EGYPTIAN AUTOMOTIVE MARKET

MAY 2009 REPORT

AMIC EGYPT
Automotive Marketing Information Council
مجلس معلومات سوق السيارات

SPONSORED BY:

Shell HELIX

Table of Contents

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

1. PREFACE

The methodology, used in this report is mainly relying on the following steps:

- **Gathering primary and secondary data** from AMIC Egypt members.
- **Validating missing data and cross checking of data** from different sources including Customs, JAMA, Ministry of Interior, etc..
- **Processing, Analyzing and presenting data** in a useful way to AMIC Egypt members.
- **Gathering Macro Economic and Automotive industry** news from: Newspapers and Magazines, Internet, published material, etc... **and presenting** them in a simple way.

Confidentiality Clause:
This report as well as the attached Excel sheet are the Exclusive property of AMIC Egypt and its members and should not be reproduced or distributed to outsider parties.

This report was prepared and developed by:
Integrated Management Consultancy – IMC, which is a Management Consultancy Office with specific areas of strengths in:

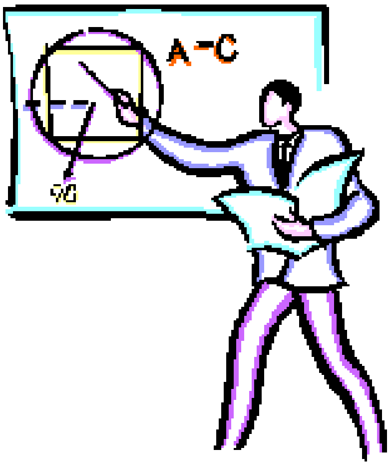
- **Marketing – Specially Business to Business,**
- **Human Resources – Specifically in Learning Organizations,**
- **Six Sigma Methodology - Manufacturing.**
- **SME Upgrading and Training - World bank / Business Edge Partner**
- **On the Job Coaching.**

IMC

INTEGRATED MANAGEMENT CONSULTANCY
Rami Y. Camel-Toueg & Associates

22 RASHID ST. OFF EL OROUBA ST. 1ST FLOOR, SUITE # 6,
11341 HELIOPOLIS, CAIRO, EGYPT.
MOBILE: + (2010) 19 757 11
TEL. /FAX: + (202) 2690 1472 / + (202) 2690 1476 / + (202) 258 4015
Email: IMC-Egypt@link.net

2. LOCAL INDUSTRY ANALYSIS

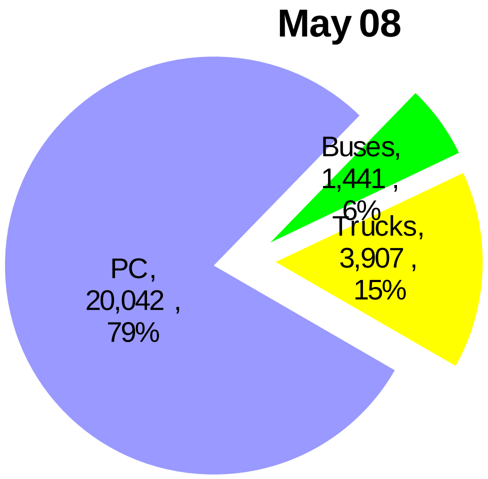


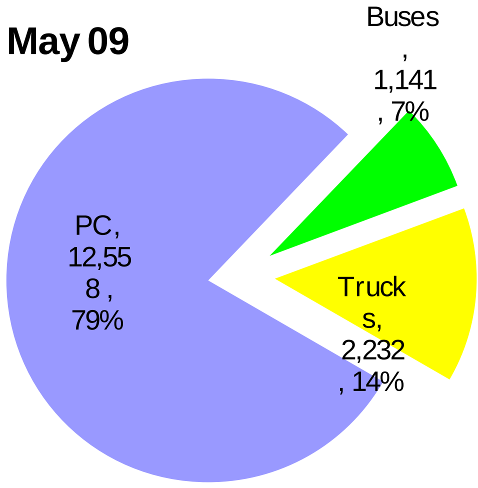
AMIC Egypt
***Email:* [*AMICEgypt@link.net*](mailto:AMICEgypt@link.net)**

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

2.1. TOTAL AUTOMOTIVE MARKET

Total Market split May 08 – May 09 in volume





Passenger Cars	20,042
Buses	1,441
Trucks	3,907
Total Market Volume	**25,390**

Passenger Cars	12,558
Buses	1,141
Trucks	2,232
Total Market Volume	**15,931**

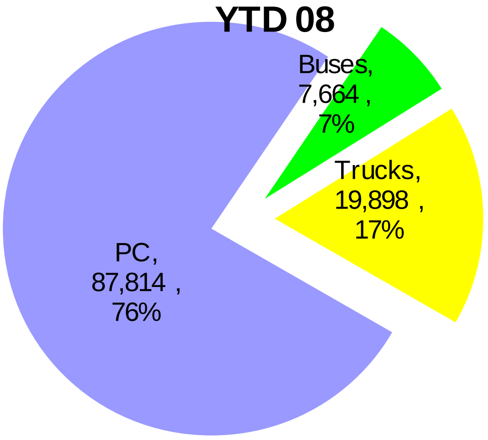
Total Market volume for the month of May 2009 was lower than May 2008 sales **by -37.3% from 25,390 to 15,931 units.**

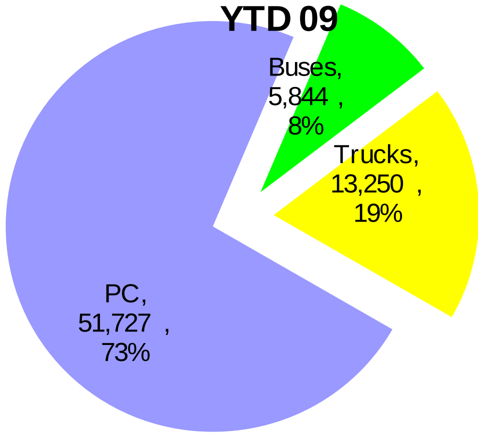
The Passenger cars segment had a volume decrease of **-37.3%** in units, when comparing May 09 to May 08; the Buses segment had a volume decrease of **-20.8%,** and the Trucks segment had a volume decrease of **-42.9%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Total Market split YTD 08 – YTD 09 in volume





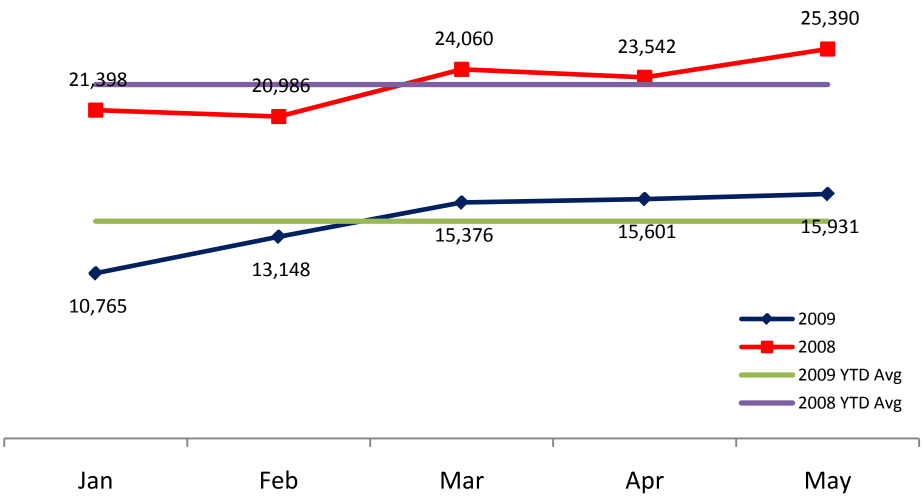
Passenger Cars	87,814	**-41%**	Passenger Cars	51,727
Buses	7,664	**-24%**	Buses	5,844
Trucks	19,898	**-33%**	Trucks	13,250
Total Market Volume	**115,376**	**-39%**	**Total Market Volume**	**70,821**

Total Market volume for the YTD 2009 was lower than YTD 2008 sales by **-39% from 115,376 to 70,821 units.**

The Passenger cars segment had a volume decrease of almost **-41%** in units, when comparing YTD 09 to YTD 08**; the Buses segment** had a volume decrease of **-24%, and the Trucks segment** had a volume decrease of **-33%.**

AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Total Market May 2009 sales analysis in volume



This chart is developed in order to assist in giving a comparative view of current month results to all directly relevant previous results, which could have impact on future market performance projections and/or demand forecasts.

This chart has been developed consistently for all 3 sectors.

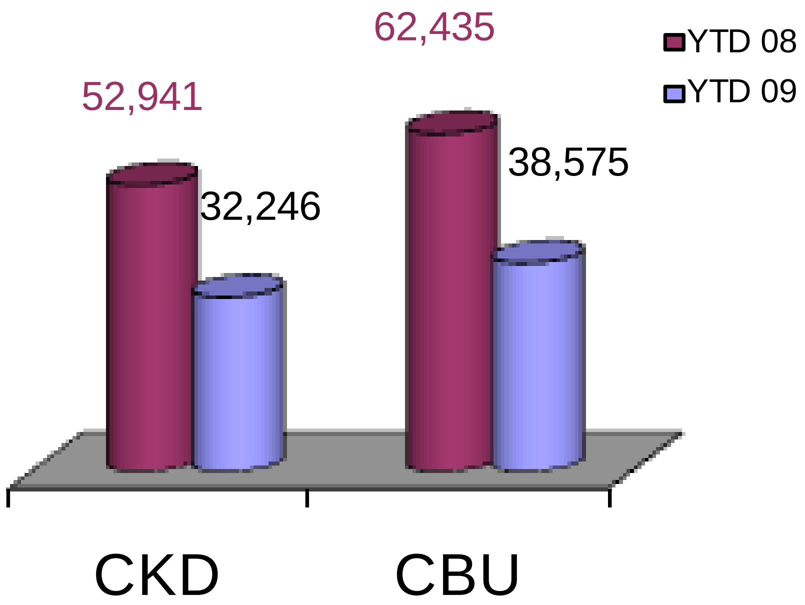
- May 2009 sales are higher than 2009 YTD average sales by **12%**.
- May 2009 sales are lower than 2008 YTD average sales by **-31%**.
- May 2009 sales are lower than 2008 average sales by **-27%.**
- May 2009 sales are lower than May 2008 sales by **-37%**.
- May 2009 sales are higher than April 2009 sales by **2%**.

Performance in May 2009 is lower than May 2008, the 2008 average, and the YTD 2008 average but higher than the 2009 YTD average and April 2009.

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Total Market YTD 2008 – YTD 2009 by Origin in volume



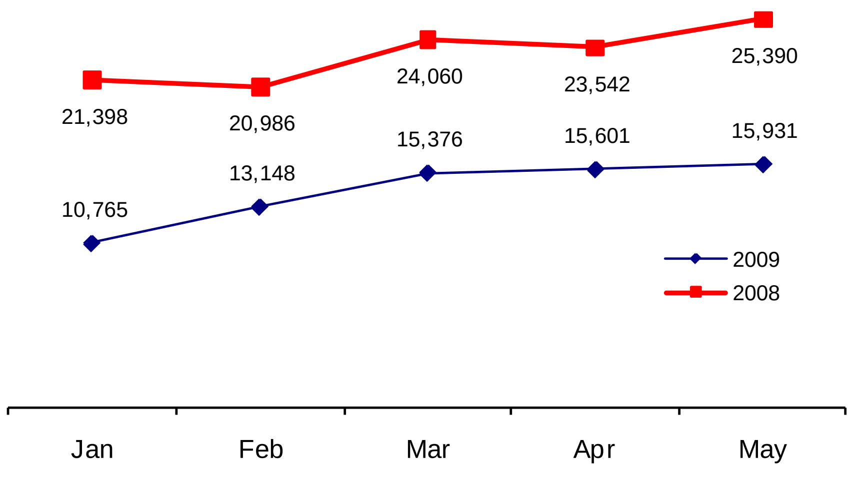
CKD sales for Year 2009 are lower than Year 2008 by -39.1% when comparing YTD 2009 to 2008 results.

From another side, **CBU YTD 2009 sales are lower by -38.2% than 2008.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Total Market seasonality YTD 2008 – YTD 2009 in volume

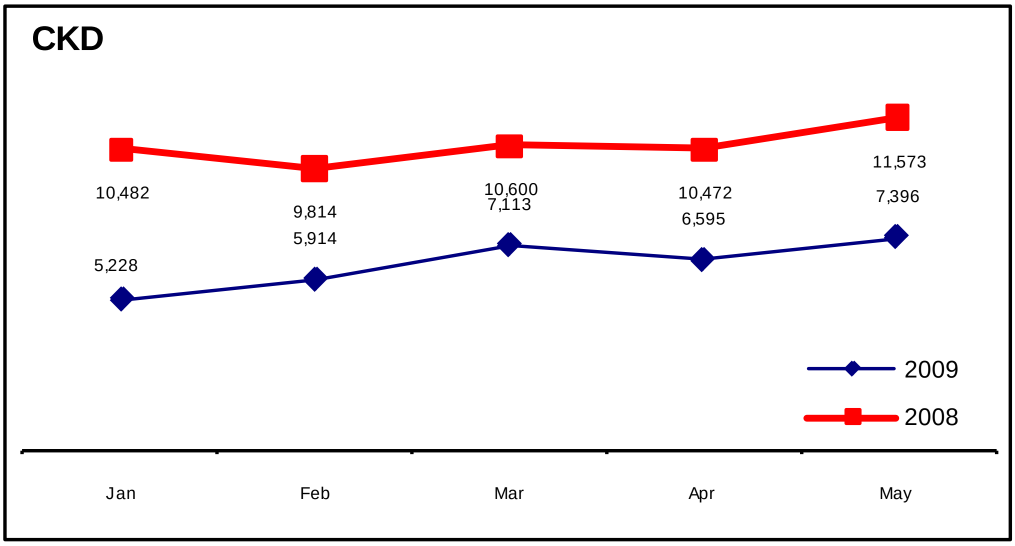


The above graph is showing that 2009 is following more or less the same seasonality trends of 2008 but with an accumulated YTD decline in units of **-38.6%.**

AMIC Egypt
Email:* *AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Total Market CKD seasonality YTD 2008 – YTD 2009 in volume

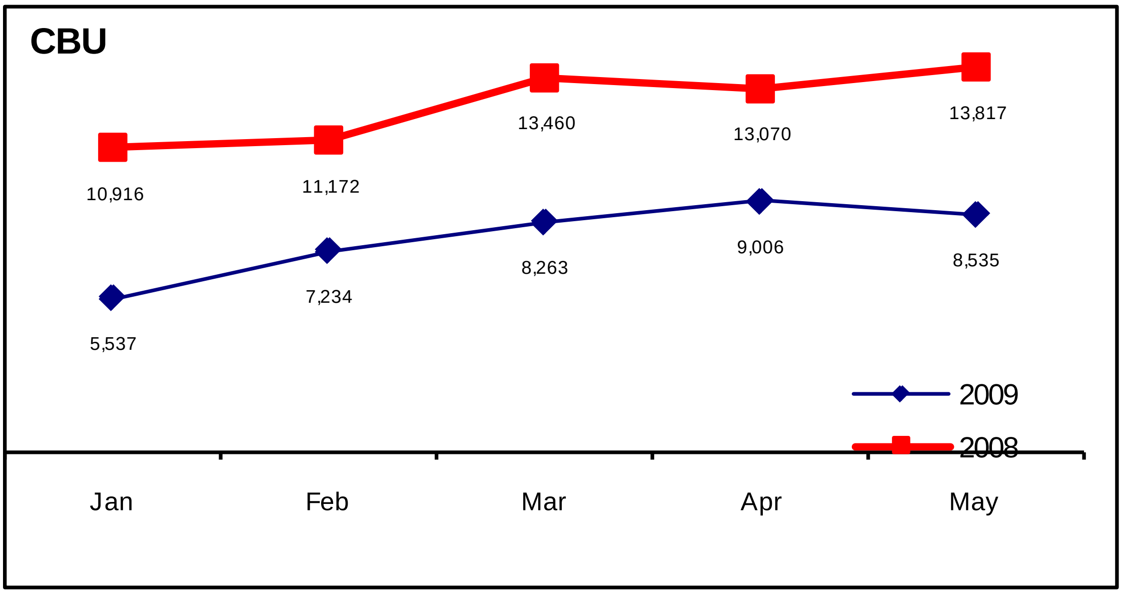


The above graph is showing that 2009 is following the same seasonality trends of 2008 with an accumulated YTD decline in units of **-39.1%**.

