procedures on the roads in the field of its operative activities in all works of transporting and running vehicles either by direct administration or through its subcontractors as prudent to the safety of human element as well as assets and properties and maximize the management of operations and services to heighten the performance level to increase trust and guarantee the satisfaction of its clients in the petroleum sector.

Energy

The certificate also represents the comprehensive standard to apply the best practices in the management of roads and traffic safety and reduce fatal accidents and serious injuries.

On his part, Haitham Ibrahim, Missions General Director, confirms that having ISO 39001 by EPSCO, after few months of getting four certificates at all aspects of quality, ensures the success of the management to reach the rank of global companies. He referred that this certificate confirms that EPSCO is qualified to access the field of presenting logistic services and supply chains in the field of oil and natural gas. Ibrahim adds that logistic services and supply chains would contribute in increasing production, saving time and effort and providing job opportunities in harmonization with the State's orientation to implement its strategy to be a regional position and a path for energy and natural gas.





Changes of board of directors and congratulations to Mr. Mohamed Abdelghaffar who succeeded Mr. Ibrahim Khattab

Minister of Petroleum and Mineral Energy, Dr. Tarek El Molla, issued a decree that Mr. Mohamed Abdelghaffar will assume the tasks of the chairman of central communication at the Ministry of Petroleum and Mineral Energy. Thus, he succeeded Mr. Ibrahim Yehia Khattab who reached the

legal age for retirement. He is known by his permanent strive to accomplish the staff's demands and ambitions.

For this occasion, we present our sincere congratulations to His Excellency and wishing him success at the membership of the Company's board of directors. We also present our due and constant thanks to Mr. Ibrahim Khattab for each effort and support he spent for the Company during the period of his membership. We wish him success and pertinence.

Reverence Ceremony for staff's children

Under the auspices of Chairman and managerial director, the Company has held a reverence ceremony for the staff's children who achieved academic and sportive excellence in 2019. His Excellency made a statement to direct thanks for all the attendees and praised the role of the families to let their children aware and educate them properly and rightfully. He confirmed of giving an interest to educational proper concepts, which return positively on their families and the community.

The ceremony was under supervision of accountant Tarek Elbadry, the Company's chairman assistant for administrative affairs who made a statement of thanks and gratitude to the excellent staff, their children and their mothers. He ensured keeping excellence to attain highest position and superiority.

The ceremony was organized by Mr. Mohamed Ali Hassan, general director of sport, social and cultural activity and the management crew. This was accompanied by presence of Mohamed Youssef Elqoronfully, The Company's financial chairman assistant and Mr. Marwan Abdelsatar, Operations general manager, engineer Mohamed Ali Abdelrahim, engineering administration general manager and Mr. Nehad Shehata, the general manager for foreign and commercial relations and media

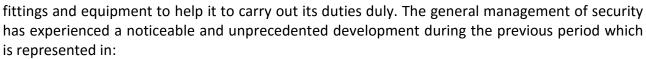
Certificates of merit were delivered to the superior children and we wish them permanent success.



General Management of Security

A statement by Brigadier-General Ahmed Salah, security general manager Security stability is the pillar of construction and development in all fields. The General Management of Security is in charge of the Company's assets and properties. The human element is one of the most important assets for the Company. The management spends great effort to keep these assets, insure them and insure visitors and guests.

The Company's management saves no effort to support the general management of security and provides it with all what is needed including



- 1. Modernizing the system of issuing ID cards for the staff (management bar card) and designing a new model for it in synchronization with providing the assistant general management for information security with a printer for new cards that have high specifications and equipped with features that make the process of imitating or forgery of the cards very difficult. In addition to connecting them with entrance gates to the offices in order to forbid any foreign person to access offices in case of finding a lost or forged ID.
- 2. The system of electronic insurance was also developed by providing the general management with explosives and metals detectors at all of the Company's offices entries; in addition to detectors of the validity of the Company's staff cards.

It is not a secret that our dear country, Egypt, encounters a vicious attach nowadays inside and outside as well as all the Country's institutions after Egypt had economically recovered and the pivotal role carried out by it in the region.

Egypt is the safety valve for the region as it has a historical role for leading the region over time. The management of cyber security follows also daily events on social media websites at the Internet around the clock to confront any abuses that may be offensive to the Company and its staff after demonstrating them to the competent authority and continuous coordination among the Company's different managements to maintain its security and safety.











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Safety is responsibility of all

ESPSCO seeks always to develop and modernize system of work, increase performance to achieve the desired objectives, and create a safe work environment free from human and physical losses. Thus, the Company was prudent for the importance of developing and modernizing the system of safety and occupational health as they are some of the important pillars in the petroleum sector. His Excellency has directed and agreed developing and modernizing extinguishing and firefighting equipment at the Company as His Excellency is careful to the lives of his staff, and maintain the Company's properties and assets.

