

Samir R. Makary

SPECIALIZATION

Market Analysis and Financial and Economic Evaluation
Tourism Sector

OCCUPATION

- President of Makary Consulting.
- Professor of Economics, The American University in Cairo.
- Senior Economic and Market Consultant.

EDUCATION

1979 Ph.D. in Economics, University of Leicester/ Oxford.
1975 M. Sc. In Economic Development, (with special reference to Agriculture Development), University of Strathclyde.
1973 M. Sc. In Economics, University of Alexandria.
1968 B. Sc. In Economics, University of Alexandria.

EMPLOYMENT RECORD

1999-Now President of Makary Consulting.
1992-Now Professor of Economics, The American University in Cairo.
1999-2001 Chairman of Economics & Foreign Trade Department, Faculty of Commerce and Business, University of Helwan.
1992-1998 Economic, Market & Financial Consultant, Free Lance.
1991-1992 Senior Managing Consultant, Hazem Hassan Management Consultant.
1990-1992 Professor of Economics, Faculty of commerce and Business, University of Helwan.
1987-1992 Senior Consultant, Desert Development Center, the American University in Cairo.
1987-1988 Head of Economics Unit, The American University in Cairo.
1985-1991 Associate Professor, Department of Economics, the American University in Cairo.
1982-1991 Senior consultant, Arab International Consultants.
1980-1984 Assistant Professor, Department of Economics, University of Helwan.
1980-1981 Economic Consultant, PIEDA, British Consultant Firm.
1979 Consultant, Beheira Canned Food, Alexandria.
1979-1980 Lecturer, Department of Economics, Leicester University.
1977-1979 Research Associate, Leicester University.

KEY QUALIFICATIONS

Dr. Samir Makary is a professor of Economics, and senior consultant in the area of market studies and financial and economic evaluation. He has been involved in market, financial and economic studies with special reference to tourism sector and strategic planning at both national level and regional level, since 1979 (Fifty five years). During the whole period he handled more than 100 studies in tourism sector.

Many of these studies were made in cooperation with international consultants (subcontracting) such as Arthur Anderson, Arthur D. Little (ADL), Arthur Consulting Group, Bechtel (Overseas Bechtel, Inc.), Coopers & Lybrand, Development Alternative, Inc. (DAI), Deliod De louch, Klynveld Peat Marwick Goerdeler (KPMG), Chemonics International, WASH, Black & Veatch International, TMS International, Maxwell Stamp and International Marketing and Economic Services (IMES). Most of these assignments were made for international organizations such as African Development Bank, American Embassy, CIDA, DANIDA, EC Export Development Program, GTZ, PSDP, UNDP, UNIDO, USAID, and the World Bank.

Dr. Makary is an economic advisor to Tourism Development Authority (TDA), the authority responsible for tourism development in Egypt. He also worked as a market and financial consultant to many international hotel operators, including Sheraton, Hilton, Meridian, Accor and Movenpick, covering all areas in Egypt, Including Cairo, Gulf of Aqaba, Red Sea, Luxor, Aswan, Ein Sokna, North Coast and Alexandria.

Dr. Makary has been highly involved as a senior market and economic consultant in two major national touristic studies, "strategic touristic plan in Luxor, sponsored by UNDP, 1999-2000, and Priority Action Plan for

infrastructure and tourism development in south Sinai, Red Sea, Luxor and Aswan Zone, Arthur D. little, sponsored by the world bank, 1990.

Dr. Makary conducted large number of market studies on tourism in all areas in Egypt and in Jordan. He also handled large number of financial and economic evaluation of touristic projects including airports, hotels, restaurants, malls, clubs and entertainment facilities. Most of those studies made for international consultants and organizations.

During the period 1992 – 1996 Dr. Makary was highly involved in privatization scheme in tourism sector working as an advisor to the Holding Company of Tourism, Housing and cinema.

Furthermore, Dr Makary is a university professor specialized in teaching economic planning and project evaluation at undergraduate level, and graduate level at the American university in Cairo.

The following are the studies in the fields of market, Financial and cost-benefit analysis with respect to tourism sector.

RELEVANT Experience

A preview of most relevant studies conducted by Dr. Makary is illustrated hereunder:

Study	Cost-Benefit analysis for establishment for new Borg El-Arab airport
Client (point of contact)	Engineering Consulting Group (ECG), World Bank project
Date	Feb.,2004-ongoing
Description of work	<ul style="list-style-type: none"> • Measuring and analyzing the economic benefits for establishment of the airport in terms of commercial, industrial and tourism activities (direct and indirect). • Measuring the economic costs – mitigation cost for negative environmental impact. • Testing the economic viability of the airport (report writing).

Study	Cost effectiveness for protection of Red Sea area from floods
Client (point of contact)	RTB, Tourism Development Association (TDA)
Date	May-Jun.2004
Description of work	<ul style="list-style-type: none"> • Measuring and analyzing the cost effectiveness for protection of the road and recommending the most effective option to be adopted for seven touristic areas. • Recommendations for action plan (report writing).

Study	Sectorial study on Tourism in Egypt
Client (point of contact)	United Bank of Egypt
Date	Jan.-May.,2004
Description of work	<ul style="list-style-type: none"> • Analysis on tourism sector and its contribution to the Egyptian economy. • Conducting risk assessment for tourism in Egypt. • Testing the potentiality of tourism in Egypt.