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

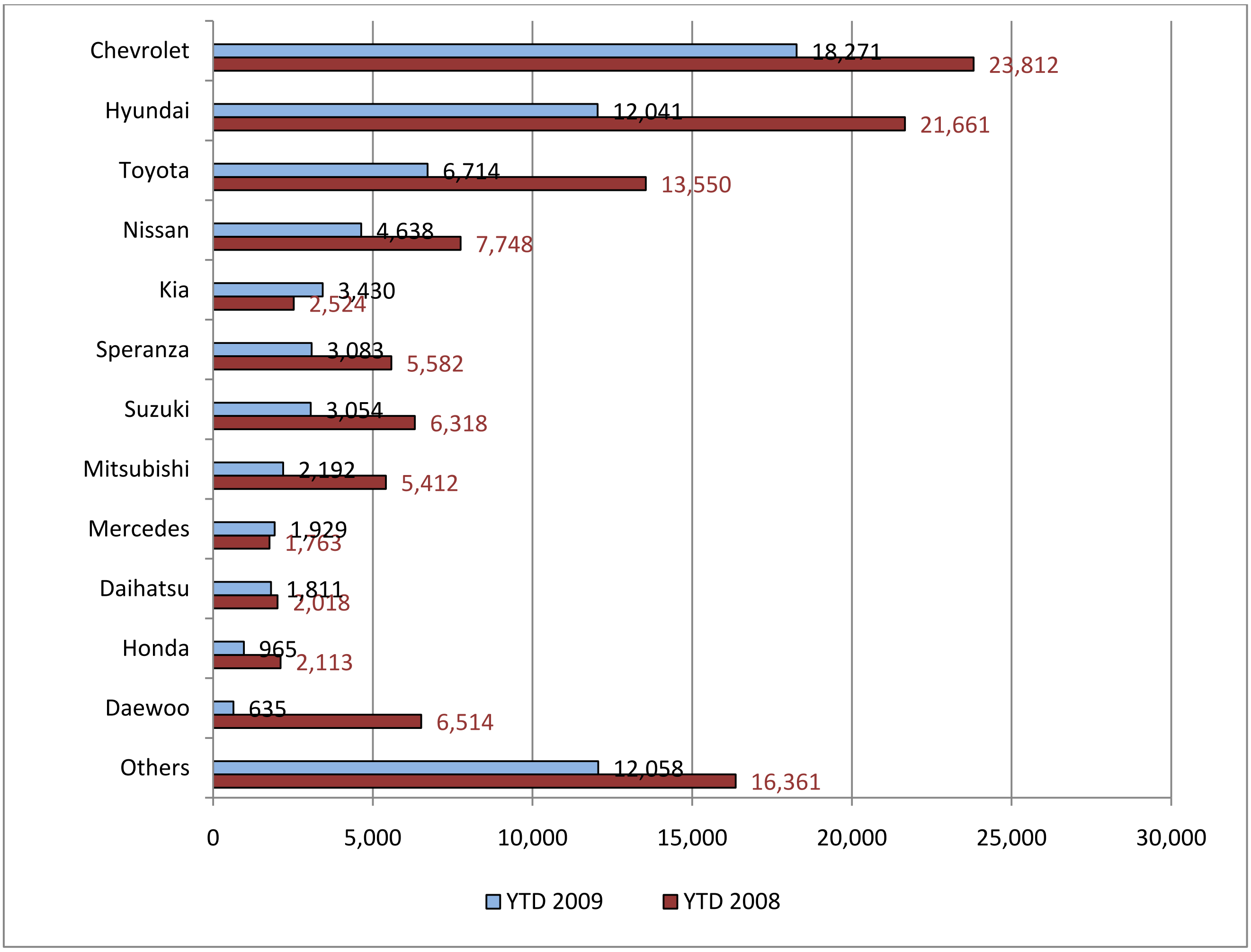
Total Market CBU seasonality YTD 2008 – YTD 2009 in volume



The above graph is showing that 2009 is following more or less the same seasonality trends of 2008 with an accumulated YTD decline in units of **-38.2%**.

AMIC Egypt
Email: ***AMICEgypt@link.net***
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

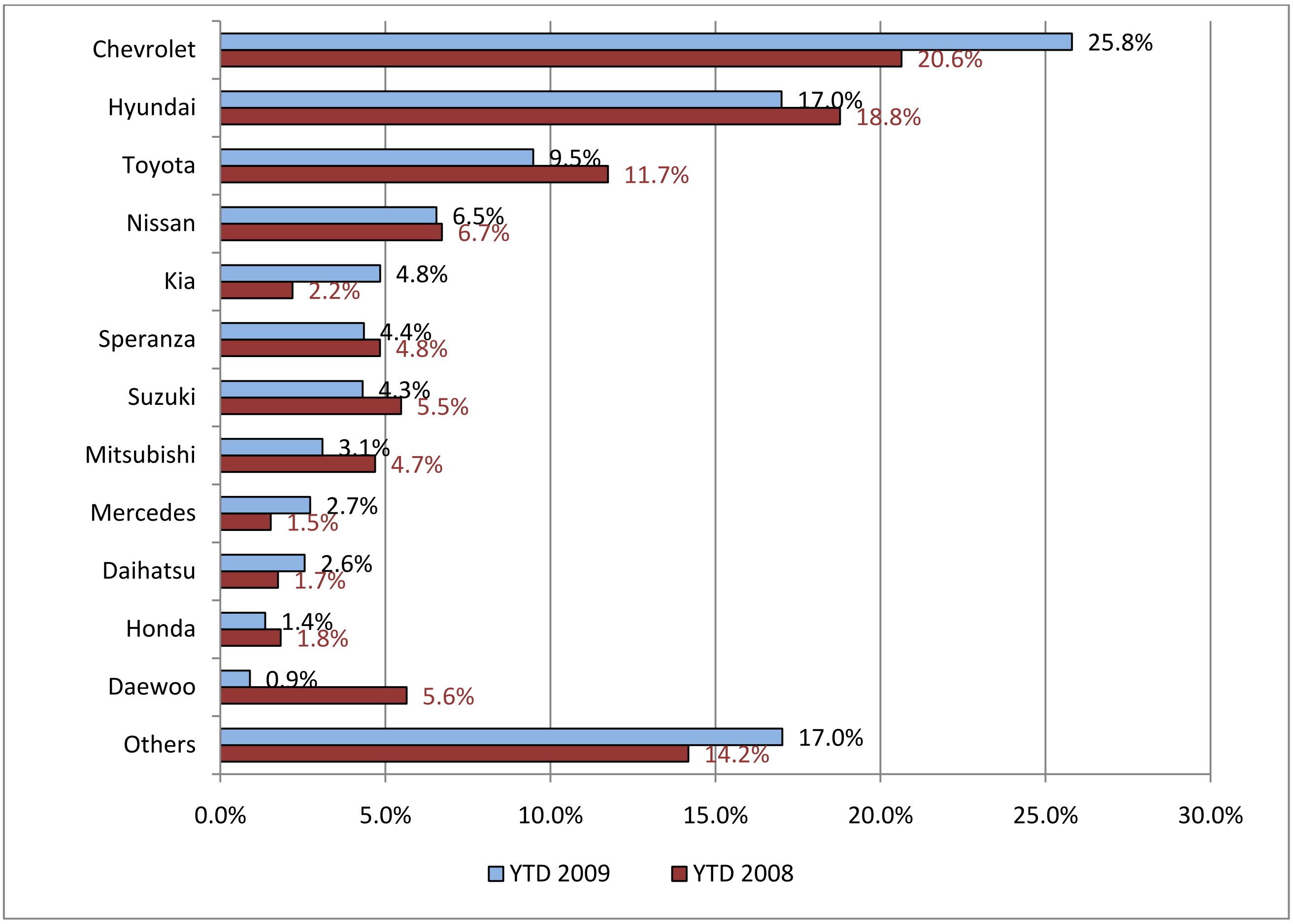
Total Market by Brand YTD 2008 – YTD 2009 in volume



AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Total Market by Brand YTD 2008 – YTD 2009 in market share

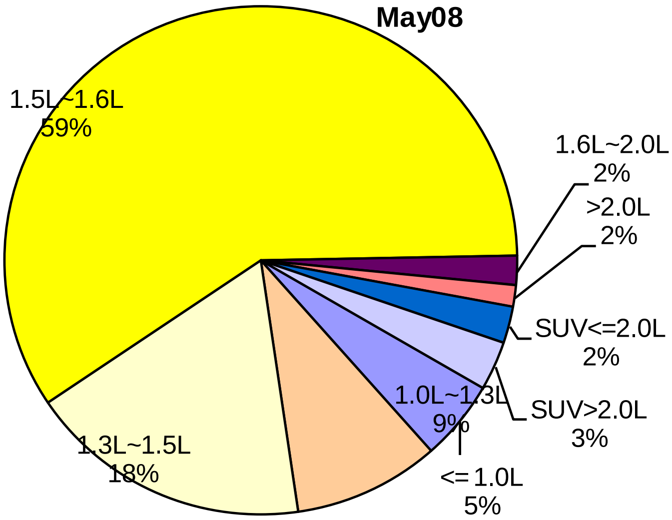


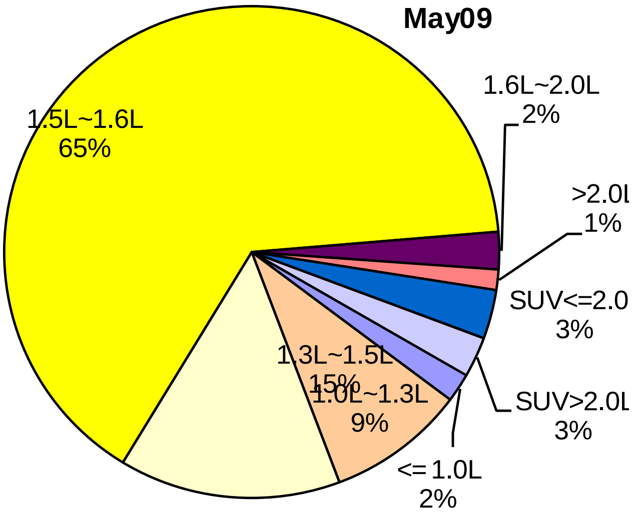
AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

2.2 PASSENGER CARS

PC Market split May 2008 – May 2009 in volume





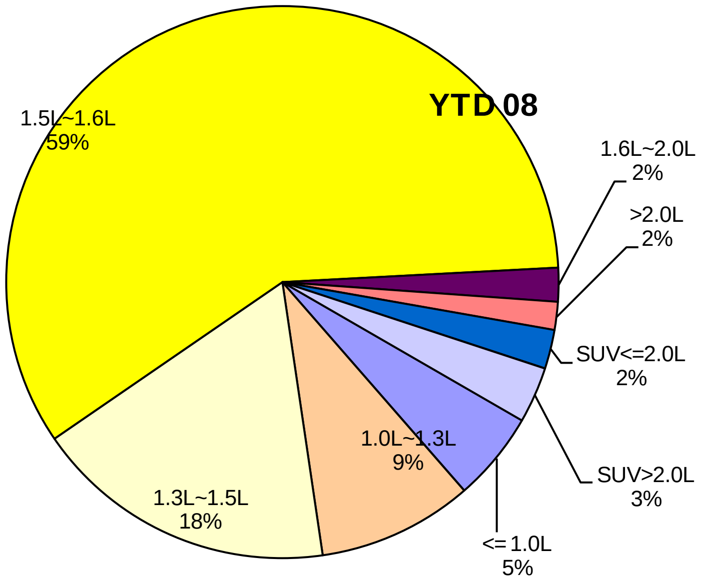
<= 1.0 L	1,020
1.0L ~ 1.3 L	1,852
1.3L ~1.5 L	3,594
1.5L ~1.6 L	11,847
1.6L ~ 2.0 L	370
> 2.0 L	272
SUV<=2.0 L	465
SUV > 2.0 L	622
PC Volume	**20,042**

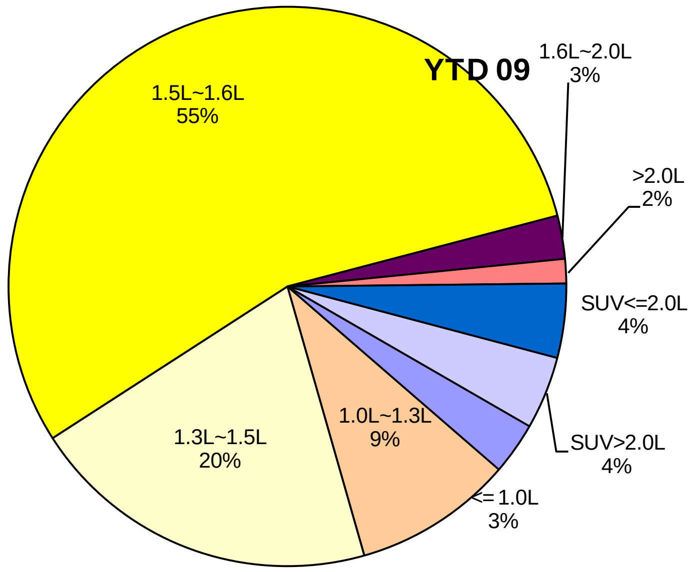
<= 1.0 L	237
1.0L ~ 1.3 L	1,132
1.3L ~1.5 L	1,817
1.5L ~1.6 L	8,161
1.6L ~ 2.0 L	307
> 2.0 L	168
SUV<=2.0 L	405
SUV > 2.0 L	331
PC Volume	**12,558**

For the month of May, the overall total PC market dropped by -37.3% from 20,042 to 12,558 units.

AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Market split YTD 2008 – YTD 2009 in volume



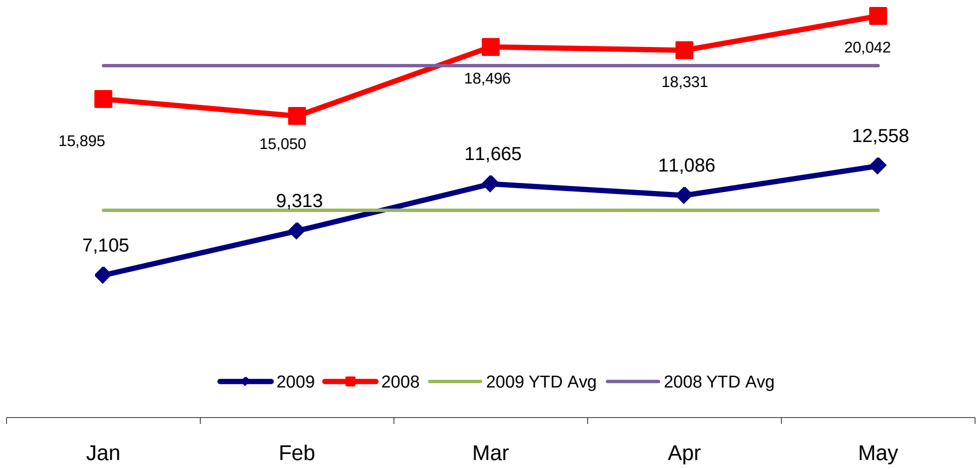


<= 1.0 L	4,611	-66%	<= 1.0 L	1,569
1.0L ~ 1.3 L	7,987	-40%	1.0L ~ 1.3 L	4,767
1.3L ~1.5 L	15,569	-33%	1.3L ~1.5 L	10,494
1.5L ~1.6 L	51,594	-45%	1.5L ~1.6 L	28,475
1.6L ~ 2.0 L	1,732	-25%	1.6L ~ 2.0 L	1,291
> 2.0 L	1,439	-49%	> 2.0 L	737
SUV<=2.0 L	2,012	**10%**	SUV<=2.0 L	2,217
SUV > 2.0 L	2,870	-24%	SUV > 2.0 L	2,177
PC Volume	**87,814**	**-41%**	**PC Volume**	**51,727**

The overall total PC market dropped by -41% from 87,814 units to 51,727 units.