To ensure the safe investments that EPSCO's carry out, which generates profits for the staff, the General Management for Safety, Occupational Health and Environment Protection has contracted with one of the global companies (Bavaria Egypt), which is authorized by official bodies to modernize extinguishing and firefighting equipment produced in 2019, which are as follows:

Dry chemical powder extinguishers, Carbon dioxide extinguishers, Automatic powder extinguishers, and foam extinguishers, with having a guarantee for two years and a validity certificate that ensures the efficiency of devices operation when call off at emergencies. This is accompanied by periodical superannuation for the devices at the company with monitoring and guarantee of their efficiency.

Upon the directives of His Excellency Engineer Tarek El Molla, Minister of Petroleum and Mineral Resources, concerning the importance of coordination among the companies of one geographical site companies, in the field of security, safety and occupational health, the chairman and managerial director, accountant Mohamed Mostafa, has made so, This was in light of good relations and close cooperation between Egypt General Petroleum Corporation and Egyptian Company for Petroleum Services "EPSCO" by coordination of Egypt General Petroleum Corporation in Nasr City, given that EPSCO is involved with it in the same geographical location and permanent coordination for emergencies readiness and encountering crises. EPSCO staff attended carrying out a practical experiment in fighting fires, methods of extinguishing and how the various and special extinguishers are used in fighting fire. That has a good indication for the staff by training and awareness of the fires risks and the methods of their fighting.

EPSCO is always stick to the slogan of Safety is responsibility of all Written by: Ayman Nasr Mahmoud, manager of Civil defense and Firefighting administration [A certificate from Bavaria Egypt]





EPSCO contributes effectively in developing managements according to a developed vision and defined objectives through which the marketing management seeks, under the wise leadership of the senior management. to meet the clients' needs and wishes and find methods to meet the needs to compete powerfully within a determined vision, which integrates with the Company's different managements to reach desired objectives.

Marketing management is considered one of the integrated rings with the rest of the Company's ones. The main objective is firstly promoting all different activities and fields to present new technical services and tenders that qualify the Company to powerful competition in the sector of petroleum companies.

Within that, the Company's management is prudent to developed a defined strategy and future plan to achieve these objectives to reach:

- Activating the stated businesses and logistic services.
- Benefiting from all available capabilities (human-technological).
- Profitability and continuity in success and competition.

The concept and impression about EPSCO has changed of being a pioneering company in the field of specialized petroleum services. The Company has expanded in presenting the drilling services, wells maintenance and logistic services such as tenders that EPSCO has possessed such as Esh El-Mallaha, Western Desert Operating Petroleum Co and PICO.

Marketing management promotes everything new for the Company, and create new activity such as painting tanks and metal surfaces.

EPSCO has got actually involved at many tenders since 2018 from January to December for a number of 464 including tenders and prices offers.

Tenders that EPSCO participated in got multiplied for the period from January to 15/9/2018 for a number of 265 including tenders and prices offers, and from January to 15/9/2019 for a number of 322 including tenders and prices offers.

Marketing management undertakes to spend best effort to place our company always at the forefront.

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Present successes and Future Ambitions

Having a touristic license to practice all touristic activities to meet the petroleum sector needs



EPSCO is a model to contemplate as it reflects a continuous development and spend effort by the senior management as the senior management and all staff at EPSCO are prudent to effort and ongoing giving for the Company's revival. The general management for touristic services and aviation is one of the Company's activities, which steps firmly and rapidly towards achieving the objectives that our Company is looking forward to enroll new companies in the sector, which have reached to more than 59 (3 holding – 2 public sector – 20 joint sector – 22 investment sector – foreign – the authority – staff within the sector). This service was provided to individuals and foreign bodies with a total work volume that reached (52.6) million Egyptian Pounds; that us a development proportion of 79%.

It deals with us in booking and issuing flight tickets and international insurance, reserving hotels all over the world as well as all other touristic services. From the financial indexes, in the last three years, the noticed increase in the profitability of the activity and the companies which deals with us is clear. This drives us to consider the capability to possess a touristic company and the economic revenues that accrue to our Company in this issue and also all petroleum companies sector. Getting a touristic license in the field of aviation is currently been finalized. Dealing is being made with aviation companies (Egypt Air, Pas, Egyptian, Nile Air, Fly Egypt). The management of

touristic services is looking forward to improving services provided to EPSCO and all petroleum sector companies.



Written by: Hatem Daif, Touristic Services General Manager

EPSCO is always at forefront

EPSCO has got ISO certificate 39001:2012 for the road traffic safety



The Egyptian Petroleum Services Company "EPSCO" is honored to get The Road Traffic Safety ISO 39001:2012, which is concerned of applying the road traffic safety standard, so as to add the fifth achievement in the rank of having international quality certificates after having four international ones at one time last year.

This achievement was a product of our Company's informed directives under the chairmanship of accountant Mohamed Mostafa, the chairman and the managerial director, and the accountant Mr. Tarek Elbadry, the Company's chairman assistant for administrative affairs to adopt an initiation of the project of developing and modernizing petroleum sector and belief of participating in the project under his slogan "Dream...Change...Achieve" as well as clarifying the visions to achieve the concept of sustainable development and elaboration of a dream to convert Egypt to be a regional position for oil and gas trade and circulation.