Study	Cost-Benefit analysis for establishment for new extension (terminal) of Sharm El-Sheikh airport
Client (point of contact)	Engineering Consulting Group (ECG), World Bank Project
Date	Sep.2003-Feb.,2004

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Description of work	<ul style="list-style-type: none"> • Measuring and analyzing the cost/benefit for establishment of the new terminal to estimate the economic benefits and costs (direct and indirect). • Economic benefits included direct, as well as, indirect (value added, employment and foreign earnings). • Testing the economic viability of the airport (report writing).
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Study	Analysis of Nagada village in Upper Egypt crafts
Client (point of contact)	Jointly with Rada Research –USAID project
Date	Aug-Dec.2003
Description of work	<ul style="list-style-type: none"> • Design of survey, i.e., survey methods and techniques, design of questionnaires, sampling, segmentation. • Detailed quantitative analysis for Nagada crafts (report writing). • Recommendation for action plan to ensure sustainability of such crafts.

Study	Market study and Marketing strategy for touristic resort in Marsa Alam-Red Sea-Egypt
Client (point of contact)	Private investor, PSDP (EU) program
Date	Apr.- Dec.,2002
Description of work	<ul style="list-style-type: none"> • Conducting intensive meetings and one-to-one interviews with tour operators, travel agents, hotel management staff and owners, as well as, survey on potential tourists. • Testing the market potentiality of such resort through demand projection. • Recommendation the appropriate marketing techniques to acquire the proposed market share.

Study	Market and financial feasibility study for touristic resort (spa) in Dead Sea area-Jordan
Client (point of contact)	Private investors, Jordan Valley Organization
Date	Aug.,2001-Feb.,2002
Description of work	<ul style="list-style-type: none"> • Conducting intensive meetings and one-to-one interviews with tour operators, travel agents, hotel management staff and owners, as well as, survey on potential tourists. • Testing the market potentiality of such

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	<p>resort through demand projection and projecting the resort expected market share.</p> <ul style="list-style-type: none"> • Testing the financial feasibility of the resort through projecting the relevant financial statements (10 years) and deriving the relevant indicators.
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Study	Touristic development of Sharm El-Sheikh city , Red Sea area
Client (point of contact)	Private investor, Tourism Development Authority “ TDA” project
Date	Jun.-Oct.,2001
Description of work	<ul style="list-style-type: none"> • Demand projection for incoming tourists to the area. • Strategic planning of Sharm El-Sheikh city.

Study	Strategic development in North Coast area-International coast road
Client (point of contact)	General Organization for Physical Planning “GOPP”, Egypt.
Date	Aug.,2000-Jan.,2001
Description of work	<ul style="list-style-type: none"> • Investigation into the economic feasibility of such road. • Identifying the cost-benefit analysis of such road.

Study	Strategic development of touristic areas in Luxor
Client (point of contact)	General Organization for Physical Planning “GOPP”, UNDP project
Date	Feb.-Jun.,2000
Description of work	<ul style="list-style-type: none"> • Strategic planning of touristic areas in Luxor city. • Demand projection. • Recommendations for action plan.

Study	Economic analysis impact and cost-benefit analysis of a new touristic area-Sahl Hashish-Red Sear area-Egypt
Client (point of contact)	Arthur Consulting Group, Touristic Holding co.
Date	Feb.-Jun.1997
Description of work	<ul style="list-style-type: none"> • Testing the potentiality of such new area through projection of demand. • Identifying and measuring economic benefits and costs.

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	<ul style="list-style-type: none"> • Testing the economic viability of such area.
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Study	Strategic planning for touristic development of Nile tourism, Aswan Dam area
Client (point of contact)	Urban Research Consulting Center, TDA Project.
Date	Jan.-Jun.1996
Description of work	<ul style="list-style-type: none"> • Strategic planning for Nile tourism in such area. • Investigation of touristic potentiality. • Recommendation for action plan for Nile tourism in the area.

Study	Touristic development for Abou Simble area-Upper Egypt
Client (point of contact)	Center of planning and Urban research, TDA Project.
Date	Apr.-Dec.1996
Description of work	<ul style="list-style-type: none"> • Demand projection for tourism in such area. • Analysis for highly demanded touristic activities. • Strategic planning for the area.

Study	Market analysis of infrastructure in touristic area in Egypt
Client (point of contact)	Tourism Development Authority "TDA"
Date	Jun.-Nov.,1997
Description of work	<ul style="list-style-type: none"> • Demand and supply relationship analysis of touristic activities. • Planning for infrastructure for touristic activities. • Recommendations for action plan.

Study	Financial and economic valuation of publicly owned hotels in Egypt
Client (point of contact)	Public Authorities Enterprises
Date	1992-1996
Description of work	<ul style="list-style-type: none"> • Testing the financial viability of public hotels. . • Investigating the economic feasibility of privatizing public hotels. • Recommendations for action plan for privatization scheme.

Study	Priority Action Plan for touristic development in Luxor, Aswan, Red Sea and South Sinai.
Client (point of contact)	World Bank project
Date	Jan.1989- Jun.1990
Description of work	<ul style="list-style-type: none"> • Market, financial and economic analysis of tourism in such areas. • Recommendations for priority action plan for infrastructure and touristic development in such areas.