The main reason of this drop is due to the **<= 1.0L** and the **1.5L-1.6L segments** which have respective decrease of: **-66%**, **-45%** over the figures of 2008.

PC Market May 2009 sales analysis in volume

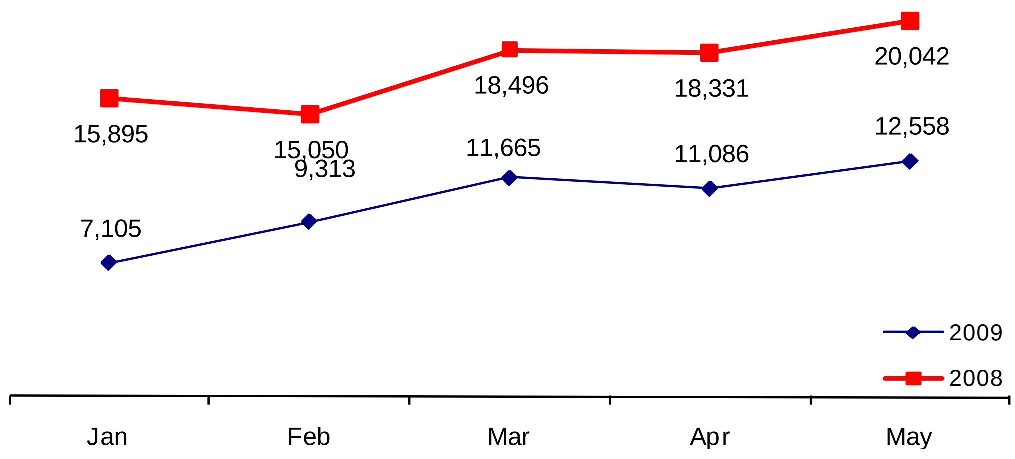


- May 2009 sales volume is higher than 2009 YTD avg. sales by **21.4%**.
- May 2009 sales volume is lower than 2008 YTD avg. sales by **-28.5%**.
- May 2009 sales volume is lower than 2008 avg. sales by **-24.2%.**
- May 2009 sales volume is lower than May 2008 sales by **-37.3%**.
- May 2009 sales volume is lower than April 2009 sales by **13.3%**.

AMIC Egypt
Email: ***AMICEgypt@link.net***

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

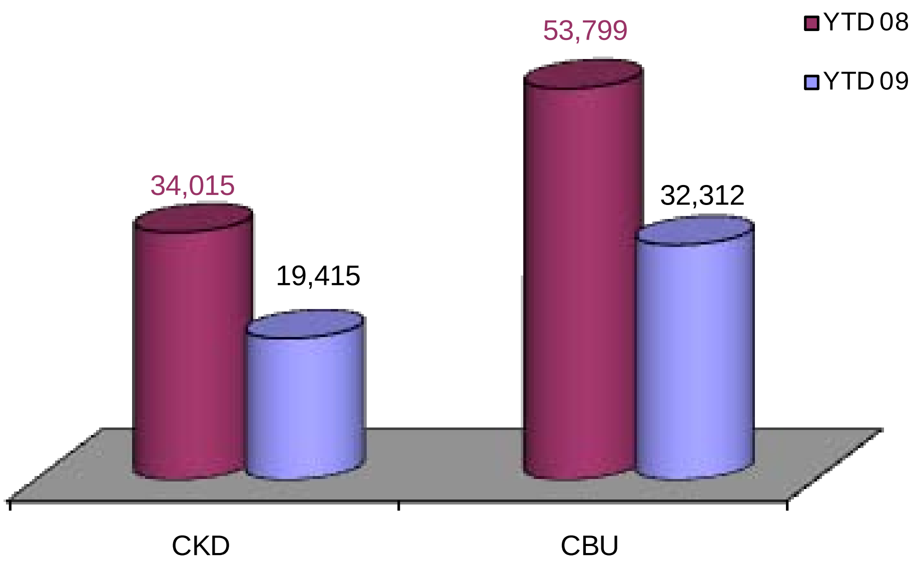
PC Market seasonality YTD 2008 – YTD 2009 in volume



The above Trend analysis graph is showing that for PC; 2009 is following more or less the same seasonality trend of 2008 with an accumulated YTD decline of **-41%.**

AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Market split by Origin YTD 2008 – YTD 2009 in volume

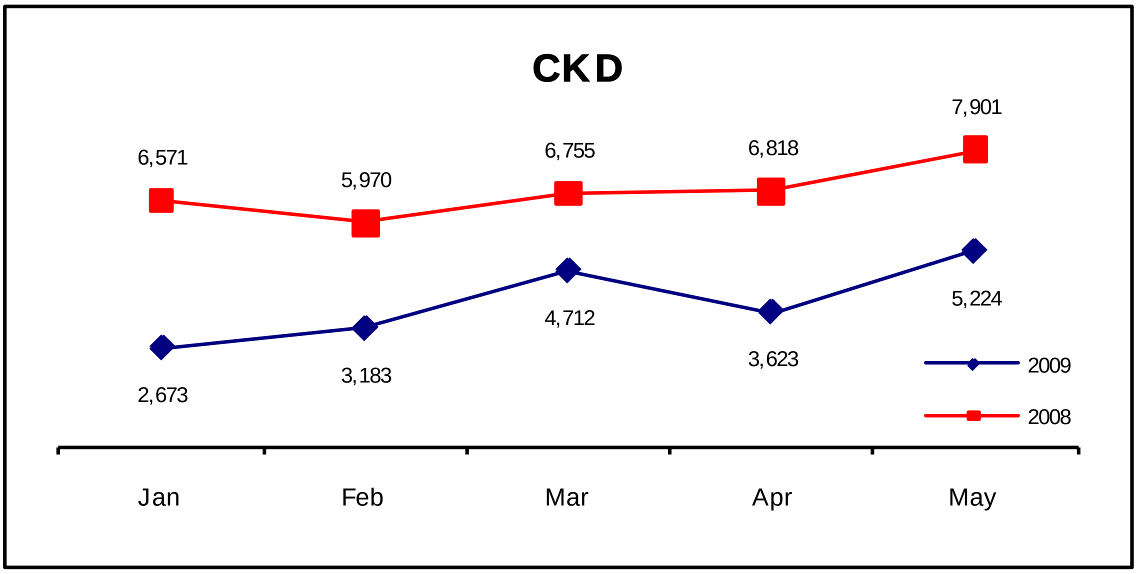


CKD decreased in volume by **-42.9%,** and CBU decreased by **-39.9%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

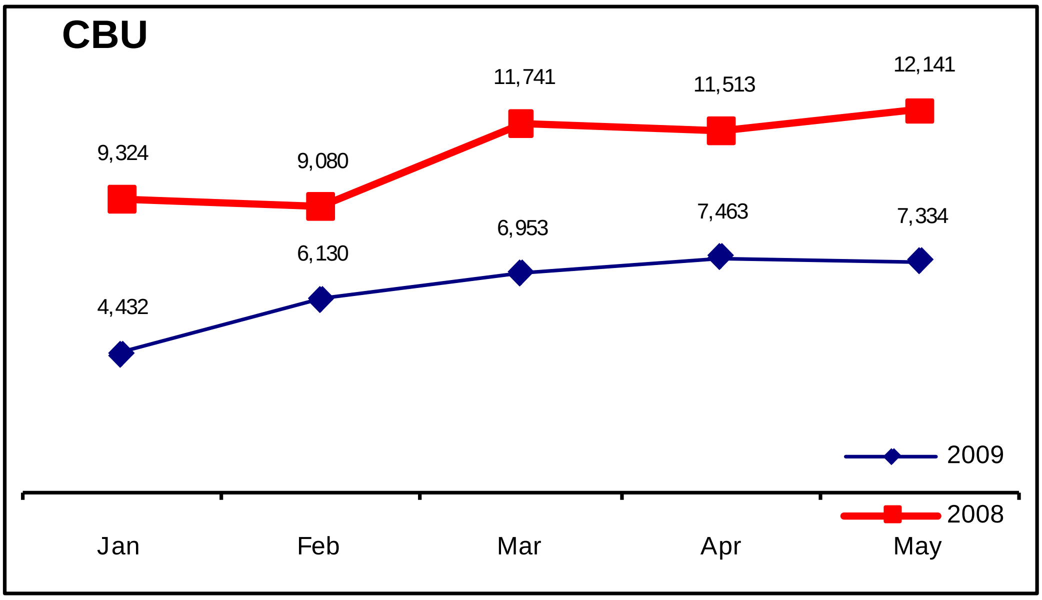
PC CKD Market seasonality YTD 2008 – YTD 2009 in volume



The above Trend analysis graph is showing that for PC; 2009 is following the same seasonality trends of 2008 but with an accumulated YTD decline of **-42.9%.**

AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC CBU Market seasonality YTD 2008 – YTD 2009 in volume

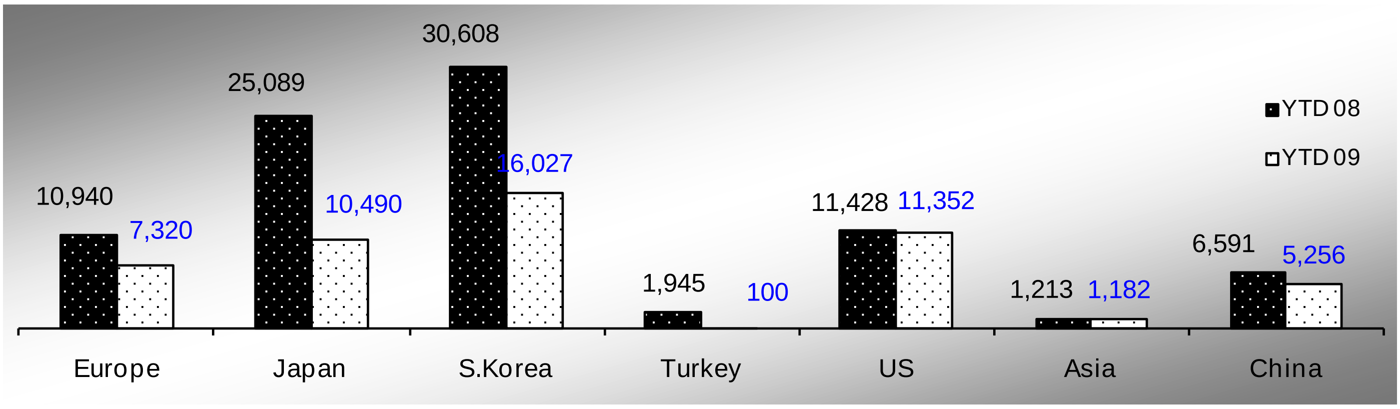


The above Trend analysis graph is showing that for PC; 2009 is following more or less the same seasonality trends of 2008 but with an accumulated YTD decline of **-39.9%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Market split by Brand Origin YTD 2008 – YTD2009 in volume

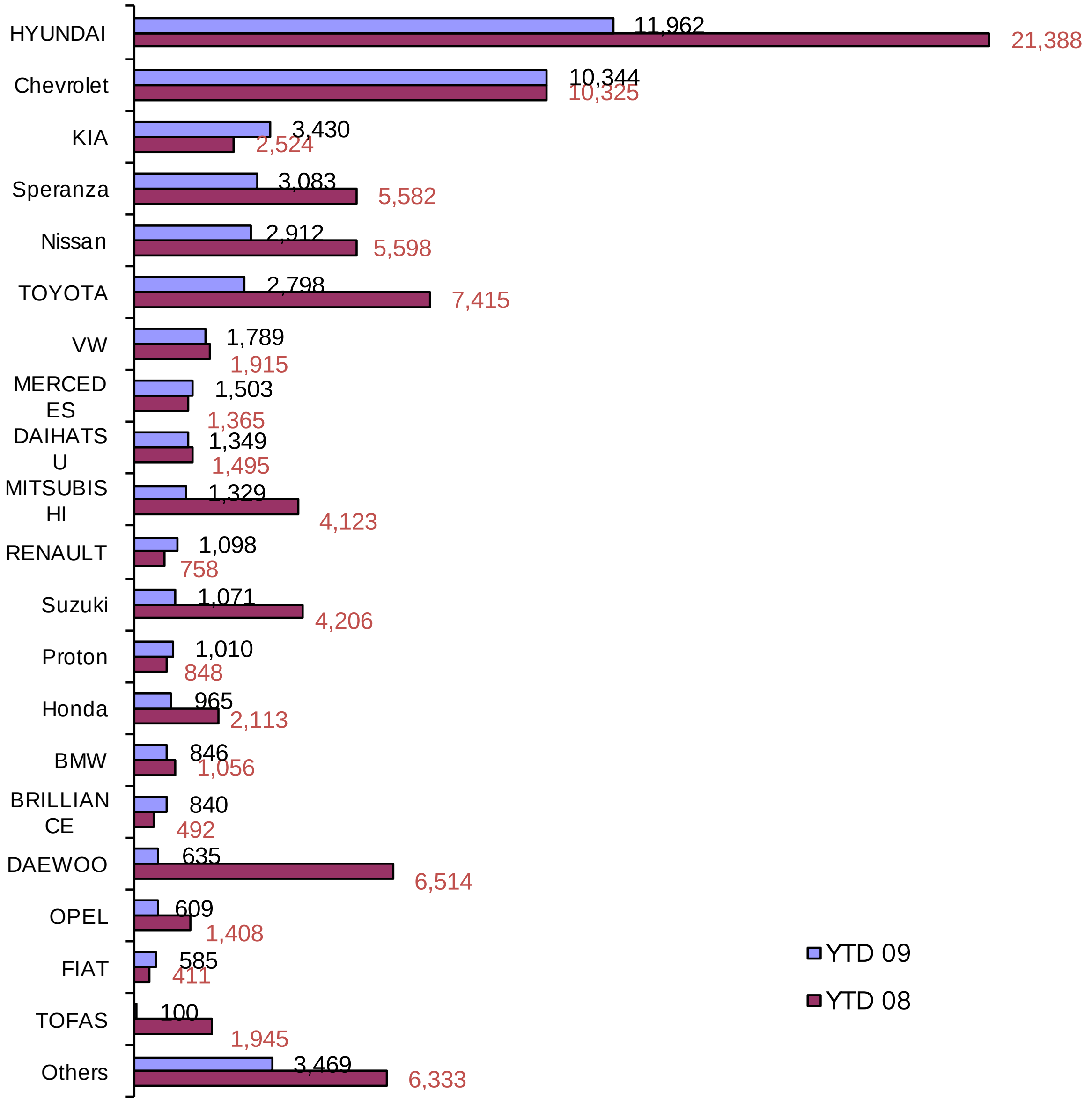


- European decreased by **-33.1%**.
- Japanese decreased by **-58.2%**.
- South Korean decreased by **-47.6%**.
- Turkish dropped by **-94.9%**.
- US decreased by **-0.7%**.
- Asian decreased by **-2.6%**.
- Chinese decreased by **-20.3%**.