We are pleased to present a clarification and a definition for this certificate and standard applied by the Company to success to get that certificate, which has given our Company a new motive of qualification and readiness to make the Company access the field of presenting logistic services in the field of oil and gas globally.

What is The Road Traffic Safety ISO 39001?

It is a European international quality standard designed to support the companies and authorities that have individuals transportation vehicles and logistic transportation. The authorities, organizations and governments called for it in 2010 after the increase of road accidents and losses in human and properties. It was approved as a global quality specification in 2012. This standard is

a comprehensive application for best practices to manage road risks, road traffic safety and reduce the risks of fatal accidents and serious injuries.

EPSCO objectives of applying ISO 39001

- Applying objectives of organizing safety and the Company's social responsibility.
- Proving how serious is the Company, and how it is careful to the safety and health of the staff and its clients through presenting safe services and preserving investments during their circulation and transportation.
- Being careful to the safety of human element as well as the assets and profits to maximize the performance of processes and services, and getting a high performance level to increase the trust and guarantee of its clients from different petroleum sector companies.
- Determining the possible means to develop the efficiency through increasing the level and developing the system of safety, occupational health and the Company's management.



- Reducing the costs and avoiding the losses caused by road accidents through developing and modernizing system of work and efficiency at all activities that depend on transportation works.
- Being distinguished as one of the first companies in the petroleum sector that apply ISO 39001. The field of applying and achieving quality and safety in all transportation works on the roads and presenting logistic services at the Company's different activities for all companies at petroleum sector in Arab Republic of Egypt include (Transporting portable water and drilling water, transporting oils, transporting chemicals, transporting and presenting services, food and buffets, transporting technical and non-technical labor). Applying the requirements of this standard ISO 39001 offered a new qualification for the first time to clarify the Company's capability to access the field of the activity of transporting chemicals after analyzing the risks that accompanied that activity, develop theoretical and applicable solutions by controlling those risks to preserve the safety of the staff, raw materials, properties and the ambient environment.

EPSCO was prudent for the solidarity of all respective management (General management for safety, occupational health and environment protection, the assistant general management for movement and transportation and the general management for activities) by providing all the requirements for applying the best practices to manage the system of road traffic safety by following rules and implementing measurements of programs and procedures for road safety.

This was at the field pf the companies operative activities either by direct management or through its subcontractors as well as commitment to all laws and legislations issued from the state concerning road traffic safety, following it and presenting what is benefit to commitment to procedures issued from the competent authority.

The work product, spending effort and commitment to these rules and procedures was a great objective that made our Company qualified to the road traffic safety certificate. EPSCO expects that all its subcontractors would be committed to achieve the requirements of this standard.

We hope more success, pertinence, progress and prosperity to our Company at all levels.

Written by: Ayman Nasr Mahmoud, manager of Civil defense and Firefighting administration

Achievements of petroleum sector within the last five years and the most prominent discoveries and projects to be implemented



The media center of the Council of Ministers published, through highlighting the activities that the petroleum sector achieved in the last five years until June 2019. What states that the total of petroleum wealth 359 million ton divided as follows: 44.6% as crude oil and condensers, 53% as natural gas and 1.9% as gas harbor. The magnitude of Egypt's natural gas production has developed to reach 7 billion cubic feet daily in August 2019, compared to 6.4 billion cubic feet daily in 2018/2019 and 5.9 billion cubic feet daily in 2016/2017. The petroleum exports also increased to reach 11.6 billion Pounds in 2018/2019 compared to 8.9 billion Pounds in 2017/2018 and 6.6 billion Pounds in 2016/2017 and 5.8 billion Pounds in 2015/2016.

Egypt targets to achieve self-sufficiency of petroleum products within 2021/2022. In September 2018, Egypt declared that it achieved self-sufficiency of natural gas. Yet it has converted to an exporter during the last quarter of the same year. The total of directed investments to operate the biggest two projects in the field of petrochemicals (MOPCO in Damietta and ETHYDCO in Alexandria) reached 5 billion Dollars, while the investment cost of 31 projects to develop and

produce natural gas and crude oil reached 21.4 billion Dollars. The total of what Egypt saves as a result of suspending import of liquefied gas annually reaches 1.5 billion Dollars.

About 386 million tons of petroleum products and gas were saved with a total of investments of 162 billion dollars according to international prices. 850 fuel supply plants were operated, so the total of them reaches 3606 as well as to delivering natural gas to more than 4 million residential unit, so the number of converted ones reaches more than 10 million residential units. Meanwhile, 71 thousand cars were converted to be run with natural gas, so their total reaches more than 276 thousand cars. Finally, the average of crude oil production and condensers reaches to 1.9 million barrel of oil equivalent during June 2019. It is the highest production rate of petroleum wealth in Egypt's history. OPEC praised those Egyptian efforts. It said; "Egypt is taking quick steps to be a regional and global position of energy, and thanks to the magnificent discoveries and continuous development for the energy sources".