Areas of Expertise:

- Consultation

The following are the major studies conducted by Dr. Makary in the various fields.

Assignment	Client	Date
1. <u>Tourism Sector:</u>		
Economic Cost Effectiveness Study For Alternatives For Protection Of Dorry – Marsa Alam Road – Red Sea Area.	Resources Technology Bureau	May, 2004
Market & Financial Feasibility Study for Five Star Resort in Ras Dorry Qusair-Marsa Alam Sector, Red Sea Coast of Egypt.	North Africa Co.	Mar.,2004
Financial Feasibility Study for Touristic Resort in North Coast Egypt "Hydie Two".	Volcano	Jan.,2004
Cash Flow Analysis and Financial Evaluation for Hydie Touristic Resort.	Volcano	Dec.,2003
Financial Feasibility Study, Hotel & Resort, Three Stars, C2 Project, Sharm El-Sheikh, Aquaba Gulf.	Sharm Montazah for Tourism Projects Co.	Jan.,2003
Financial Feasibility Study for Morgana Resort Golf of Aquaba.	North Africa Co.	Dec.,2002
Market Study For Mena Business Plaza.	Mena For touristic & Real Estate Investment	Dec.,2002
Financial Feasibility Study For Antiques and Collectibles Business in Dubai.	Mr. Hany M. Ebeid	Nov.,2002
Financial Feasibility Study, Cash Flow Analysis For Mena Business Plaza.	Mena For touristic & Real Estate Investment	Nov.,2002
Financial Feasibility Study Hotel & Resort Three Star, C2A Project, Sharm El Sheikh Aqaba Gulf.	Sharm Montazah For Tourism Projects Co.	Oct., 2002
Financial Feasibility Study for Ras Dorry	North Africa	May,2002

resort Marsa Alam.		
Market Study for Qusair-Marsa Alam Sector Red Sea Coast of Egypt Ras Dorry Resort.	North Africa	May,2002
Financial Feasibility Study for Hotel & Diving Center 5 Star Ras Nusrani, Sharm El- Sheikh, Aqaba Gulf.	Sharm Marine Tourism & Diving Co.	Mar.,2002
Financial Feasibility Study for Hotel & Resort (SPA) East Coast of the Dead Sea.	Jordan Valley Authority, Jordan	Feb.,2002
Market & Financial Feasibility Study for Self-Catering Hotel 3 stars,C7 Project, Sharm El-Sheikh, Aqaba Gulf.	Montazah for Tourism & Hotels Co.	Feb.,2002
Market study for Tourism in Sharm El-Sheikh, Sharm Montazah Center.	Sharm Montazah for Tourism Co.	Feb.,2002
Market and Marketing Strategy of Paradise Touristic Resort in Marsa Alam.	Paradise Property and investment company	Aug., 2001
Feasibility and Marketing Study for C2 Project Revised & Comprehensive.	Sharm Montaza Co. for Touristic projects.	July, 2001
Feasibility and Marketing Study for Club and Diving Center, Ras Nuasrani.	Sharm Marine Tourism & Diving Co.	July, 2001
Financial & Market Study for Lagoon Taba Resort.	Aboul Fotouh Establishment	Mar., 2001
Demand Projection and Revenue Estimate for Luxurious Silver Restaurant and First Class Restaurant.	Aga Khan Cultural Services, Egypt	July,2000
Financial Study for Movenpick Resort, Oriental Coast, First Class International Hotel , Sharm El-Quibli Marsa Allam.	Red Sea Sharm for Tourism, Development	July,2000
Financial Project for Marina at a Resort in Marsa Allam Red Sea.	Dr. Ahmed Mahmoud	May, 2000
Financial Study for 4-Star Hotel at Ain El-Sokhna.	Ahmed Shemais	May, 2000
Market & Financial Study for Qusair-Marsa Alam Sector.	Paradise Company	Feb. 2000
Market & Financial Study for Tourism in Sharm El-Sheikh, M1 & C2 Projects.	Sharm El-Montazah for Touristic Projects	Dec., 99
Market and Financial Study for Upper El-Mehashi Resort, Gulf of Aqaba.	North Africa Company	Mar., 1999
Financial Study for Meridien Hotel Sahl Hasheesh, Red Sea Coast.	National Company for Housing	May,1998
Market study for Qusair- Marsa Alam Sector.	Private Investor	Jan.,1998
Market & Financial Study for a Resort in	GEFCO	Aug., 1997