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

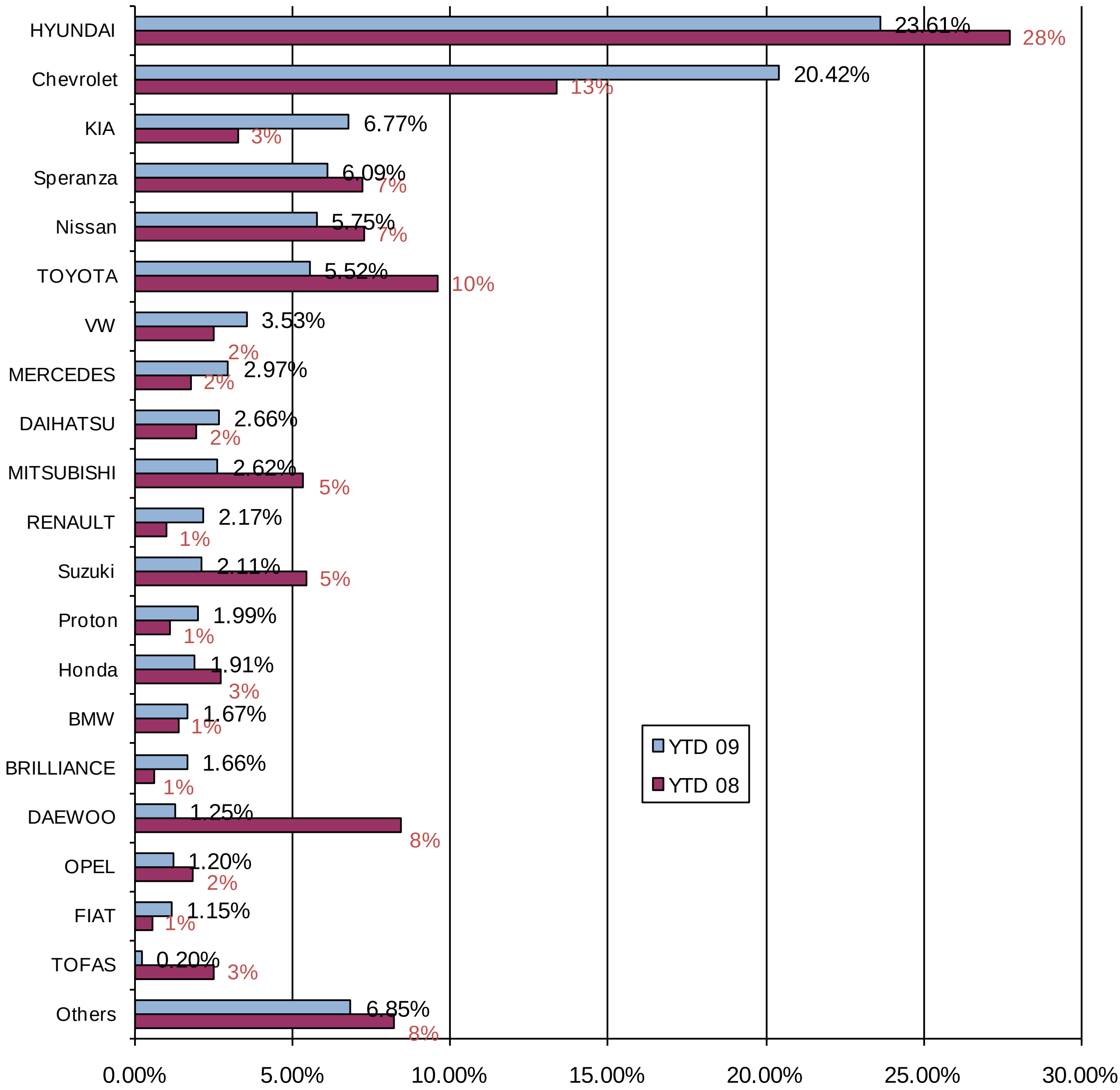
PC Market by Brand YTD 08 – YTD 09 in volume



AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Market by Brand YTD 08 – YTD 09 in Market Share



AMIC Egypt
Email: AMICEgypt@link.net

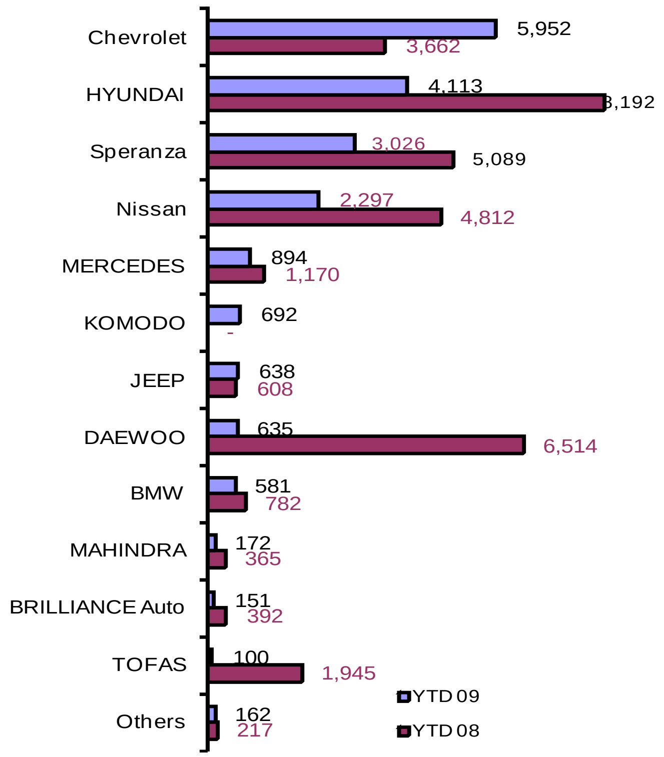
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

AMIC EGYPT
Automotive Marketing Information Council
مجلس معلومات سوق السيارات

Sponsored By

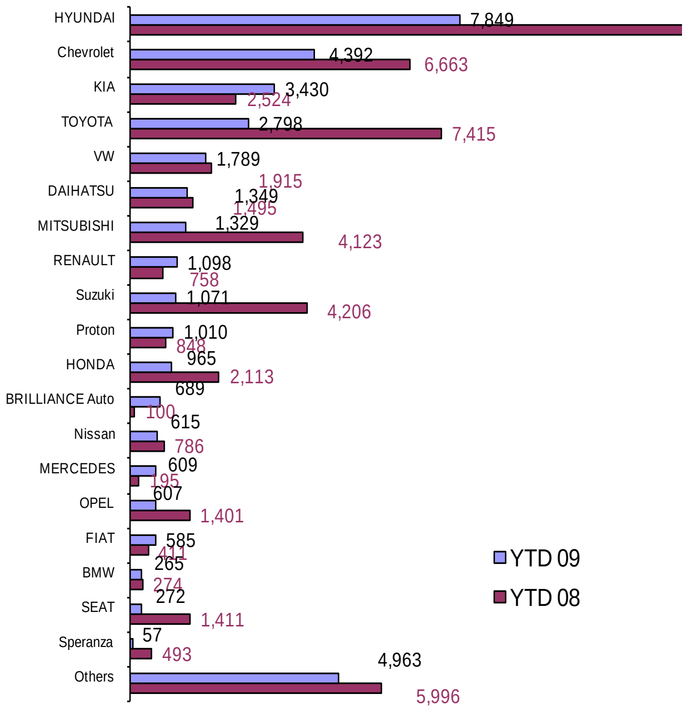
PC Brands by Origin versus CKD & CBU YTD 08 – YTD 09 in volume

CKD



- Hyundai decreased by **-50%**.
- Daewoo dropped by **-90%.**
- Speranza dropped by **-41%**.
- Tofas dropped by **-95%**.
- Brilliance dropped by **-61%.**
- Mercedes dropped by **-24%.**
- BMW decreased by **-26%.**
- Nissan decreased by **-52%.**
- Jeep decreased by **5%.**
- Chevrolet increased by **63%**.
- Mahindra dropped by **-50%**.
- Komodo increased from no sales.

CBU

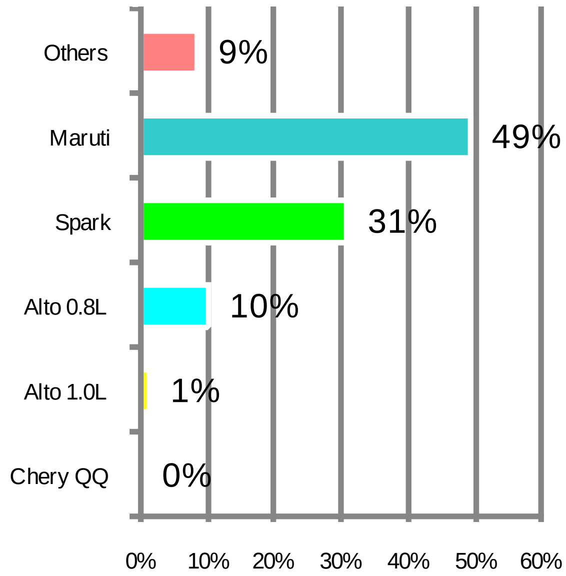


- Hyundai dropped by **-41%**.
- Toyota dropped by **-62%**.
- Mitsubishi dropped **-68%**.
- Renault increased **45%**.
- Chevrolet dropped by **-34%**.
- VW decreased by **-7%**.
- Honda dropped by **-54%**.
- BMW decreased by **-3%**.
- Mercedes increased by **212%**.
- Daihatsu dropped by **-10%**.
- Proton decreased by **19%**.
- Opel dropped by **-57%**.
- Nissan dropped by **-22%**.
- Fiat dropped by **42%**.
- Seat dropped by **-81%**.
- Suzuki dropped by **-75%**.
- Speranza dropped by **-88%**.
- Kia increased by **36%**.
- Brilliance increased by **589%**.

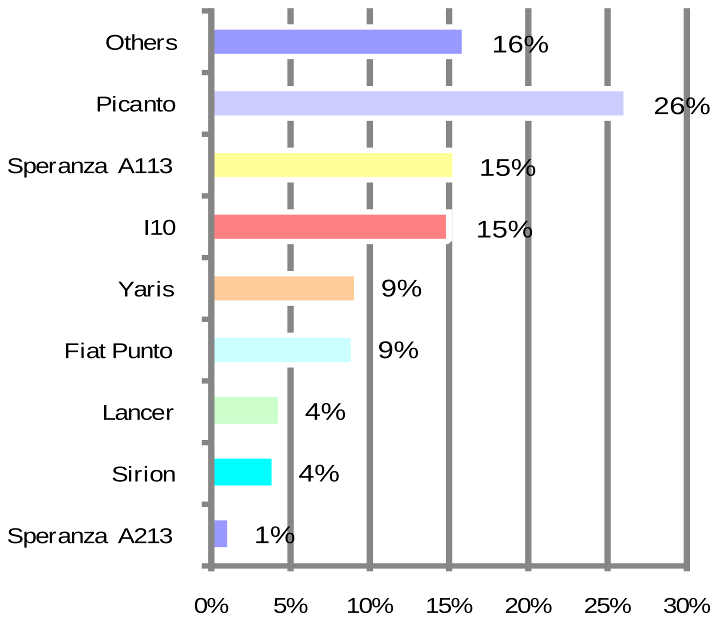
AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Oroubа St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Models market share by segment YTD 09 in volume (continued)



Segment <=1 L
1,569 Units

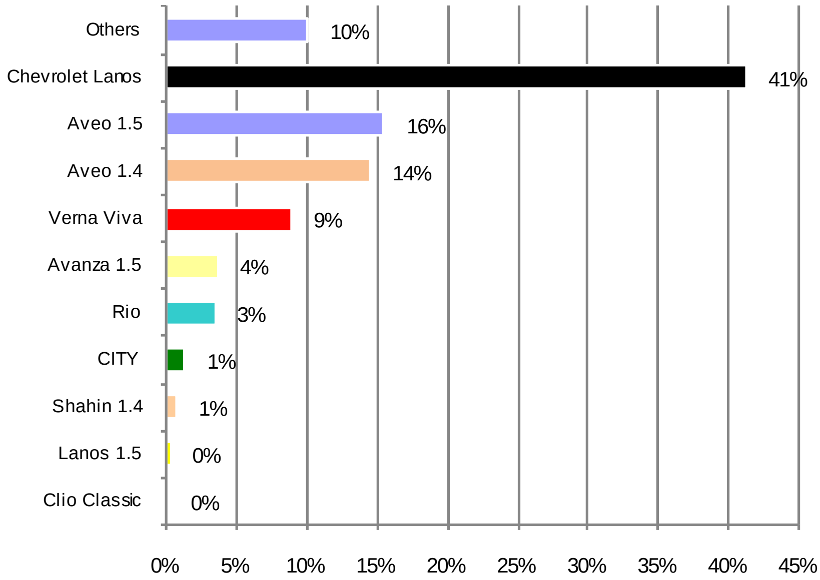


Segment From 1L to 1.3 L
4,767 Units

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Models market share by segment YTD 09 in volume (continued)

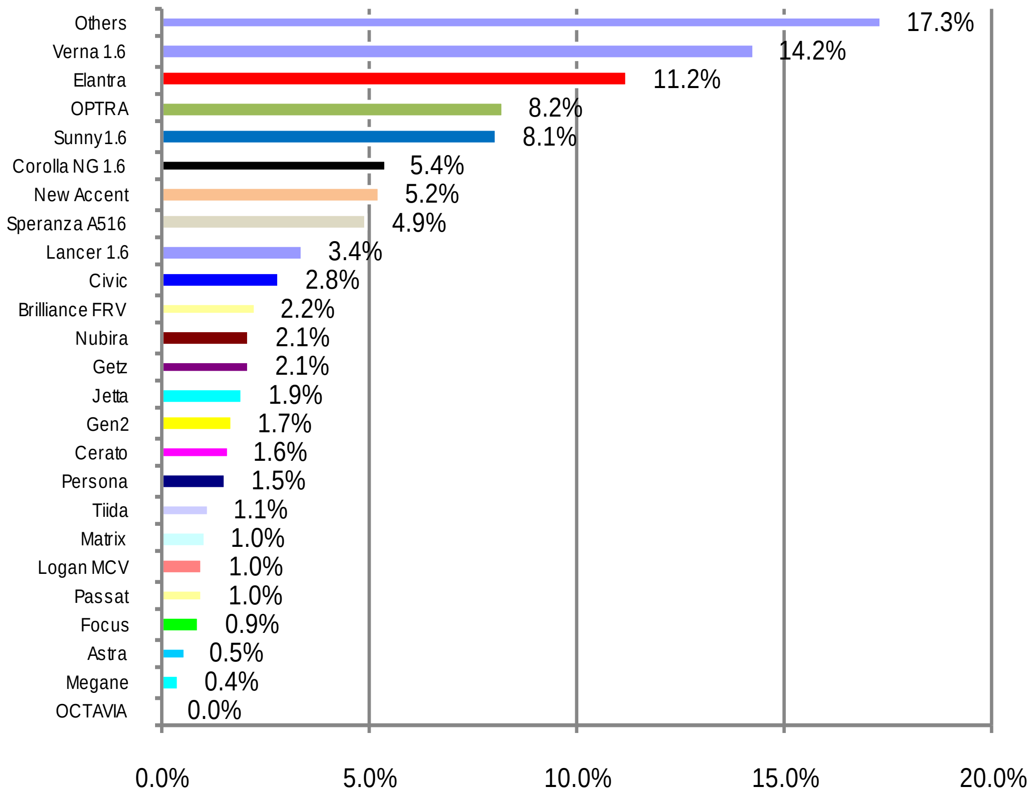


Segment from 1.3L to 1.5L
10,494 Units

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC Models market share by segment YTD 09 in volume (continued)