At the level of discoveries achieved by the petroleum sector, it was as follows: "Zohr" is the largest oil field discovered in the Mediterranean Sea. It reaches a global record of 3 million cubic feet daily. The field started pumping natural gas in Egypt Natural Gas Company in December 2017 with a rate of 350 million feet daily. In August 2019, the productive energy in Zohr field increased 2.7 million cubic feet daily of natural gas about 4 months before the scheduled date in the plan of developing the field. In December 2019, the productive energy is targeted to achieve more than 3 billion cubic feet daily of natural gas.

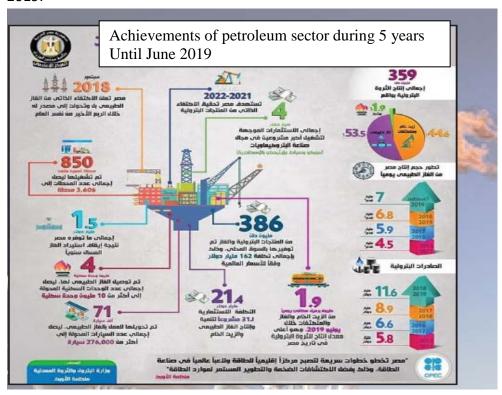
Concerning the work volume at the field, it was found that investments in the field until August 2019 reached 10.6 billion Dollars as well as the magnitude of the field reserves of gas which reached 30 trillion square feet. Meanwhile, 8 times of production in August 2019 were achieved compared to the first production of the field in 2017. 40% of Egypt's production of natural gas comes from Zohr Field. 80% of the magnitude of the projects works are implemented by Egyptian companies. The share of foreign companies from the total investments in "Zohr" field is as follows: 50% to Egyptian Holding Company For Natural Gases "EGAS". 25% to ENI Italian Company, 15% to Roseneft Russian Company and 5% to BP (British Petroleum) Company.

The Economist magazine praised that saying that the gas production increased with a percentage of 20%, and is still growing. Accompanies with the discovery of new fields, the exports are likely to increase. Standard Chartered Bank also praised that. It commented that positive outcomes of investments at Zohr field have encouraged to attract more investments at Zohr field for discovering gas in Egypt. This has made Egypt a source for gas.

Roseneft Russian Company confirmed that after the beginning of production of Zohr field in December 2017, its development has become going faster than the determined schedule. Finally, the praise of ENI Italian Company confirmed that Zohr field is the largest in Eastern of the Mediterranean Sea, which will drive Egypt to achieve self-sufficiency then exporting.

Concerning Mostorod project for oil refinery in Cairo, it is one of 9 refinery laboratories existed in 5 governorates in Egypt. The total investment cost for the project reaches about 4.3 billion Dollars so far. It uses the recent technologies in the field of refinery industries. This project is supervised by: Petroleum Corporation with a percentage of 31% and private sector with a percentage of 69\$. Mostorod Oil Refinery Project is considered one of the largest oil refinery projects in Egypt and Africa, as it contributes in achieving the vision of converting to a core regional center for energy circulation. It also contributes in promoting the environmental performance through preventing emission of 93 thousand tons of carbon dioxide, as well as it will save 30-35% of our diesel imports; in addition to saving more than 300 million Dollars annually for the State's treasury directly.

The project aims to offer more than 18 thousand different job opportunities during the stages of construction, and one thousand permanent job at operation as well as producing 4.7 million tons daily of high quality and value petroleum products. As for the project executive position, the imperial operation of the project has started. It is known that the imperial operation places the units of the complex. Tests are being in progress for the units respectively to end in September 2019.





EPSCO as development partner in petroleum sector

Written by: Mr. Marwan Abdelsattar, Operations General Manager





A profile for the general management business for activities in 2019

- We are proud and satisfied to be among the gears that move the engine that revives development in general, and the engine of the Egyptian Petroleum Services Company (EPSCO) in particular.
- We strive with the staff at the operations general management to root collaboration and support bonds of trust between our Company and all sister companies of petroleum sector.
- This is through presenting services in all fields and activities duly for the sector companies without any prejudice or delay either in main offices or the sites of those companies.
- In light of the interest of Chairman and managerial director, accountant Mohamed Mostafa, in the Company's revival and expansion in all fields and activities, with full support to all the Company's staff, an expansion was made recently in providing our services to many different activities and many sector companies. This included the following activities:
- Supplying portable water and drilling water
- Transporting of crude oil
- Transporting of oily shale and oily water
- Supplying building materials
- Supplying raw materials of buffets and hygiene
- Supplying of mineral water
- Renting equipment and cranes
- Feeding
- Pests and rodents control

The Company increased the level of performance and expansion in its activities, and thanks to the wise leadership for presenting many services in important and vital fields for the sector companies effectively and efficiently.

The general management carries out implementing its contracts which consist of (4) assistant managements. They are:

1. The assistant general management to implement water contracts

In light of the support of holding companies and the Egyptian General Petroleum Corporation to achieve sufficiency and integration among the petroleum sector companies, and within the framework of understanding protocol concluded with our Company concerning distribution and marketing of (Aqua Paris) product for packed natural water to cover the needs of the staff at petroleum companies through Wahet Paris Company and implementing by ours, there was an expansion in distribution of natural water for the sector companies starting from Rashid for

Petroleum only to most of the sector companies including (PETROBEL, BAPETCO, NORPETCO, Holding Company for Petrochemicals, Midor, Rashid, CARGAS, Amal...).