Ein El Sokhna.		
Market & Financial Study for a Resort in Ras El Hekma, North Coast.	North Africa Co.	Aug., 1997
A Project for the Establishment of a Touristic Village in Burg El Arab.	HILTON	July, 1997
Economic Impact Analysis of Sahl Hashish.	Arthur Consulting Group Int.	June, 1997
Market & Financial Study for a Resort in Abo El Makhadeg Center, Red Coast of Egypt.	Group Cleopatra	April, 1997 June, 1997
Market Study for Tourism in Sharm El Sheikh, Grand Sharm Resort.	TIIA	Oct., 1996 Dec., 1996
Touristic Demand Projection for Hurghada / Safaga Coast.	Klynveld Peat Marwick Goerdeler (KPMG)	May, 1996 July, 1996
Financial Study for 5 Stars Hotel in Sharm El Sheikh.	Lakah Group	Mar., 1996 June, 1996
Market Study for Tourism in Gulf of Aqaba.	Private Investor	Mar., 1995 May, 1996
A Nile Cruise-Ship (Luxor-Aswan).	HILTON	July, 1995
Market Study for Tourism in Red Sea.	BLACK AND VEATCH INTERNATIONAL	Nov., 1995 Mar., 1996
Advisor to the Holding Company for Housing, Tourism and Cinema.	Overseas Bechtel Inc.(USAID)	Jan., 1995 June, 1995
Market Analysis of tourism sector (10 hotels in G. Cairo, Luxor, Aswan, and South Sinai).	Overseas Bechtel Inc.(USAID)	July, 1993
Market Studies of Resorts in Fayed and North Coast.	Klynveld Peat Marwick Goerdeler (KPMG) H.H.	April, 1992
Marbella Touristic Village in Alamain	Ministry of Construction & Housing	Mar., 1992
Market Study of Tourism in South Sinai, Red Sea, Luxor, and Aswan Zone.	World Bank	Feb., 1992
A Project for the Establishment of a Touristic Hotel and Resort in Ras Sedr..	Private Investor	Jan., 1992
Market, Financial & Economic Analysis of Tourism in South Sinai, Red Sea, Luxor, and Aswan Zone (A Priority Action Plan for Infrastructure and Tourism Development in Egypt).	World Bank	Jan., 1991
2. <u>Food & Agriculture Sectors:</u>		
Economic Study on Competitiveness of Processed Food Sector in Egypt.	USAID (RRSA)	May, 2004

The Effect of the Increase of Exchange Rate on the Cost & the the Revenue for Eastern Company.	Eastern Company	May,2004
Financial Feasibility Study for Al Nour Company "Processed Cheese Project".	Al Nour Company	May,2004
Optimum Pricing System for New Brands of Cigarettes.	Eastern Company	Mar.,2004
Financial Evaluation Study for Venus Company.	Venus International Co.	Feb.,2004
Financial Evaluation of Agricultural Land in Belbis.	Private Investor	June,2003
Credit and Financial Evaluation for Venus International co.	Venus International co.	June,2003
Marketing and Pricing Strategy for the New Launch of Mattinee Cigarettes.	Eastern Tobacco Company	Jan.,2003
Cost Analysis & Profit Maximization.	Venus International	Jan.,2002
Market Study For Bottled Water in Egypt "Nubia"	Aboul Fotouh Establishment	Aug, 2001
Valuation Study for Arab Company for Food Industries.	Arab Company For Food Industries (Mohamed Halawa)	Feb., 2001
Market Study for Certified Seeds in Egypt.	"CASP" GTZ	Oct., 2000
Market Analysis for Chips in Egypt.	Express International	Oct., 2000
Market Research on Food Processing Sector in Egypt.	Foreign Agriculture Services	June, 2000
Financial Study for Trianon Bakery.	Green Pyramids	April, 2000
Analysis for the Competitiveness of Imported Cigarettes in Egypt.	Eastern co.	April, 2000
Market Study for Imported Processed Food in Egypt.	US embassy	Mar., 2000
Market Study on Processed Food in Egypt.	USAID	Dec., 1997
Market & Financial Study for Bakery and Pastry Products in Egypt.	Royal Gardens Co.	Sep., 1997
A Study on Optimum Sales Tax for Tobacco.	Eastern Company	Aug., 1996 Oct., 1996
A Study on Proposed Sales Tax Structure for Soft Drinks.	Coca Cola International	June, 1996 Oct., 1996
Demand Projection for Potable Water and Waste Water Requirements in Red Sea & South Sinai, 1996-2000.	PERMUTIT EGYPT	June, 1996 Aug., 1996
Survey of Tobacco Industry in Egypt.	ADMERCA INT. TELECOM CONSULTANTS	Jan., 1996 April, 1996
Market and Financial Study for Dairy Products.	National Development bank	Jan., 1996 Mar., 1996
Financial Study for Wendy's Chain of	Private Investor	Aug., 1995

Restaurants.		
Financial Study for Processed Cheese (TEAMA CHEESE).	Private Investor	May, 1995 July, 1995
Market Study of Processed Food Market in Egypt at the Macro Level.	PEO	Mar.,1995
Market Analysis of Eastern Tobacco.	Overseas Bechtel Inc., (USAID)	May, 1994
Market Analysis of Kaha & Edfina Companies.	Overseas Bechtel Inc., (USAID)	May, 1994
Market study on Juices in Egypt with Special Reference to the Public Sector (Kaha & Edfina).	PEO	Mar.,1994
Dairy products factory in Nobaria.	Private Investor Co.	Feb.,1994
Market Analysis of Al Ahram Beverage Co. (Soft Drinks and Beer).	Overseas Bechtel Inc. (USAID)	Sep, 1993
A Non-Traditional Animal Feed Mill in Participation with DARUDEC Company in Denmark	DARUDEC Co.	July,1993
A Milk Production Project in Salheya.	Arab Contractors	Mar.,1993
A Project for the Production of Purified Bottle Water, Juices, and Vinegar.	Bank El-Mohandes	Feb.,1993
Market Analysis of the Baby Food Market in Egypt for a Currently Existing Baby Food Company and a Project for the Establishment of a New Baby Food Company.		Jan.,1993
Market Analysis of El Nasr Bottling Co. (Coca-Cola), the Egyptian Bottling Co. (Pepsi Cola), and Misr Free Shops Co.	Coopers & Lybrand	Nov, 1992
3. <u>Chemical Sector:</u>		
Investment Opportunity Study in 6 Th October City	Etico	May,2004
An Estimate of Inflation Rate in Egypt in 2003 by Income Group.	Pfizer, Egypt	Feb.,2004
Financial and Economic Evaluation of a Proposed Collection System and Recycling operation for PET Bottles.	Program Support unit, USAID Project No. 263-0255	Mar., 2003
Market study for powder detergents in Egypt.	United co.	Mar.,2003
Financial Feasibility Study for Adding New Capacities.	Modern Egyptian Match Company	Feb., 2003
Market study for Matches in Egypt.	Modern Egyptian Match Company	Dec.,2002
Lead Supply And demand Study.	Chemonics	May,2002