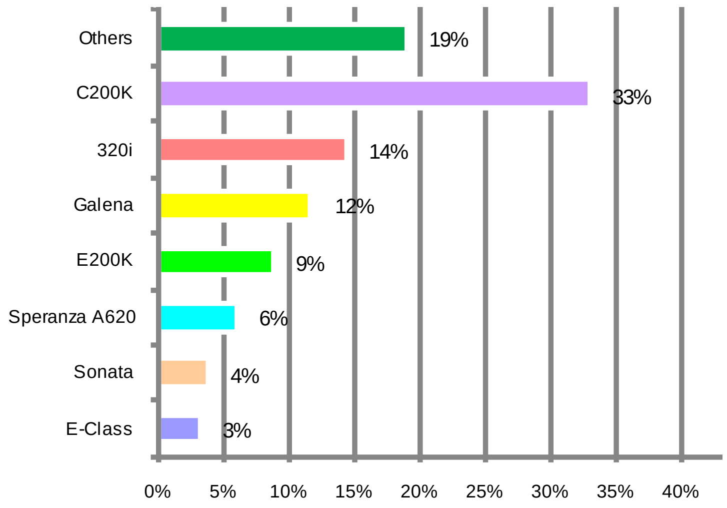


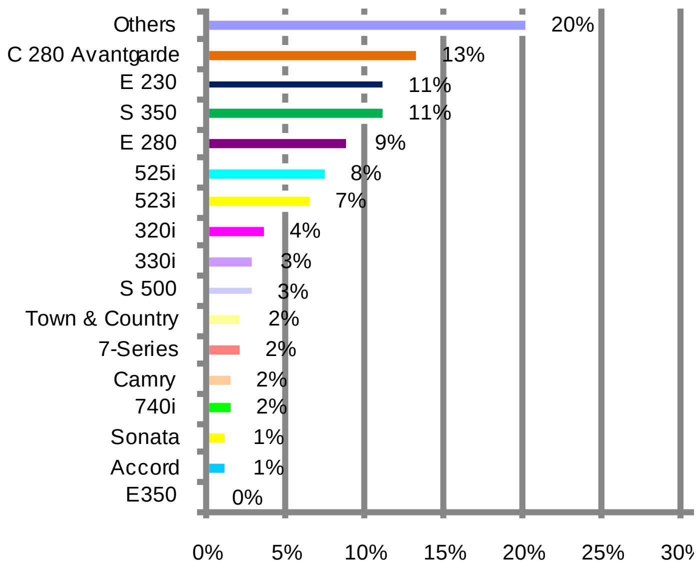
Segment from 1.5L to 1.6L
28,475 Units

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

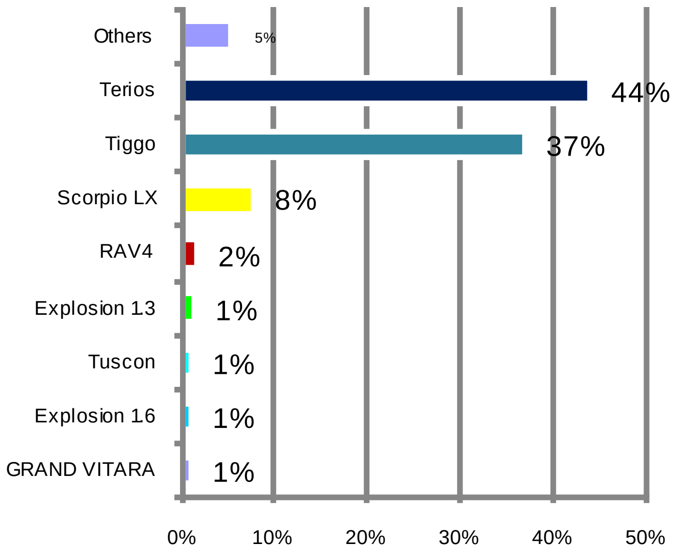
PC Models market share by segment in YTD 09 in volume (continued)

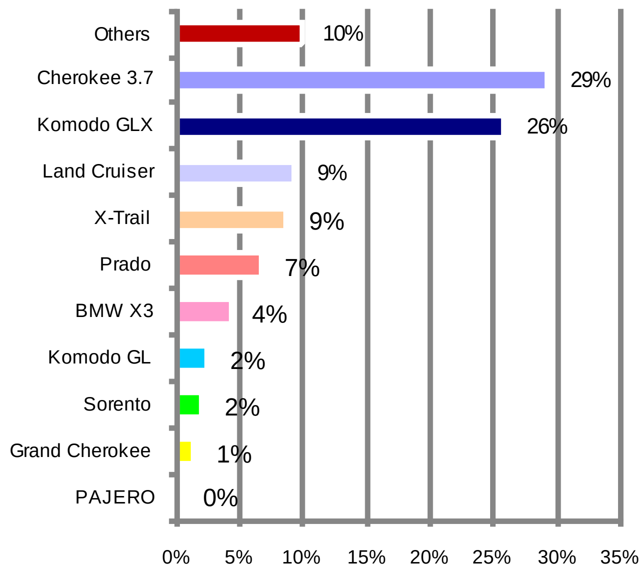




Segment from 1.6L to 2L
1,291 Units

Segment >2L
737 Units





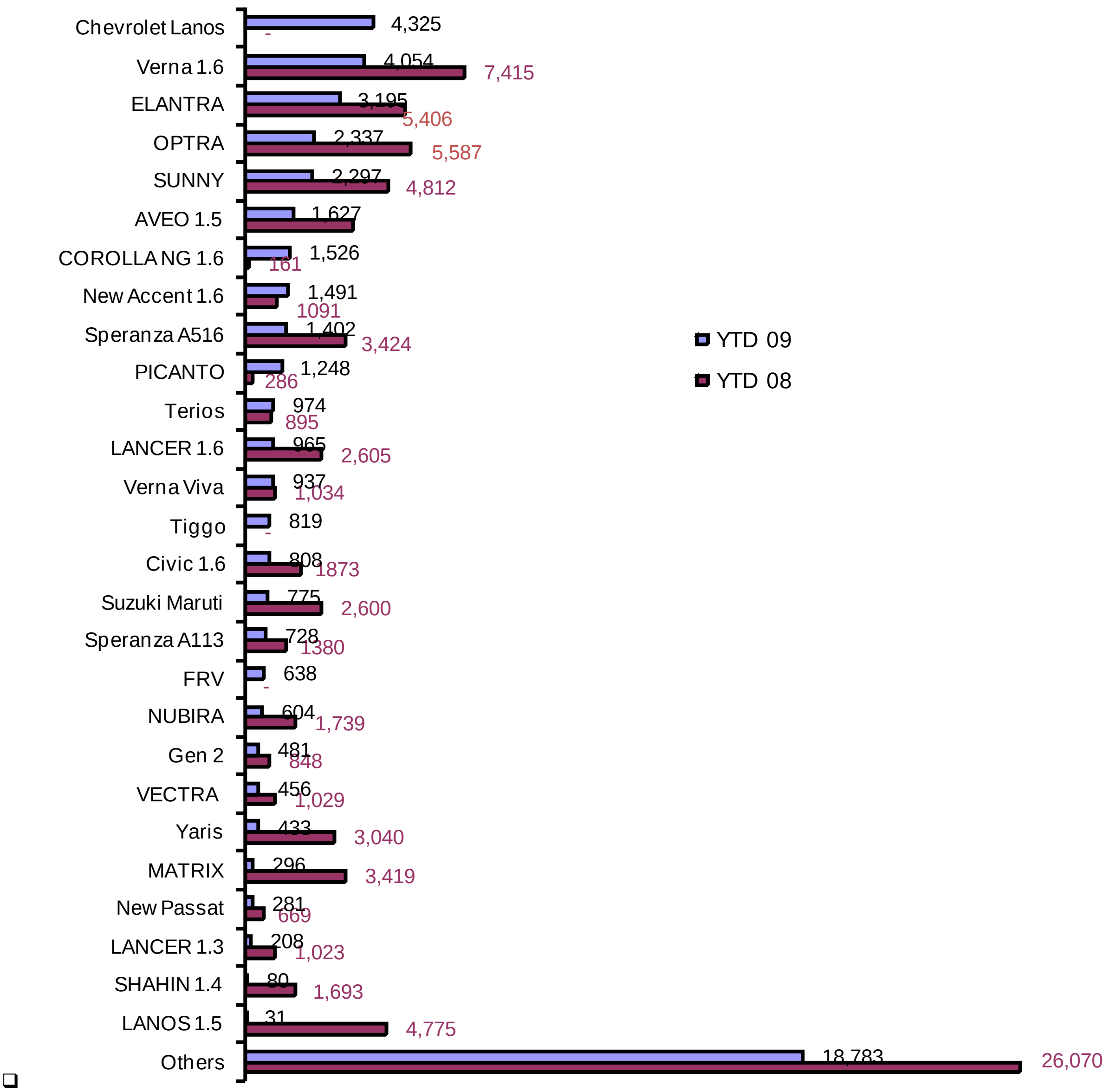
SUV< 2L
2,217 Units

SUV > 2L
2,177 Units

AMIC Egypt
Email: ***AMICEgypt@link.net***

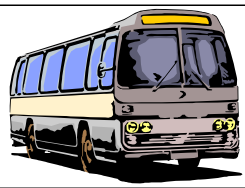
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

PC by Model YTD 08 – YTD 09 in volume (>800 cars)



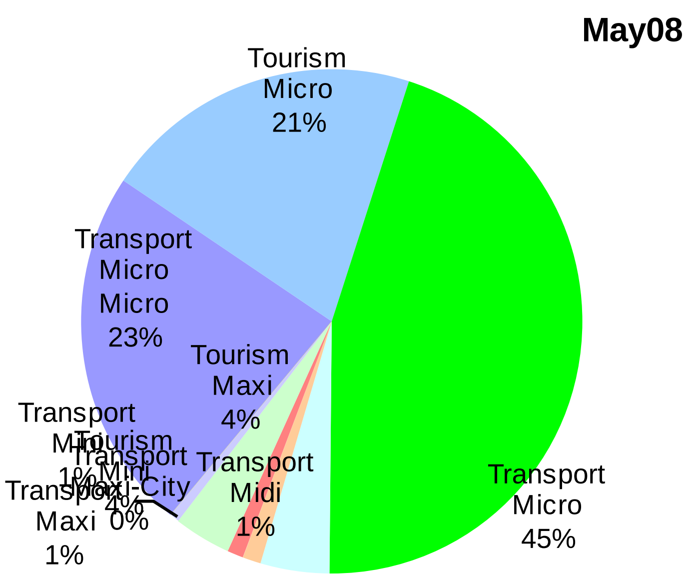
AMIC Egypt
Email: AMICEgypt@link.net

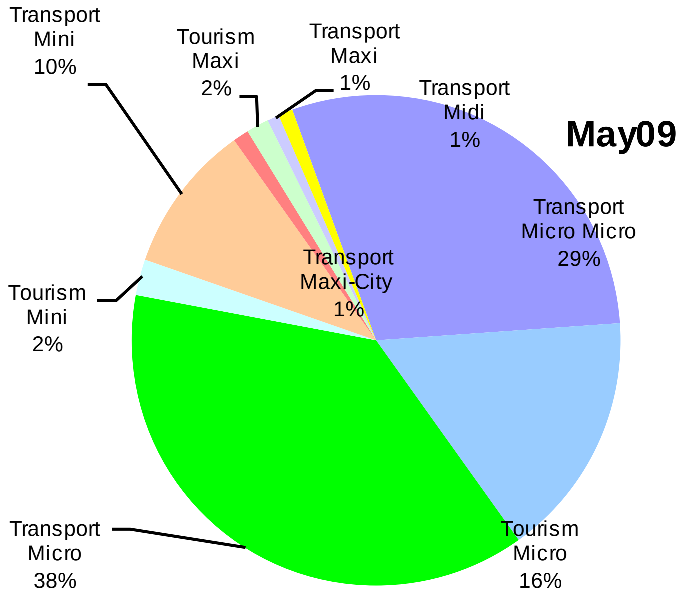
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476



2.3 BUSES

Buses Market split May 08 – May 09 in volume





Transport Micro Micro	336
Tourism Micro	296
Transport Micro	651
Tourism Mini	64
Transport Mini	17
Transport Midi	15
Tourism Maxi	53
Transport Maxi	9
Transport Maxi-City	0
Buses Volume	**1,441**

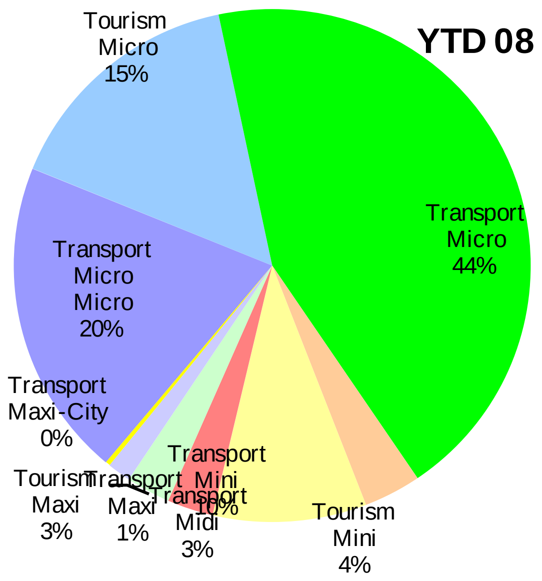
Transport Micro Micro	336
Tourism Micro	185
Transport Micro	432
Tourism Mini	27
Transport Mini	112
Transport Midi	12
Tourism Maxi	17
Transport Maxi	9
Transport Maxi-City	11
Buses Volume	**1,141**

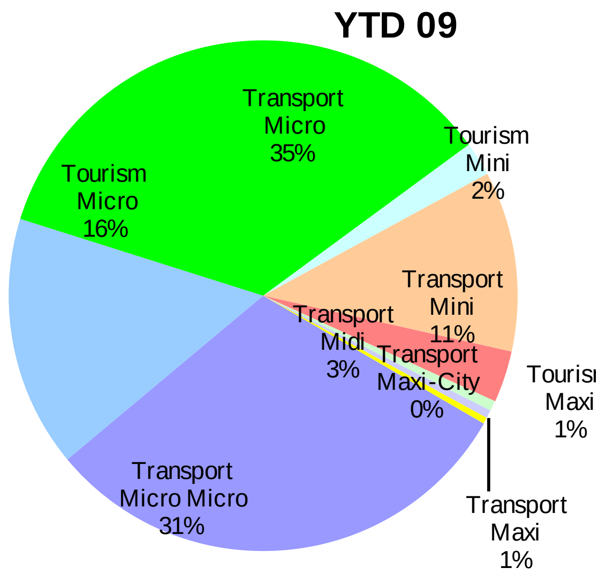
When comparing May 09 to May 08, total Buses Segment decreased by an overall of -20.8% from 1,441 units to 1,141 units. However, the drop is lead mainly by **Tourism Micro -37.5%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Buses Market split YTD 08 – YTD 09 in volume





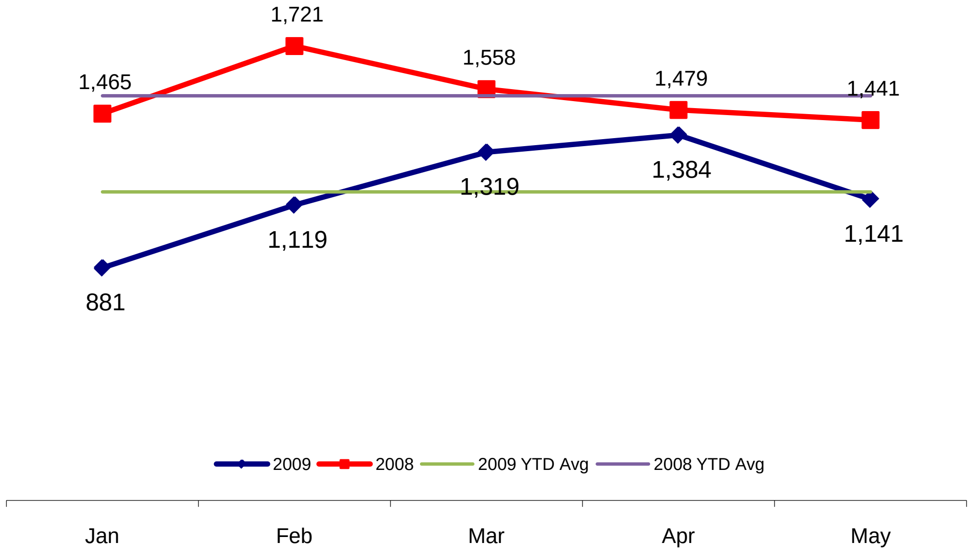
Transport Micro Micro	1,536	**16%**	Transport Micro Micro	1,788
Tourism Micro	1,190	**-22%**	Tourism Micro	931
Transport Micro	3,360	**-39%**	Transport Micro	2,050
Tourism Mini	273	**-54%**	Tourism Mini	126
Transport Mini	738	**-10%**	Transport Mini	667
Transport Midi	220	**-13%**	Transport Midi	191
Tourism Maxi	212	**-82%**	Tourism Maxi	38
Transport Maxi	113	**-73%**	Transport Maxi	30
Transport Maxi-City	22	**5%**	Transport Maxi-City	23
Buses Volume	**7,664**	**-24%**	**Buses Volume**	**5,844**

When comparing YTD 09 to YTD 08, total Buses Segment dropped by an overall of **-24%** from **7,664** units to **5,844** units**. Transport segments** volume decreased by **-20.7%. Tourism segments** volume decreased by **-34.6%.**

AMIC Egypt
Email: ***AMICEgypt@link.net***
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Sponsored By