There was also expansion in implementing the contracts of portable and drilling water. There was a contract with Qarun and Agiba Companies. Then contracting extended to include new other companies such as General Company to supply portable water to the Company's site.

As we work for implementing works in a good form at the companies sites, this well lead to our Company's and sector companies prudence to renew the contracts when they expire such as (Agiba Company. Qarun, DAPETCO, Alamein Petroleum Co., Petromaint, General Corporation...) There was an expansion in implementing water contracts to join a company belonged to HBS

company to implement contracts of portable water for this year.

2. The assistant general management for implementing contracts of crude oil

In the light of the support of the Company's executive management for supporting the business of transporting crude oil to the sector companies, there was at the beginning contracting with two companies only (Petro Amir and Petro Fahad). Given that our management is carrying out the service duly, an expansion was made in the contracts for transporting the oil to the companies (East Zeit, Qarun, El Hamra Oil, Marina, WEPCO, DAPETCO, Khalda...).

An expansion was also made in new businesses for the management including transporting oily water to the companies (Qarun, East Zeit...).

- The business of renting cranes was introduced as it was based only on El Hamra Oil then (WEBCO, BEBCO) and renting trucks for DAPETCO and El Hamra Oil.

We are entering new tenders for Borg El Arab Petroleum Company and Egyptian Drilling Company,

Then there was an expansion in implementing the contracts of crude oil to involve BAPETCO to implement the contracts of crude oil as well as PETRODAR Operating Company, which works through the contract of Petro Amir for this year.

3. The assistant general management for implementing contracts of other activities

The management of implementing control contracts us carrying out programs of integrated control. It is a program that is based on knowing the history of the best in the facility to control it without undermining the environment, and the occurrence of health dangers for the individuals. This management carries out the following:

• Monitoring and registering: This comes by periodical following up, supervision and monitoring for the areas of pests existence by using traps, visual inspection, meeting and asking the staff in the facility.



Managements strive with businesses general manager and the chairman's support to extend the works and extend contracts to increase the Company's profitability.

4. The assistant general management for implementing feeding contracts

• In light of supporting of all the Company's businesses in general, and the feeding business in particular, and as he believes in the importance of this business and its great sensitivity towards

the health of the staff at the sector from a side and the safety of food presented to them from another one.

- Thus, our interest, at the beginning, was not for profitability or seeking to implement many contracts in this field as much as the importance of building reputation for our Company at the sector companies, rooting basic rules and concepts and keeping the health and safety for the staff at the sites of those companies.
- Resolutely and diligent steps, we have reached currently that we are among the best companies which provide feeding services at petroleum companies, Then we expanded to provide service to include the following companies:
- Rashid for Petroleum.
- Gulf of Suez Petroleum Company (GUPCO)
- Belayim Petroleum Company (Sites, buffets, head office)
- Egyptian General Petroleum Corporation
- North Marine Petroleum Company (NORPECTO)
- Offshore Shukheir Oil (OSOCO)
- Badr El Din Petroleum Co. (BAPETCO)
- Badr Petroleum Company (Wepco).

Thankfully, these contracts are continuous and periodically renewed as the companies, which the service is provided to, believes in our efficiency and care to provide the service to them duly.

- With Allah's arbitration, we do not save an effort to expand in all different businesses and for all petroleum service companies and implement the contracts entrusted to us duly.
- I cannot fail to thank the Chairman and managerial director, the Companies wise leaderships and all the Company's staff for their noble and honorable position towards revival of our dear Company and seeking to bring it to the rank of advanced companies.

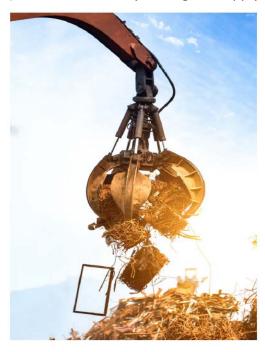
Other Businesses for EPSCO

Circulation of petroleum waste and used oils



It is known that EPSCO practices many business that are listed in its statutory and others that are updated, which has started practicing them actually to develop its resources and keep up with the rapid developments in the field of petroleum services. With pertinence and support of Egyptian General Petroleum Company to EPSCO by the authorization issued in 2018 to collect used oils (petroleum waste) from upper Egypt five governorates (Assiut, Qena, Sohag, Luxor and Aswan), and with the Company's senior management's care for this promising business, the Company has taken some steps in this regard, which we summarize them as follows:

- Coordination was made with some governmental respective bodies within the geographical scope for the authorization area. That authorization was issued by the Corporation including for example the governors, security administrators, environment directorates that are affiliated to general office of each governorate, supply offices, head of municipalities, Water Bodies Police...etc. This was in continuation of coordination concerning removing the updated obstacles during implementing works.
- As an activation for the foregoing, a collaboration protocol was concluded on June 01, 2018 with one of the Egyptian companies that is specialized in the field of assembling and transferring petroleum waste that has all necessary environmental licenses and permissions.
- There was actually an agreement to collect more than 7000 tons, including 6000 tons supplied to AMOC Company during the period from March to November 2018. There was also an agreement to supply a monthly quantity of 500 tons for one year from (Shutterstock-fire) substance in favor of Qalaa Holding Company. The rest of the agreed upon quantity is being supplied.
- The five governorates in Upper Egypt were addressed by the Corporation Authorization (Governors. Security Managers, Supply, Environment).