	International, INC	
Brief Market – Analysis for Hair Care, Skin Care & Hair Coloration in Egypt.	L'OREAL, Dr. Hazem dera	Jan., 2001
Market Study for Cement in Egypt.	Egyptian Cement Company	Nov., 2000
Financial Feasibility Study for Dry Mix.	SCIB	Aug.,2000
Market Study for Corrugated Board in Egypt, Verta Company "Kafr El-Zayat Plant".	CIDA	July, 2000
Market Study for Linear Polyethylene and Polypropylene.	TIIA	Sep., 1999
Market Study for Ready Mix Products.	FINRATE Consulting	Sep., 1999
Market Study for Dry-Premixed Products for Plastering, Coating & Tile Adhesive.	SCIB Chemicals	April, 1999
Market Study for Drugs in Egypt.	UNDP	June, 1999
Market Study for Matches.	PSDP	June, 1999
Financial Study For Chemipharm Pharmaceutical Industries Co., CPIC Chemipharm.	Chemipharm	Feb.,1999
Market Study for Matches.	PSDP	Oct., 1998
Market Study for Bottled Water in Egypt.	EGIVEST	Jan., 1998
Evaluation and Assessment of the Market Potentiality of Egyptian Match Co.	TIIA	Feb., 1998
Market Study for High Quality PVC Electric Pipes.	Misr Iran Development bank	Oct., 1997
Economic and Market Investigation into Building Materials in Agriculture.	USAID	May, 1997
Market Study for Packaging PET Bottles.	EGIVEST	April, 1997
Optimum Policy of Chemical Fertilizers in Egypt.	USAID	May, 1996
Market Study for PET Bottles.	Aboul El-Fotouh Establishment	Mar., 1996
Market Study for Corrugated Board and Photocopy Paper in Egypt.	Misr Match Company	Feb., 1996
Economic and Market Analysis of Packaging in Egypt.	EGIVEST	Jan.,1996
Market Study for Plastic Barrier laminated Tubes.	EGIVEST	Dec., 1995
Market Study for Polypropylene Film.	ICOPACK	Sep., 1995
Market analysis for Nile Match and Prefabricated Houses Company.	USAID	June, 1995
Market Analysis of Agriculture Insecticides	Overseas Bechtel	Mar., 1995

and Chemical Fertilizers.	Inc., (USAID)	May, 1995
Market Study for Nile Match and Prefabricated Houses Company.	Overseas Bechtel Inc. (USAID)	Oct., 1994 Jan., 1995
Market Analysis of Two Paper Products Companies: Verta for Paper Products Co. and Moharram Press.	Overseas Bechtel Inc. (USAID)	Sep., 1994 Jan, 1995
Market Study on Cement in Egypt.	World Bank	Feb, 1993
4. <u>Textile Sector:</u>		
Financial Analysis & Evaluation for Modern Company for Textile & Trade Industries "Somitec".	Somitec	Jan.,2004
Financial Study for Textile El- Raii Project	El-Raii Co.	Aug., 2003
Valuation of Textile Public Sector Companies (Holding Company of Textile) .	CIDA	July, 2000
Market Study For Weaving, Knitting & Printing.	Shamsi Group	Mar.,1999
Financial Study For Dyeing & Finishing Project In Egypt.	GEFCO	July,1998
Market Study On Textile And Garment Industry.	KPMG	Sep.,1996
Market Study For Sewing Thread.	Private Investor	June,1996
Market Study For Sewing Thread In Egypt, .	Coats Egypt	May,1995
Financial and Economic Analysis of Misr Rayon Company, Kafr El-Dawar.	African Development Bank	April, 1995 July, 1995
Market Analysis of El Delta Spinning & Weaving Company (Yarn, fabrics and ready made garments).	Overseas Bechtel Inc., (USAID)	Oct., 1993 Jan., 1994
Casual Garment Cloth Factory in the Port Said Free Zone.	Private Investor	Sep.,1993
Cotton Underwear Project in Alexandria.	Kuba	July,1993
A Ready Made Shirts project.	Kuba	June,1993
A Project for a Dyeing and Finishing Mill in Suez.	Miratex	Oct.,1992
A Project for a Textile Mill in Suez.	Miratex	June,1992
A Project for Ready Made Garments in Suez.	Miratex	Mar.,1992
A Project for the Production of Blankets in Cairo.	Egyptian Blanket Company	Jan.,1992
5. <u>Engineering Sector including Automotive:</u>		
Financial Feasibility Study for Different Alternatives, ADRA Turtial Treatment Station.	ECG	Apr.,2004