Buses Market May 2009 sales analysis in volume



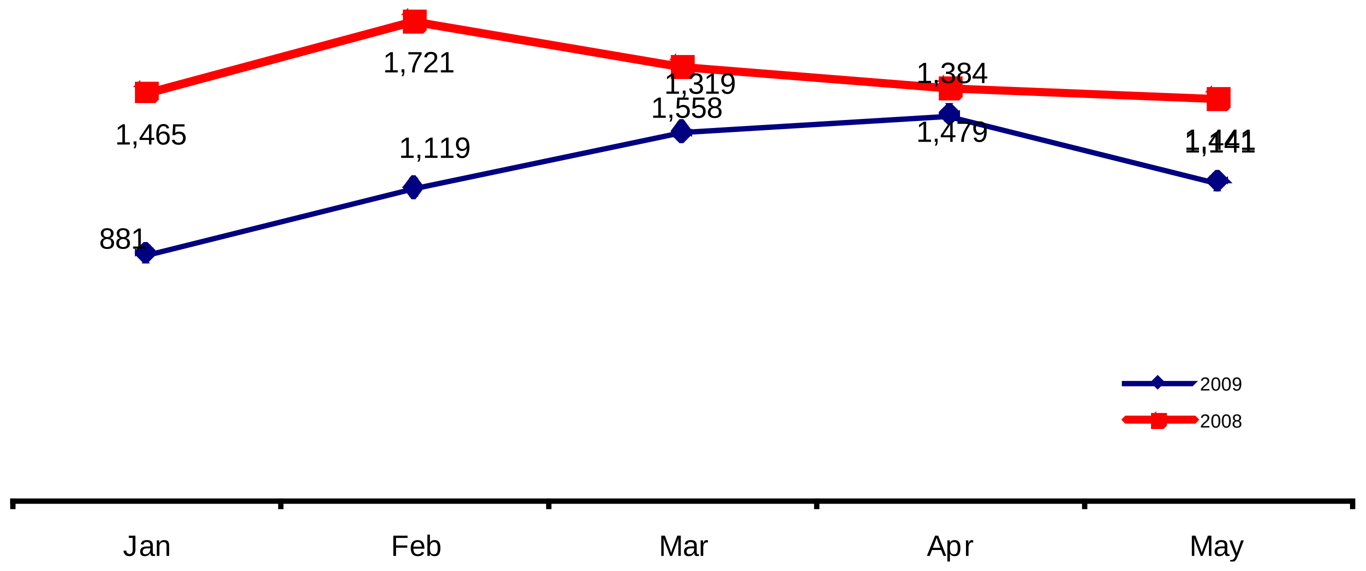
- May 2009 sales volume is higher than 2009 YTD avg. sales by **-2.4%**.
- May 2009 sales volume is lower than 2008 YTD avg. sales by **-25.6%**.
- May 2009 sales volume is lower than 2008 avg. sales by **-21.6%**.
- May 2009 sales volume is lower than May 2008 sales by **-20.8%**.
- May 2009 sales volume is higher than April 2009 sales by **-17.6%**.

AMIC Egypt
Email: ***AMICEgypt@link.net***

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Sponsored By

Buses Market seasonality YTD 08 – YTD 09 in volume

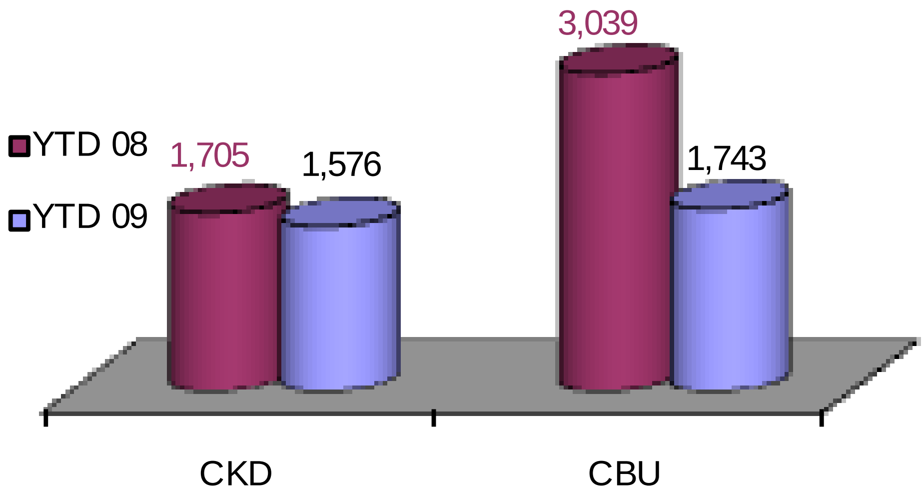


The above graph is showing that for Buses Market, 2009 trend is following more or less the same seasonality trends of 2008, but there is an accumulated YTD decline in units of **-23.7%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Buses Market YTD 08 – YTD 09 by Origin in volume

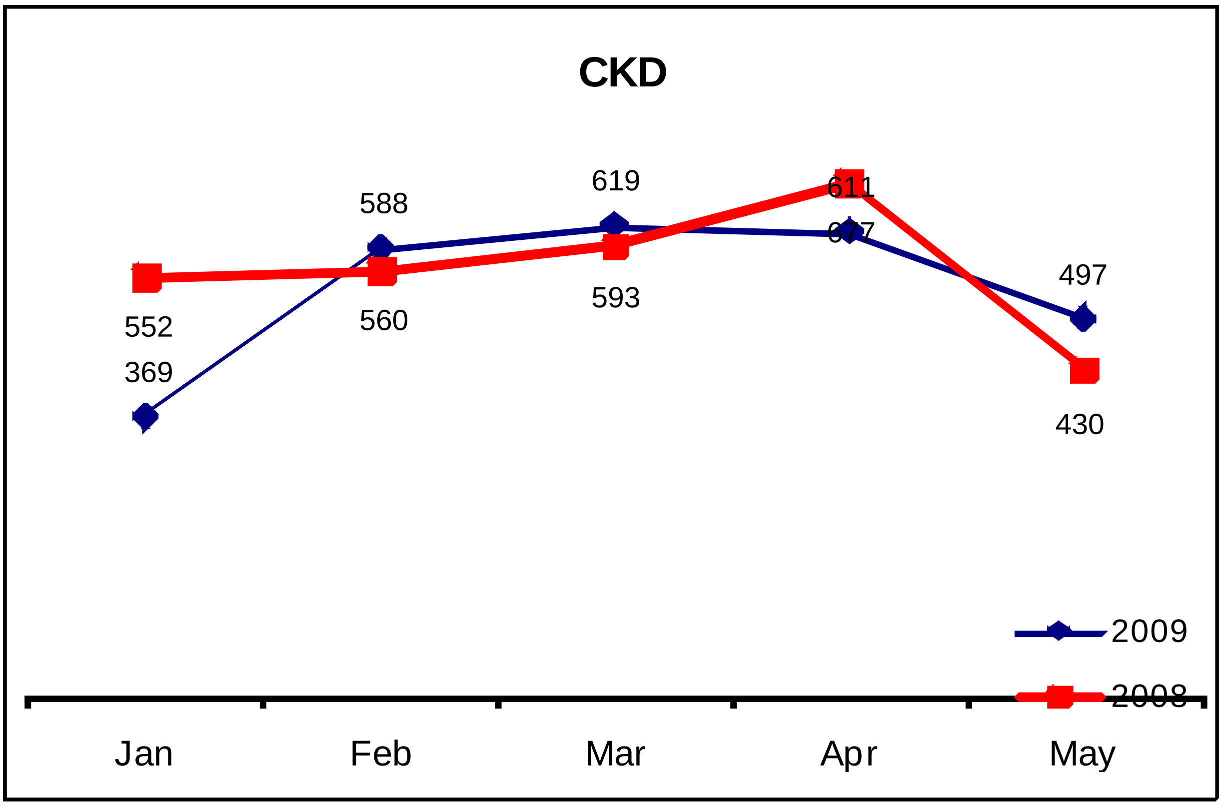


CKD decreased in volume by **-4.6%** against last year volume, and CBU decreased by **-34.9%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

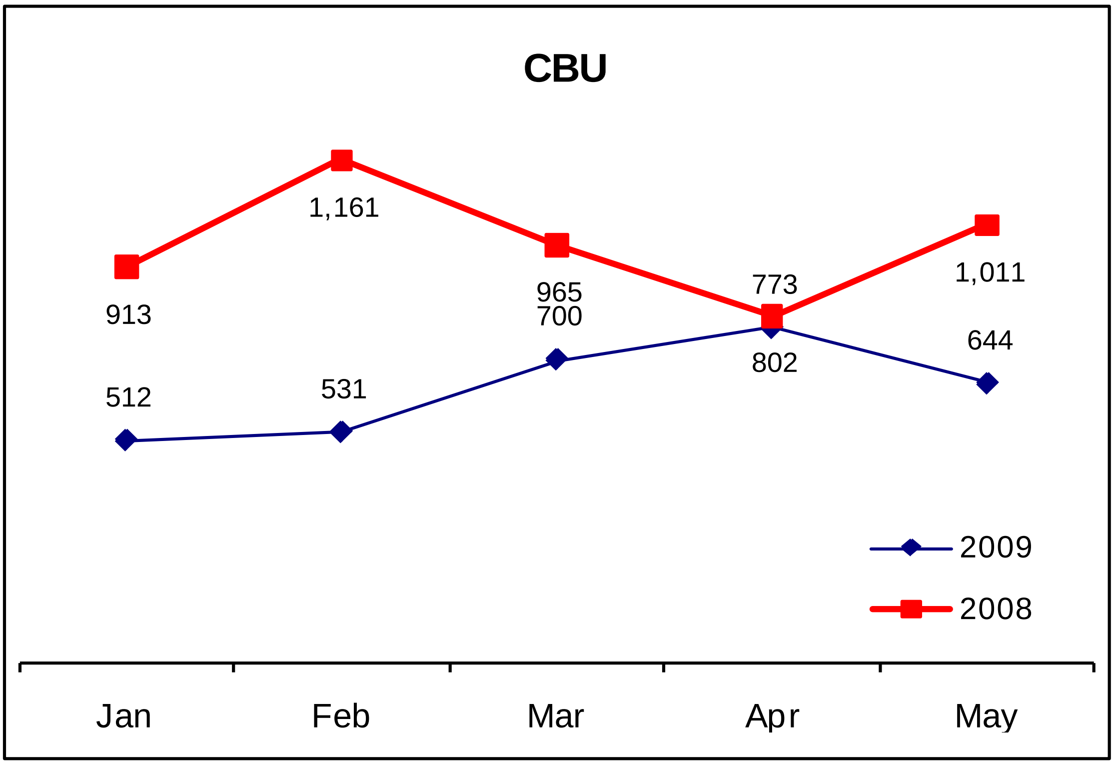
Buses CKD Market seasonality YTD 08 – YTD 09 in volume



The above graph is showing that for Buses CKD Market, 2009 trend is not following the same seasonality trends of 2008 but there is an accumulated YTD decline in units of **-4.6%**.

AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

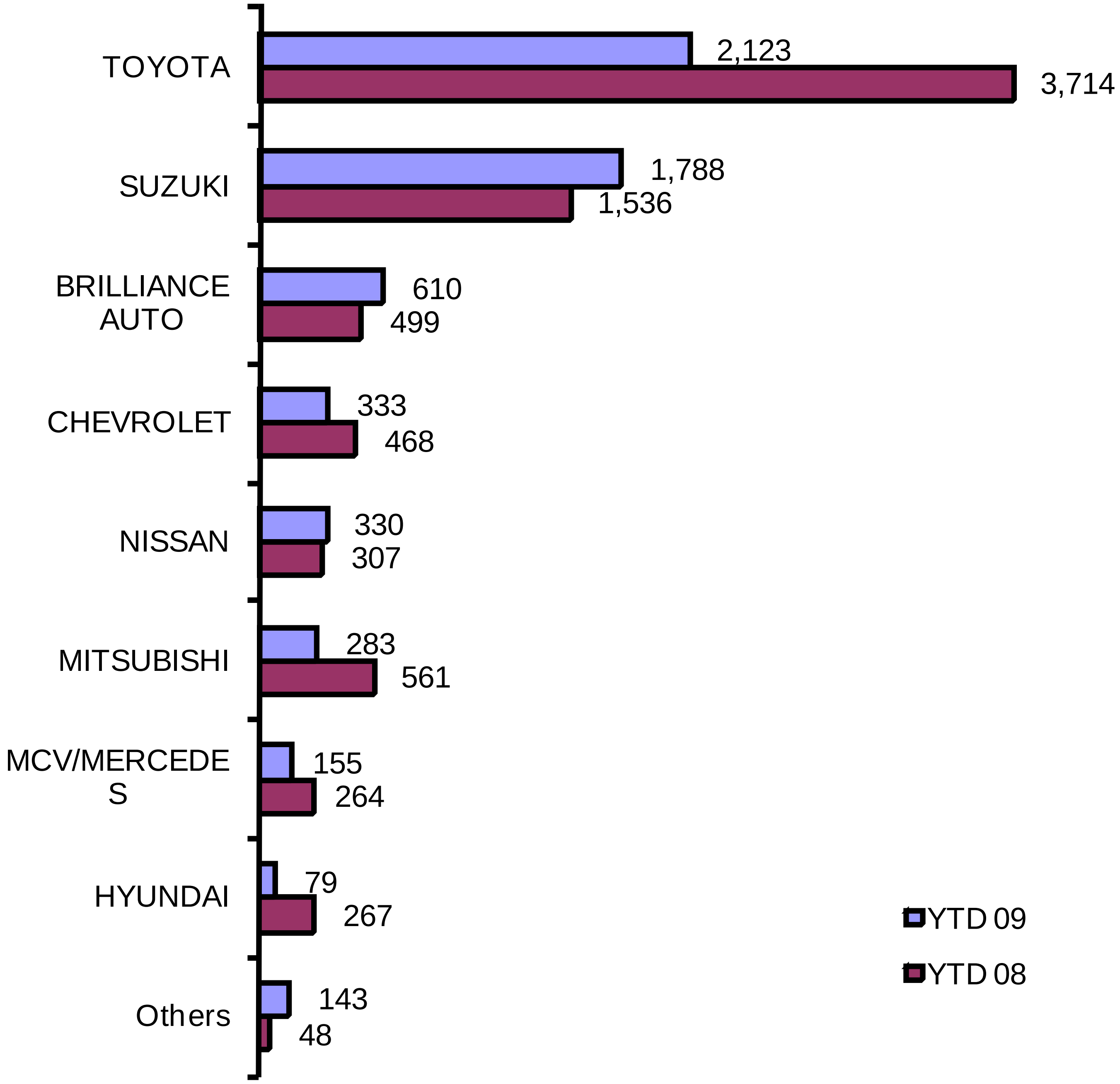
Buses CBU Market seasonality YTD 08 – YTD 09 in volume



The above graph is showing that for Buses CBU Market, 2009 trend is not following the same seasonality trends of 2008, but there is an accumulated YTD decline in units of **-34.9%.**