• The number of facilities, with which contracting was made in the five governorates to date are about 7% of the targeted ones, which are approximately 5000 within the scope of the authorization.

- This has affected the trade of used oils in bread ovens and brick factories, which has contributed in protecting the environment and the citizens general health.
- This is how EPSCO contributes in the safe disposal of petroleum waste by maintaining the Nile River and protecting it from the environmental pollution that results from throwing or leak of petroleum waste in hotels with a proportion of 70%. This will contribute in preserving the general health and the environment.
- A plant for assembling, purification and refinery of petroleum oils is being established currently, in addition to providing what is necessary to monitor these works. We wish Allah Almighty Grants superiority to EPSCO within petroleum sector at the special level as well as protecting the environment and keeping a clean environment that is free from waste and diseases generally.

Workforce at EPSCO

Written by: Moataz Bedeiwy, General Manager for Areas Affairs

Within the wise leadership of the Company for the interest of human element as the Company's wealth and promoting the level of the technical and non-technical staff at all the Company's sites, the Company has increased the efficiency of this labor through different training courses in the work field; each in its specialization. The Company has also achieved a new item for the worker, which is employment



Stability. This thought was adopted by the management from the beginning and dependence on solving all the labor's problems at all the Company's sites, which are 42, by direct communication with the staff through the general management of the areas affairs, which ought to solve the problems of technical and nontechnical staff as soon as possible. This is through coordination with the companies and the Company's different managements as well as the Company's trade union to terminate the labor's requirements administratively.

The Company has held guiding symposia for different work methods to increase the efficiency of the human element. This has already been achieved throughout the last five years. Thus, the Company has now skillful staff which is capable to achieve the most accurate and difficult tasks entrusted with and keep up with modern scientific methods and styles by continuation and matching of ISO certificates that the Company has got.

This Company's trained skillful workforce reached to date 16580 workers.



Human Resources at EPSCO

Written by: Ahmed Zaki, General Manager for Areas Affairs

General Management of Human Resources is the one that is communicates with and serves all the Company's sites as the assistant general managements carry out the following:

- 1. The assistant general management for communities business: It has made an enumeration for all the staff who deserve promotion and merit increments at the level of the Company's sites and prepare the communities of personnel affairs in January and July yearly as well as preparing resolutions. 5181 workers were promoted and 879 were assigned during January 2019. During July 2019, 1322 workers were promoted and 693 were due merit increments during 2019.
- 2. The assistant general management for personnel affairs: It has made the contracts for the temporary staff, addressed the companies with medical examinations, reconciled qualifications, continued the study and worked on ending all procedures therein.
- 3. The assistant general management for data and administrative information: It renews the administrative information for all the staff at the Company's oracle for rapid response to any required particulars concerning the staff and makes the necessary statistics.
- 4. The assistant general management for the records and data: It follows up the special and sick leaves, reaching retirement age, patrimony and follows up investigations for all the staff.
- 5. The assistant general management for monitoring time: It follows up the attendance, dismissal, resolutions and the staff's efficiency records at the head office.
- 6. The assistant general management for work relations and labor inspectorate: It deals with the Ministry of Workhouse and Emigration and affiliated directories and work offices at the Republic's level according to the geographical distribution. It also carries out following up by communication with all the staff at the Company's sites and responding their inquiries about human resources.





News of the management of social, cultural and sport activity

Out of the importance of activities, the Company's management, represented in its

Honorable Models

The chairman and managerial director, accountant Mohamed Mostafa, have honored captain Ramadan Mohamed, the Company's general accounts and costing manager and Egypt's trainer of Kung Fu who is the coach of Shams Club as he got the first place at Mediterranean Sea Games, third place in World Championship in Brazil and first place in African Games in Morocco.