Analysis & Financial Valuation for Egyptian Co. for Concrete & Engineering.	Egyptian Co. for Concrete and Engineering	Nov.,2003
The Economic Profile of Computer Services Sector, Assistant Trade Reform Nathan – MSI Group.	Assistant Trade Reform Nathan – MSI Group	Sep.,2003
Market Study for High Quality Drinking Glasses in Egypt.	Pearl co.	Aug.,2003
Market Study for Medical Supplies Products.	Intermedica	Feb., 2003
Market Study for Steel Rebars in Egypt.	Fincorp	Sep.,2002
Pre-Feasibility Study For An Assembly Project Of Four By Four Wheel Drive Car.	Private Investor	Feb.,2002
Financial Feasibility Study for Reconstruction & Operation of Bus Stops, Bridges and Outdoor Units.	Okoplan	Dec., 2001
Financial and Credit Analysis of Younalux Factory.	Younalux Co.	Aug., 2001
Financial and Economic Analysis for Supermarkets Disposable.	UNDP	July.,2001
Market Study for Steel Drums in Egypt.	Sheet Steel S.A. (TIIA)	May, 2001
Market Study for Flat Glass including Glass of Automotive.	Egyptian Glass Company	Feb.,2001
Financial Evaluation and Valuation of North Africa Companies	North Africa Companies	Nov., 2000
Business Plan for Audiovox Mobiles in Egypt.	Private Investor (Mohamed Ibrahim)	Oct., 2000
Financial Pre-Feasibility Study for Battery Pack Project, Egyptian Manufacturing Plant.	Modern Communication System (MCS)	July, 2000
Market Study for Car Racing Complex	ARC Egypt	Mar.,2000
Market and Financial Study for Sanitary Ware in Egypt.	Gravina	July, 2000
Economic Impact of Piracy Software Industry in Egypt, Cost- Benefit Analysis.	Business Software Alliance (BSA Club)	June, 1999
Market and Financial Study for Electrical Lamps in Egypt.	Younan Sidhom Establishment	Mar.,1999
Market Study for Sanitary Products in Egypt.	El Nile Metallic Industrial Company (Franke Sami)	Jan.,1999
Financial Study for Electrical Lamps & Glass Bulbs.	Younan Sidhom Establishment	Jan.,1999

Financial Study For Riva Yatchs.		
Market Study for Stainless Steel Kitchen Sinks in Egypt.	El-Nile Metallic Company (Franke Sami)	Sep.,1998
Market Study for Engineered Steel Products.	Hidada AIC Joint Venture	Aug.,1998
Market Study for Waste Water Pipes in Egypt.	Dorra Group	July,1998
Market Study for Harley Davidson In Egypt, Norman Co.	Eng. Mohamed Ibrahim	June,1998
Market and Financial Study for Fan Belts in Egypt.	Misr Iran Bank	Mar., 1998
Market Study for Boats and Beach Bungalows.	The Egyptian German Co., Fibertech	Feb., 1998
Market Survey on Baths and Whirlpools in Egypt.	Royal Scandinavian Rodex	Jan., 1998
Market and Financial Study for Refrigeration Store.	MAK GROUP	Dec.,1998
Market Study for Style Team.	TIIA	Nov., 1997
Market Analysis of three Engineering Industries Companies: El Nile for General Engineering Company, El Delta Industrial Company (IDEAL), and El Nasr Engineering & Refrigeration Company (KOLDAIR).	Overseas Bechtel Inc., (USAID)	July, 1994 Sep., 1994
Market Study on the Buses and Trucks.	National Automotive Co. (NATCO).	July,1994
A Study on the Trucks and Passenger Cars Market for General Motors Egypt.	KPMG	Sep.,1993
A Project for the Manufacture of Optical Glasses.	Private Investor	July,1993
A Study on the Market for Break Lining for all Types of Vehicles.	FORD	July,1992
A Project for the Assembly and Manufacture of Valves in Egypt.	ITT	July,1992
Market Analysis of Egyptian Engineering Products.	International Marketing & Economic (Services UK)	Oct., 1989
6. <u>Construction & Real Estate Sector:</u>		