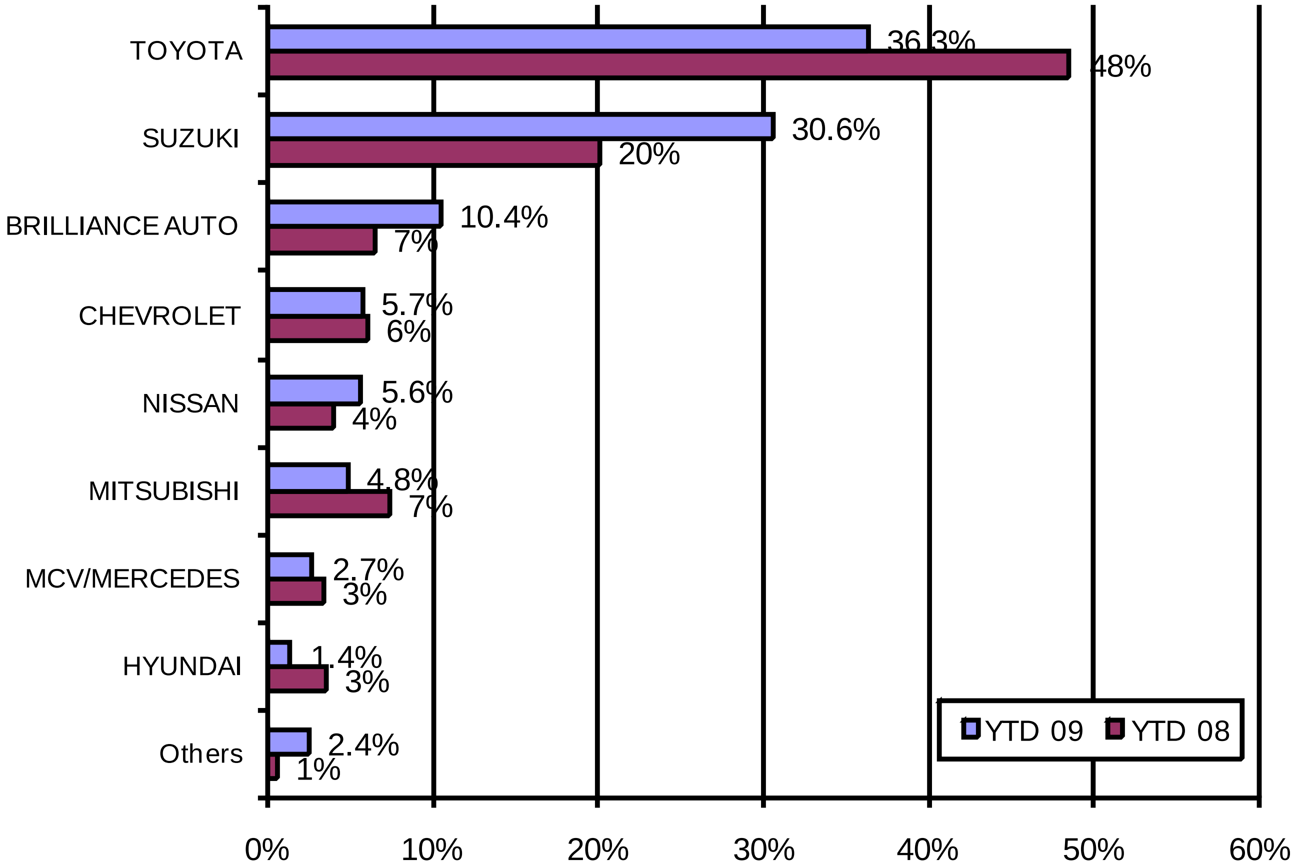
AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Buses Market by Brand YTD 08 – YTD 09 in volume



AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

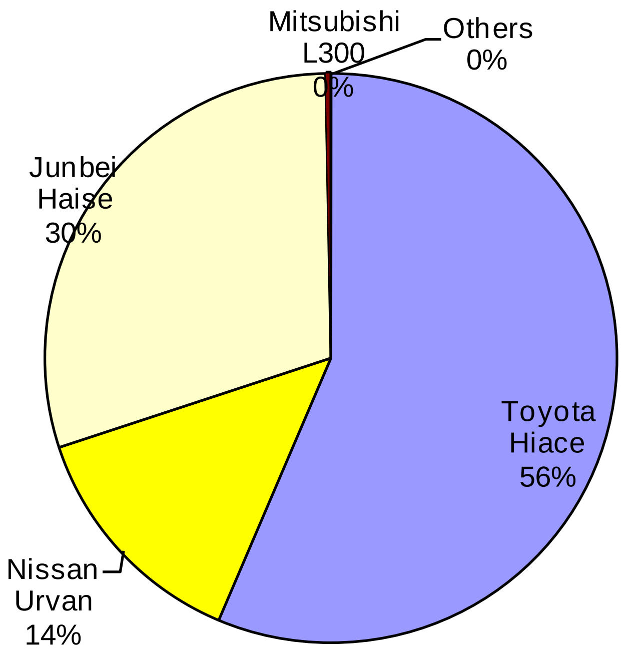
Buses Market by Brand YTD 08 – YTD 09 in Market Share



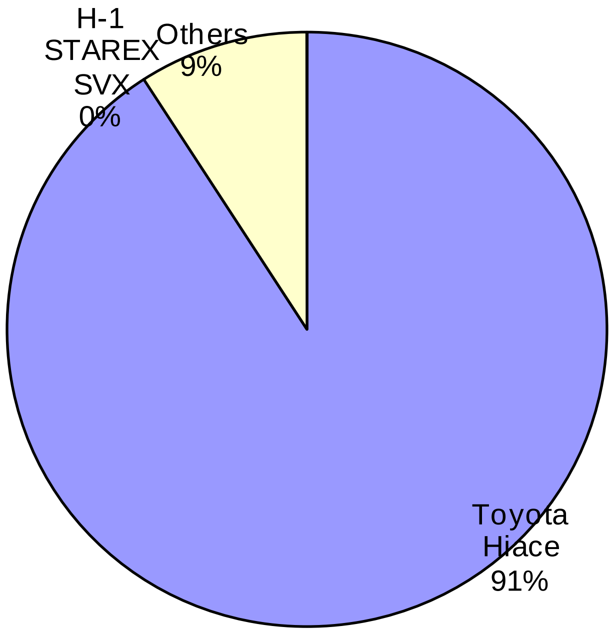
AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Buses Models Market Share By Segment YTD 09 In Volume



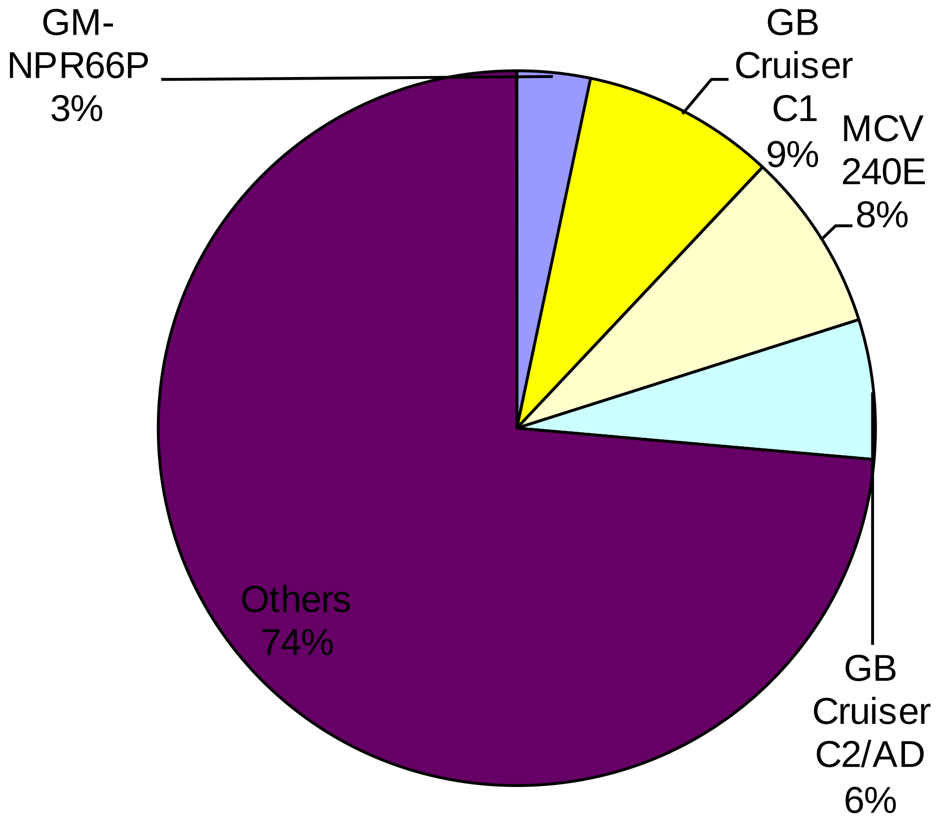
Transport Micro Segment
2,050 Units



Tourism Micro Segment
931 Units

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

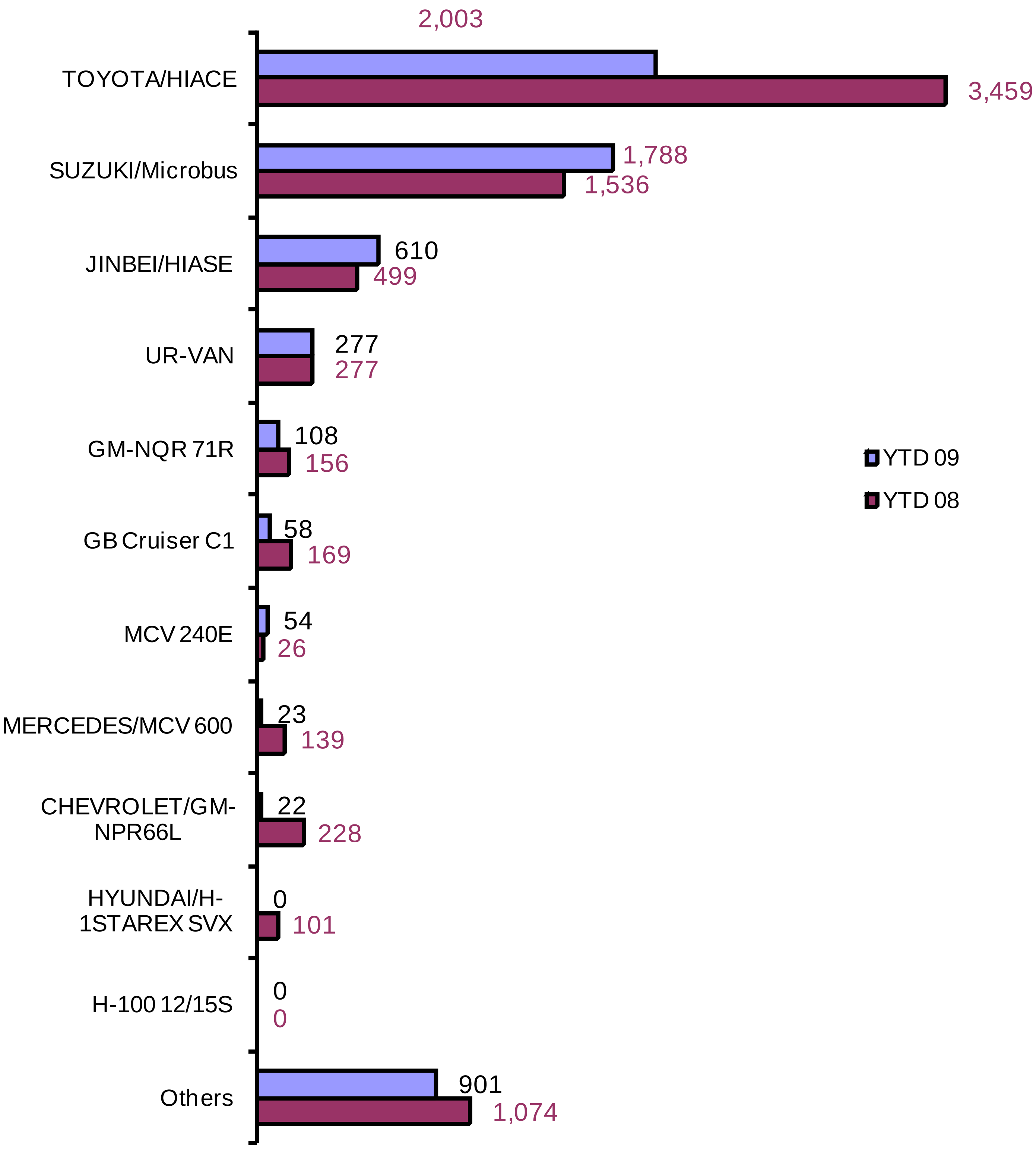


Transport Mini Segment
667 Units

AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Sponsored By

Buses by Model YTD 08 – YTD 09 in volume

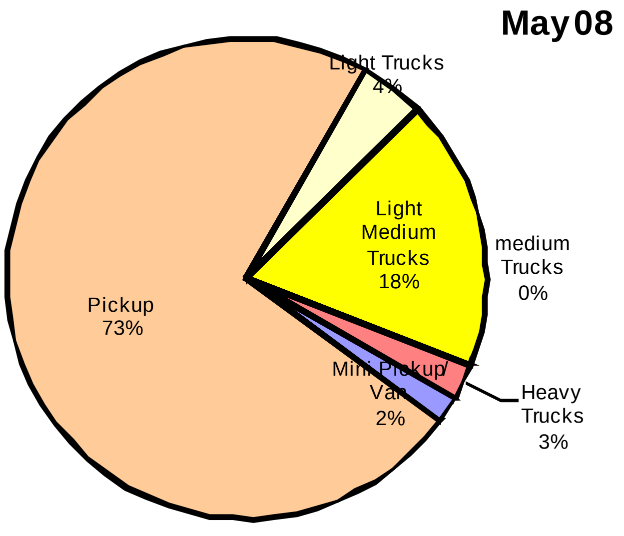


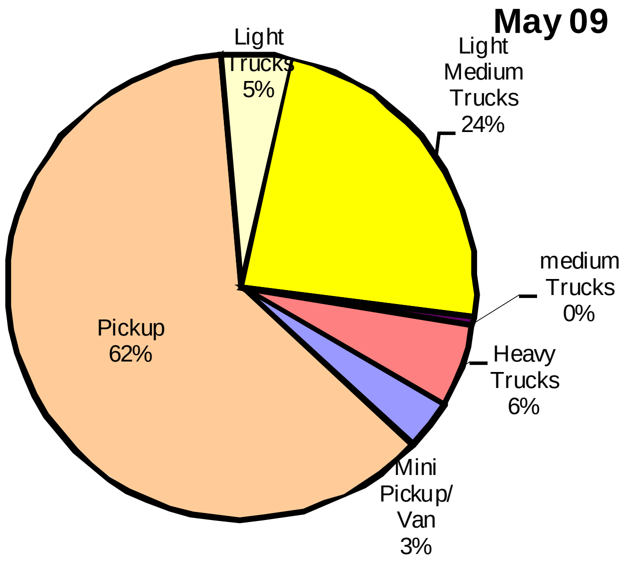
AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

2.4 TRUCKS

Trucks Market split May 09 – May 08 in volume





Mini Pickup /Van	69
Pickup	2859
Light Trucks	171
Light Medium Trucks	712
Medium Trucks	0
Heavy Trucks	96
Truck Volume	**3,907**

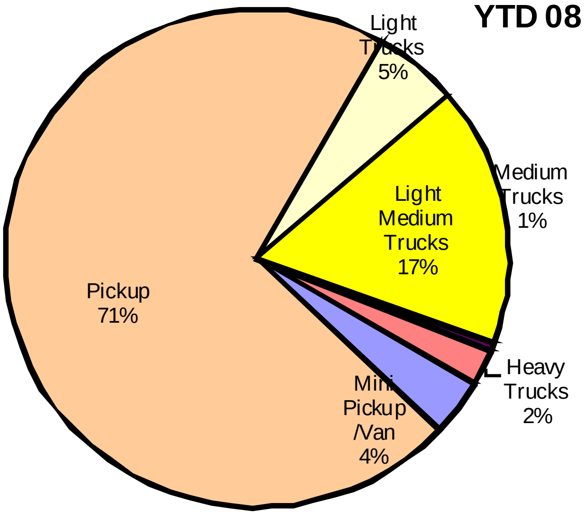
Mini Pickup /Van	80
Pickup	1376
Light Trucks	110
Light Medium Trucks	528
Medium Trucks	13
Heavy Trucks	125
Truck Volume	**2,232**

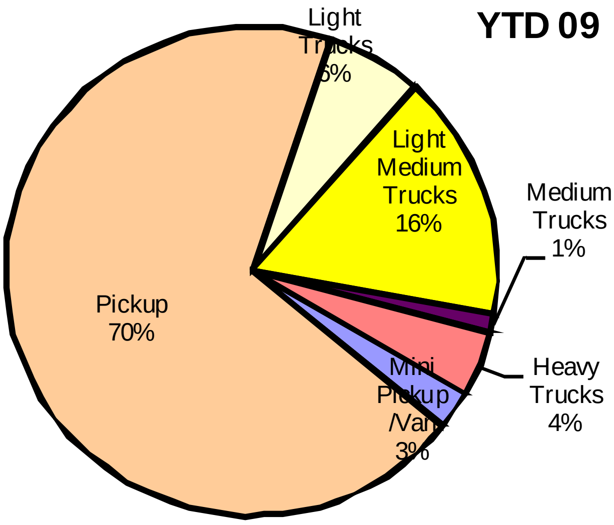
Trucks segment decreased by **-43%**, mainly due to **Pickup segment's** decrease by **-52%** and the **Light Medium Trucks segment** decrease by **-26%**.