Company's management dedicates sincere congratulations for the staff for promoting them as of July 03, 2019. They are

- 1. Nehad Mohamed Shehata Shehata, assistant of general manager for foreign relations within the general manager for foreign relations, media and commercial services.
- 2. Reem Mohamed Hafez Abdelgawad Mohamed. general manager for applicable budget within the general manager for wages and benefits systems.
- 3. Mohamed Ahmed Mohamed Awadallah, taxes general manager within the general manager clients' accounts.
- 4. Walid Talaat Ahmed Moussa, assistant of general manager for commercial services within the supervision of foreign relations and commercial services.
- 5. Ayman Mohamed Samy Amin, general manager clients' accounts within the supervision of chairman's assistant for financial affairs.
- 6. Mohamed Fawzy Mohamed Ali Youssef, general manager of internal auditing within the supervision of auditing general manager.
- 7. Walid Elshabrawy Khalid Ahmed. Insurance general manager within the supervision of the chairman assistant for administrative affairs.
- 8. Mohamed Ali Hussein Youssef, general manager of sportive, social and cultural activity within the supervision of the chairman assistant for administrative affairs.
- 9. Ahmed Saber Moussa Hassan, Assistant General Manager for specialized and administrative training and developing skills within the supervision of general manager for organization and training.
- 10. Marwa Shawky Mohamed Moawad, General manager of implementing technical anon non-technical contracts in Cairo within the supervision of general manager for maintenance contracts.
- 11. Mansour Youssef Mohamed Masoud Elmoghazy, assistant general manager for implementing food contracts within the supervision of general manager for activities.
- 12. Khalid Mohamed Sayed Mohamed, assistant general manager at the general administration for insurance within the supervision of general manager for insurance.
- 13. Dalia Mohamed Farid Ghaleb Mohamed, assistant general manager of dues observance within the supervision of the general manager for wages and benefits systems.
- 14. Ramadan Attiya Abdel Fattah Abdel Fattah, assistant general manager of security within the supervision of the general manager for security.

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- 15. Zaghloul Fathy Zaghloul Afifi, assistant general manager at the general management of administrative services within the supervision of the general manager of accounts and clients.
- 16. Mohamed Ali Abdelrazek Khafagy, assistant general manager of invoices compatibility and clients within the supervision of the general manager of accounts and clients.
- 17. Nour Elsayed Ahmed Hallas, assistant general manager of work injuries and disability committees within the supervision of the general manager of safety and occupational health.
- 18. Hany Samir Ahmed Mazrou, assistant general manager of electronic archive and documents within the supervision of the general manager of human resources.
- 19. Ahmed Mahmoud Abdelgawad Hussein, assistant general manager of accounting posting within the supervision of the general manager of general accounts and costing.

 Best wishes with success and pertinence

EPSCO' fleet within the sector

Written by: Ahmed Mostafa, Assistant General Manager for Movement and Transport

As the Company, which did not save its experience for developing its sector either and particularly the sector of management and transport, which represents the safety and security of the staff and properties at the first place, the Company has adopted the slogan of safety first practically not theoretically. The Company's transport sector provides services of transporting the staff at the sector greatest companies such as (GUPCO, Belayim, Rashid, Mopco, OSOCO and El Hamra Oil) with an average

of 15000 workers who transported monthly by modern touristic busses through subcontractors. The sector of transport has also rented miscellaneous cars owned by EPSCO. They were about 118 cars owned to petroleum sector with five years contracts.

The sector of transport has also provided air-conditioned modern cars model 2019 to implement internal and outside missions for the staff at main office.

The administration of transport has contributed with respective ones for getting the certificate of ISO 39001:2012, which is concerned of road traffic safety, giving and training the engaged drivers and administrators continuous courses to increase their efficiency, in favor of EPSCO. This is in addition to giving the drivers courses in fire extinguishing and first aid, which has made EPSCO's drivers among the best and more skillful ones at the level of the sector.



Here, where start was

An Idea

It was just an idea decided by the engineering department and commendably adopted by the chairman and managerial director.

The idea is summarized in founding an entity for works of general and integrated contracting at the general department for engineering affairs, which is capable to implement its assigned works duly and in an engineering method to be capable to compete within petroleum sector.

As pertinence was granted by Allah, the Company's directives and planning and execution from the work team, success and pertinence was accounted by the general administration for engineering affairs. The Company has implemented many projects that resonated within petroleum sector including commissioning and finishes of the administrative building of two companies, Petroshahd and Sipetrol Petroleum Companies. The building was opened by the chairman of Egyptian General Petroleum Corporation and the Chairman of Petroleum Corporation in Chile. All praised the level and quality of works. Thus, the Egyptian General Petroleum Corporation was launched to implement projects with global companies. It has commissioned and finished the administrative building of Upstream Project Russian Company at El Tagamoa El Khames as well as incorporation and finishing the buildings and warehouses of the sites of The Pharaonic Petroleum Company in Port Said at a level that befits the name of Egyptian Company for Petroleum Services and many projects with sister companies at petroleum sector.

This is in addition to works of developing the main office at our Company so as its manifestation becomes suitable to its name and be a headquarter than we will be proud of and cherish of among the sector companies. It is enough to be proud that the general department for engineering affairs will, thanks to Allah then the staff employed, will be converted to a productive department that has a role in increasing the Company's profitability.

If there is a pertinence in this work, it will be by Allah then well management as well as adopting the ideas by the Chairman and managerial director.

Thus, we consider it an invitation to anyone who has an idea, even a simple one by developing it and sees its outcome and be sure that there is who adopt these ideas an d support them completely.

The simplest example for this is the business of general contracting, which was a dream and becomes a fact and a resource to increase the Company's profits.