Financial Feasibility Study for Ready Mixed Concrete Project in Dubai.	ECEDA	June, 2004
Investment Opportunity Study Land Area – Cairo – Alex Desert Road.	Private Investor	June, 2004
Market Study For Steel In Egypt	United Bank of Egypt	June, 2004
Market Study For Cement In Egypt	United Bank of Egypt	June, 2004
Financial Study & Analysis Cash Flow for the Administrative Building "C" in the Smart Village, ECG.	ECG	Jan.,2004
Business Plan and Financial Model Development.	Egystreet co.	Jun.,2003
Market Study for Office Buildings in Greater Cairo.	Mena real estate co.	Dec.,2002
Financial Evaluation and Cash Flow Analysis for Mena Business Plaza.	Mena real estate co.	Nov.,2002
Appraisal of Financial Feasibility Study for Office Building , African Export – Import Bank.	ECG	Aug.,2002
Affordability of Housing and Accessibility of Mortgage Law.	USAID	June.,2002
Facts & Figures in Informal Areas in Egypt.	GTZ	Nov.,2001
Public Use of Private Lots in the Informal Sector Areas.	GTZ	Jan.,2001 Mar.,2001
Market Analysis for Office Buildings in Greater Cairo.	CIRD Co.	Jan., 2001
Market Analysis of Real Estate Sector in Egypt, Land Management.	GTZ	Dec., 2000
Market Study for Residential, Administrative, Commercial & Hotel Mall Gessr El Suez St .	M.S. Co. For Tourism & Real Estate Investment.	Mar.,2000
Mortgage Law for Real Estate in Egypt.	USAID	Oct., 1999
Market Study for Commercial Centers in the Arab Countries	Asrab Austria Association	Sep., 1999
Financial Feasibility Study for Real Estate Development (BOT Project).	Karma Co. for real estate Development.	Sep., 1999
Economic Analysis of the Informal Real Estate in Egypt.	GTZ	July.,1999 Sep.,1999
Market Analysis for Building Materials in Egypt.	El-Ethadeya Co. For Real Estate Investment	May,1999
Market Study for Panels Mod “ M2 “.	Aboul-Fotouh Establishment	Mar.,1999
Financial Study For Casino And Theater Amusement.	The Egyptian European	Feb.,1999

	Company for Real Estate Investment	
Market Study for Al Azizia Real Estate Projects in Egypt.	TIIA	Sep.,1998
Market Study for Palm Hills in 6 th of October City.	El Etehadeya Company For Real Estate Investment	June,1998
Market Study on Luxury Residential and Office Buildings Covering Heliopolis, Nasr City and Surrounding Settlement Areas.	Arthur Andersen	Feb.,1998
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Market Study for IGA- Kahn Project In El-Azhar.	Deliot Toush	Jan.,1996
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Establishing Engineering Infrastructure Projects in the Arab Countries.		June,1992
7. <u>Services Sector:</u>		
Economic Cost Effectiveness Study For Alternatives For Water Station Project in Adra Area – Syria.	Engineering Consulting Group	May,2004
Financial Evaluation and Cash Flow Analysis For El Safwa Schools.	Real Estate Development Bank	May,2004
Manual for EBT Program.	CEOS	Feb.,2004
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Cost-Benefit Analysis of HC in Egypt.	University of Maryland	Mar., 2000
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Economic Analysis of Water and Waste Water Projects.	WASH, USAID	Mar., 1994
Economic Analysis of Various Village Development Projects in a number of Governorates in Egypt.	Social Fund for Development.	Oct.,1993
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8. <u>Development Studies:</u>		
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Quantitative Analysis for the Touristic Village El-Nagada-Upper Egypt.	Rada Research co. (USAID Project)	Dec.,2003
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Public Awareness Assessment for Small and Medium Enterprise (M/ SME) Policy Development.	Ministry of Foreign Trade (MOFT), Canadian International Development Agency (CIDA), International Development Research Center (IDRC)	Aug.,2003
Reports on Support to Business Development Services (BDS) for Small and Medium Enterprises (SMEs) in Damietta & Assuit Governorates.	CIDA	Feb.,2003
Legal regulatory framework governing SMEs Establishment, Operation & Growth. Small & Medium Policies SMEPOL.	Ministry of Foreign Trade, SME development Unit.	Dec.,2002
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Socio Economic & Environmental Impact for Villages Development of the River Nile Banks Project, El-Menia Governorate.	Ministry of Irrigation	Jan., 2001
Economic Country Report on Egypt.	American Interiors (Khaled Sabry)	Sep., 2000
Cost-Benefit Analysis For SFD Projects.	Social Fund for Development	Mar., 1999
Review Of Danida ' s Private Sector Program In Egypt.	Ministry Of Foreign Affairs DANIDA	Mar., 1999
Analysis of Family Budget in Egypt with Special Reference to G.Cairo.	Arthur Andersen	Mar., 1998 May, 1998
Market Analysis for Industrial Development in New Areas.	Bechtel International Co.	Feb., 1998
Report for UNDP on International Cooperation for Development Department at Ministry of Foreign Affairs.	UNDP	Dec., 1996
A study on the role of the Social Fund For development on Unemployment in Egypt.	USAID	May, 1996
Demand Projection of Capital Investment for Water and Waste Water Projects in Egypt – 1996-2000.	PERMUTIT (EGYPT) LIMITED	Dec., 1995
Industrial Reorientation Program Republic of Zambia.	African Development Bank	Feb., 1993 May, 1993

Economic Analysis of the AID capital Projects Program in Egypt.	Development Alternatives Inc. (DAI)	Nov., 1992 Jan., 1993
Plans for Small Scale Enterprises.	UNIDO	Jan., 1991 June, 1991
Financial and Economic Analysis of Egyptian Small Scale Enterprises Credit Guarantee Program.	Agricultural Cooperative Development International (ACDI)	Jan., 1989 June, 1989

Training:

Sep., 2002 Financial Feasibility Study, AB & Associates-Egypt, Management Consultant
 March 2000 Financial Analysis for Bankers, Mansoura, USAID
 Dec., 1999 Financial Feasibility Study for NGO'S, OUDA

Teaching:

Teaching at both the American University in Cairo and Faculty of Commerce and Business, Helwan University since 1980 on regular basis, the following:

- Agricultural Economics.
- Economic Development.
- Economic Planning.
- Project Evaluation
- Micro economics
- Macro Economics

Thesis Supervision:

- “The impact of Globalization on capital market in Egypt”, Ph.D. thesis Department of Economics, University of Helwan, Nov., 2002.
- “Capital market performance in Egypt, 1980 –2000”, Ph. D. thesis Department of Economics, University of Helwan, Oct., 2002.
- “Cost-Benefit analysis of potable water projects in the rural areas of Nigeria”, MA thesis Economic department, The American University in Cairo, 1999.
- The effect of irrigation system on agriculture productivity in the new land, MA thesis, AUC, 1996.
- A criterion for selection of public sector companies for privatization, MA thesis, AUC, 1996.

- Capital fly in Egypt MA thesis, Helwan University, 1995.
- Price effect of consumption of tobacco in Egypt, MA thesis, AUC, 1993.
- Economic viability of growing wheat in Saudi Arabia, MA thesis, AUC, 1990.
- Cost-benefit analysis of steel industry in Egypt, MA thesis, AUC, 1990.
- Cost-benefit analysis of Free Zones in Egypt, MA thesis, AUC, 1990.
- Cost-benefit analysis of Hurghada as a touristic area, MA thesis, AUC, 1989.
- Economic cost-benefit analysis of oil sector in Egypt, Ph.D thesis, University of Helwan, 1989.
- Pricing policy for chemical fertilizers in Egypt, MA thesis, University of Helwan, 1989.
- Cost-benefit analysis of investment banks in Egypt, MA thesis, AUC, 1987.
- Optimum use of chemical fertilizers in Egypt, 1986.

Research and Publications:

Articles:

- A proposed economic strategy for the rural areas of Egypt.” 1st conference of University of Helwan, Nov., 2002.
- “Market Analysis of Drugs in Egypt”, Middle East Journal, Jan., 2001.
- “Economic Cost for Hepatitis C virus in Egypt “, Merry land University, 1999.
- Cost-Benefit analysis for Infrastructure in rural Egypt, Sixth Conference, AUC 1998.
- Globalization and its repercussions on Developing countries with special reference to the Egyptian economy, Social Fund for Development, 1998.

- The Role of Social Fund for Development in economic development in Egypt, 1997.
- Several articles on development of Egyptian exports for a number of sectors in the Egyptian economy, search magazine, 1996.
- “Unemployment and Informal Sector in Egypt “, University of Helwan, First Conference, April, 1995.
- “Economic Outlook of Egypt: Economic Reform “, University of Helwan, Second Conference, May 1994.
- “The Hidden Economy in Egypt: Review and assessment “, Journal of Commerce, University of Helwan, 1993.
- “Labor Productivity and Wages in the public sector of Egypt”, Faculty of Economics and Political Science, Cairo University, 1991.
- “The Role of Small Scale Industries in Absorbing Agricultural Labor”, Economic Conference, 1991.
- “Economic Viability of Touristic Development in Egypt”, Faculty of Commerce and Business Administration, University of Helwan, 1990.
- “Agricultural Unemployment and Rural-Urban Migration”, Faculty of Economics and Political Science, Cairo University, 1988.
- “Cost-Benefit Analysis of land Reclamation in Egypt”, FAO, Cairo, 1988.
- “Farmers Response to changes in Chemical Fertilizer Prices; Case study of Egypt”, AUC, 1988.
- “Touristic Demand Forecasting”, Touristic Conference in Egypt, 1988. (With A.F.A Wahab).
- “The Impact of Rising Energy Prices on Resource Allocation Efficiency in Egyptian Agriculture”, L’Egypte Contemporaine, 1986.
- “Optimum Cost of Housing in Egypt”, Benha Journal, 1984.

- “Crop/Weather Relationship in Indian and Egyptian Agriculture: An Empirical Study”, the Indian Journal of Economics, Vol. LX III, Part I, No. 248, July 1982.
- “An Index of Planning and Management Efficiency for Egyptian Agriculture Economics, Vol. XXX II, No. 2, May 1981.
- “Resource Allocation Efficiency in Egyptian Agriculture, Disc. 17, University of Leicester, Feb., 1975.

Books:

- Planning Techniques, Amer publications, Cairo 2002.
- Planning Techniques, Amer publications, Cairo 2002.
- Economic Efficiency, Amer publications, Cairo, 2001.
- Microeconomics Analyses, Amer publications, Cairo 2001.
- Economic Planning and Development, 1993.
- Microeconomic Analysis, Amer publications, Cairo 2000.
- Economic Planning and Development, 1993.
- An Introduction to Economics, (with Dr. A. Metwaly), Ain Shams University, 1992.
- Economic Efficiency, Ain Shams University, 1992.
- Planning Techniques, Ain Shams University, 1991.
- An introduction to Micro Economic Theory, 1986.
- Agriculture sector in Egypt: Review and Policy, 1983.
- Economic Resources: An Analytical Approach, 1982.
- World market and Stock Exchange, 1981.