It is now your turn. Show us your idea and let your ambition takes yo u to the work's favor and be sure that there is who supports your idea, and may Allah be the Arbiter.

Written by: Engineer Mohamed Ali Ali General Manager for administrative affairs



Every soul shall taste of death



A tribute and elegy Farewell Ghoneim

Many times, man cannot find words by which he/she cannot express for losing dear or loved one. That's why we mourn ourselves for the death of the kindhearted and the one of smiling face the late, Allah Wills, Mohamed Ghoneim, may he rest in peace, who died on May 22, 2019.

We cannot do but to accept Allah's fate and destiny. We belong to Allah and to Him we shall return.

Nothing remain but to pray to Allah to rest the deceased with his blessings and inspire us and his family patience and solace.

The editorial **Editor Nehad Shehata**

Praise to Allah, Lord of all creation, retribution for the righteous and there is no aggression but against the unjust. We pray, greet and bless our prophet, Muhammed, his family and companions.

We seek refuge in Allah from the evil within ourselves and the consequences of our evil deeds. Whoever Allah guides will never be led astray, and whoever Allah leads astray will never find guidance. I bear witness there is no God but Allah, alone without any partners, and I bear witness that Muhammad is His Messenger.

Allah says in His noble book; "O you who have believed, fear Allah and speak words of appropriate justice (71) He will [then] amend for you your deeds and forgive you your sins. And whoever obeys Allah and His Messenger has certainly attained a great attainment (72)".

As sheikhs, interpreters and thoughtful persons said that Allah Has ordered to be afraid of him. Fear of Allah is what Ali Bin Abi Taleb, may Allah be pleased with him, defined by saying; "fearing Allah the Almighty, acting in accordance with the Qur'an, contentment with whatever little we have, and preparing for the day of departure (death)".

After fearing from Allah Almighty, He calls all believers to speak words of appropriate justice. Thus, every believer has to be afraid from Allah in all what he says, not to talk what it doesn't know by following rumors, detect facts and does not waste his time in useless speech. He/she must speak benefit talking. We are accounted for every word we speak, and we it will be for or against us. Whether ye show what is in your minds or conceal it, Allah Calls you to account for it. In the Hadith of the prophet (PBUH), when Moaz, may Allah be pleased with him, asked; "O Messenger of Allah! Shall we really be accounted for what we talk about?" He replied, "May your mother lose you! People will be thrown on their faces into the Hell on account of their tongues.".

We must be honest in our speech, and an individual must speak something it knows and is certain of, provided this speech is useful and benefit, avoid forbidden things, not to look at rumors and pass dirty words. This has a bad effect for the believer and the society. Allah almighty Has shown the reward for who is care to say appropriate speech by forgiving sins, which is the goal of each believer, who says that Allah is one. What a great Reward! This is by amending deeds and earnings in the life and the recursion. May Allah Provides you and us amending the deeds, accepts them. This is a prayer from the writer of this page to my dear and colleagues for searching an interpretation to these noble verses, which have many meanings, beautiful points and precious lessons to who wants to remind and contemplate Allah's almighty orders At the end of the verses, whoever obeys Allah and His Messenger has certainly attained a great attainment. May Allah makes you and us obedient to Allah and His prophet and follows his Sunnah and be winners in the World and Hereafter. Prayers and peace be upon you.



In Egypt's Love

Mr. Mohamed Gobran
Chairman of Petroleum
Trade Ynion



Accountant Mohamed Mostafa leads the Company's staff in the festival of advocating stability

EPSCO's staff has participated under the leadership of the chairman, accountant Mohamed Mostafa, and Mr. Mohamed Gobran, chairman of the general petroleum for corporation, in the festival of advocating stability to support the country's stability. This was for the completion of success progress and revival of our dear country under supervision and organization of account Tarek Elbadry, the Company's chairman assistant for administrative affairs with some of the Company's leaderships. The festival was premised upon Egypt above all.







Trade Union for EPSCO's staff

Written by: Tharwat Sakr, in charge of EPSCO trade union



Before we discuss what the syndicate has achieved during the recent period, we must introduce a brief profile to the colleagues about the nature of trade union work in the petroleum sector as well as the method of work, which responsibility is assumed by an elite of trade union staff that strive, from its part, to achieve the desired objectives in favor of the employees.

We can ensure that it was a natural reflection to this distinguished relation that links between a management of high level of awareness and a syndicate that has powerful will, which shows how to collaborate to solve any impediments related to the staff at word ou its side. It set sights on the production issue besides observance of human element to cooperate with the executive management to achieve what the hopes we aim to. This is through a group of parameters we summarize as follows:

- I. Working with the management in the spirit of one team.
- II. Upholding the principle of difference of opinions does not spoil amity.
- III. Our responsibility towards beloved nation.
- IV. Ensuring that there is no intractable problem to work with the management.

Finally, we would remember that loyalty come always over as much belongingness, and our look to future must be as much as our hopes. We are looking to a bright future to our loyal staff, hoping all progress and prosperity to achieve welfare to our dear home, Egypt.

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