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks Market split YTD 08 – YTD 09 in volume





Mini Pickup /Van	752	-56%	Mini Pickup /Van	330
Pickup	14,169	-35%	Pickup	9,206
Light Trucks	1,077	-24%	Light Trucks	822
Light Medium Trucks	3,341	-35%	Light Medium Trucks	2,161
Medium Trucks	104	52%	Medium Trucks	158
Heavy Trucks	455	26%	Heavy Trucks	573
Truck Volume	**19,898**	**-33%**	**Truck Volume**	**13,250**

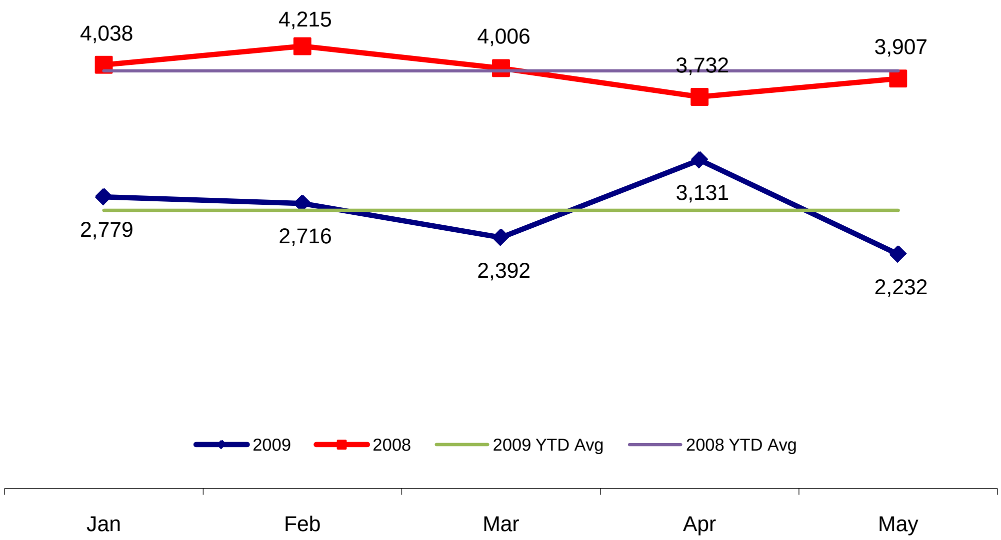
Trucks segment dropped by **-33%,** mainly due to **Pickup segment** decrease by **-35%** which has the highest contribution in volume.

AMIC Egypt
Email: ***AMICEgypt@link.net***

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Sponsored By

Trucks Market May 08 sales analysis in volume

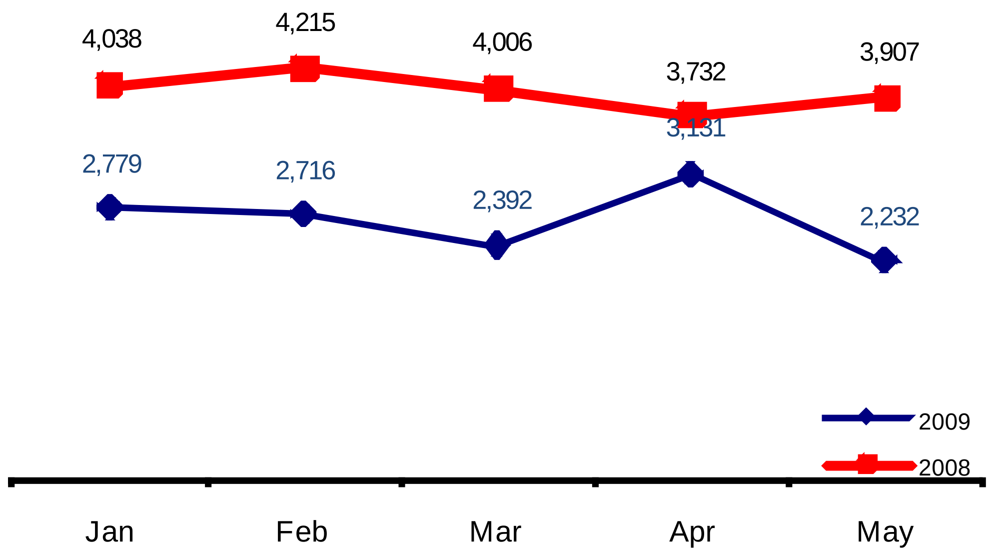


- May 2009 sales volume is higher than 2009 YTD avg. sales by **-15.8%.**
- May 2009 sales volume is lower than 2008 YTD avg. sales by **-43.9%.**
- May 2009 sales volume is lower than 2008 avg. sales by **-41.4%.**
- May 2009 sales volume is lower than May 2008 sales by **-42.9%**
- May 2009 sales volume is higher than April 2009 sales by **-28.7%.**

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks Market Seasonality YTD 08 – YTD 09 in volume

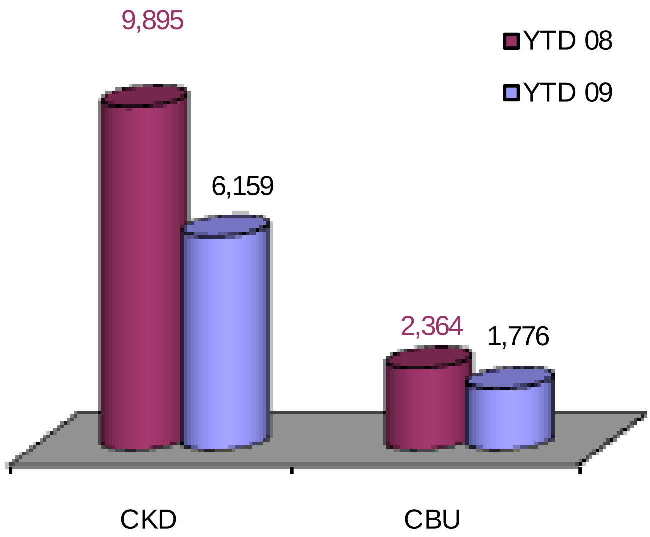


The above Trend analysis graph is showing that for Trucks; 2009 is following more or less the same seasonality trends of 2008 but showing an accumulated YTD decline of **-33%**.

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks Market YTD 08 – YTD 09 by Origin in volume

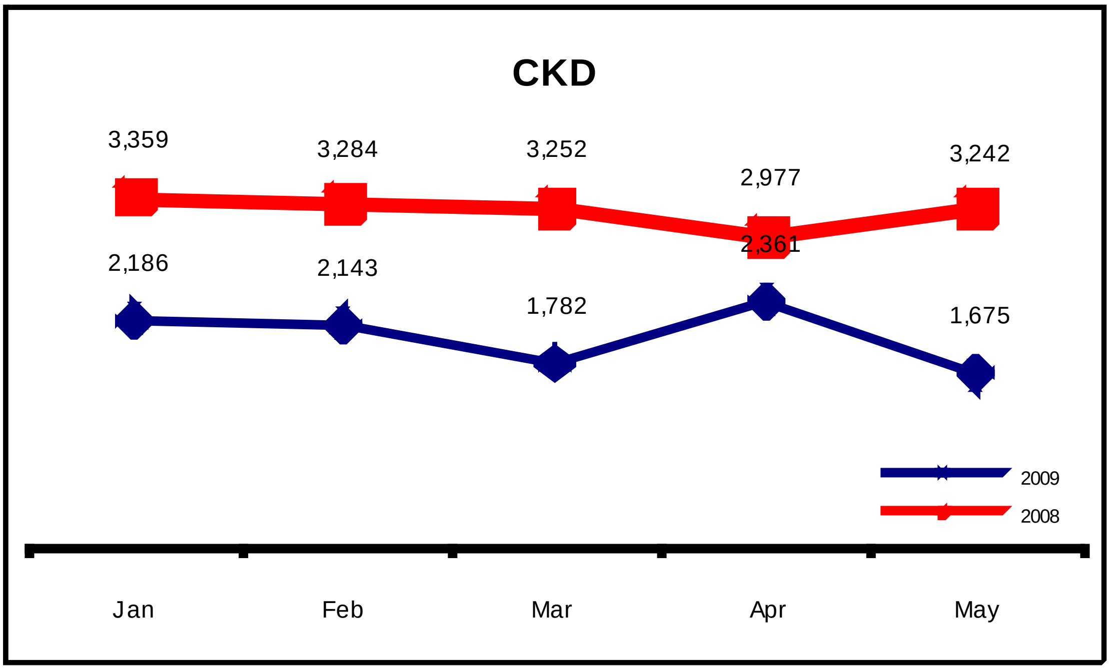


CKD dropped by **-37.0%** and **CBU** dropped by **-18.0%.** However, CKD volume has much more influence on YTD volume than CBU.

AMIC Egypt
Email:* *AMICEgypt@link.net

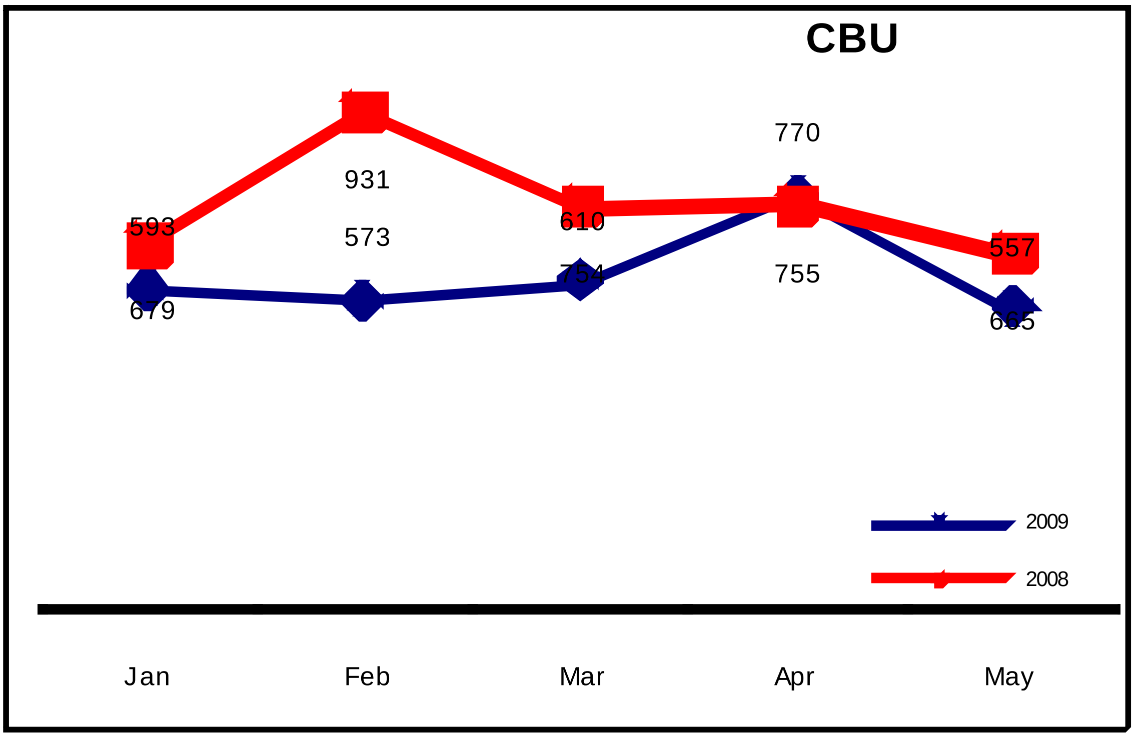
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks CKD Market seasonality YTD 08 – YTD 09 in volume



The above Trend analysis graph is showing that for Trucks; 2009 is following more or less the same seasonality trends of 2008 until May but showing an accumulated YTD decline of **-37.0%.**

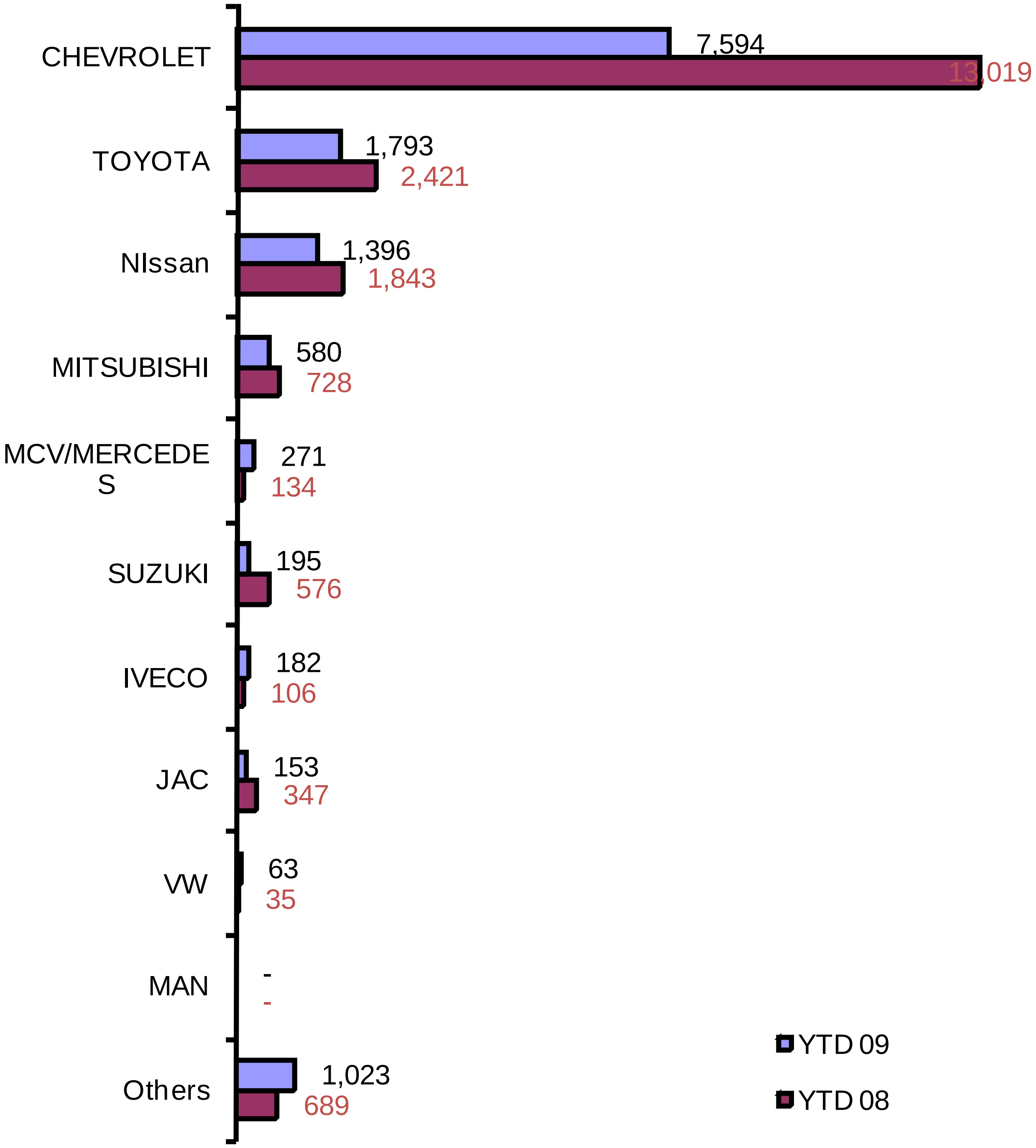
Trucks CBU Market seasonality YTD 08 – YTD 09 in volume



The above Trend analysis graph is showing that for Trucks; 2009 is not following the same seasonality trends of 2008 but showing an accumulated YTD decline of **-18.0%**.

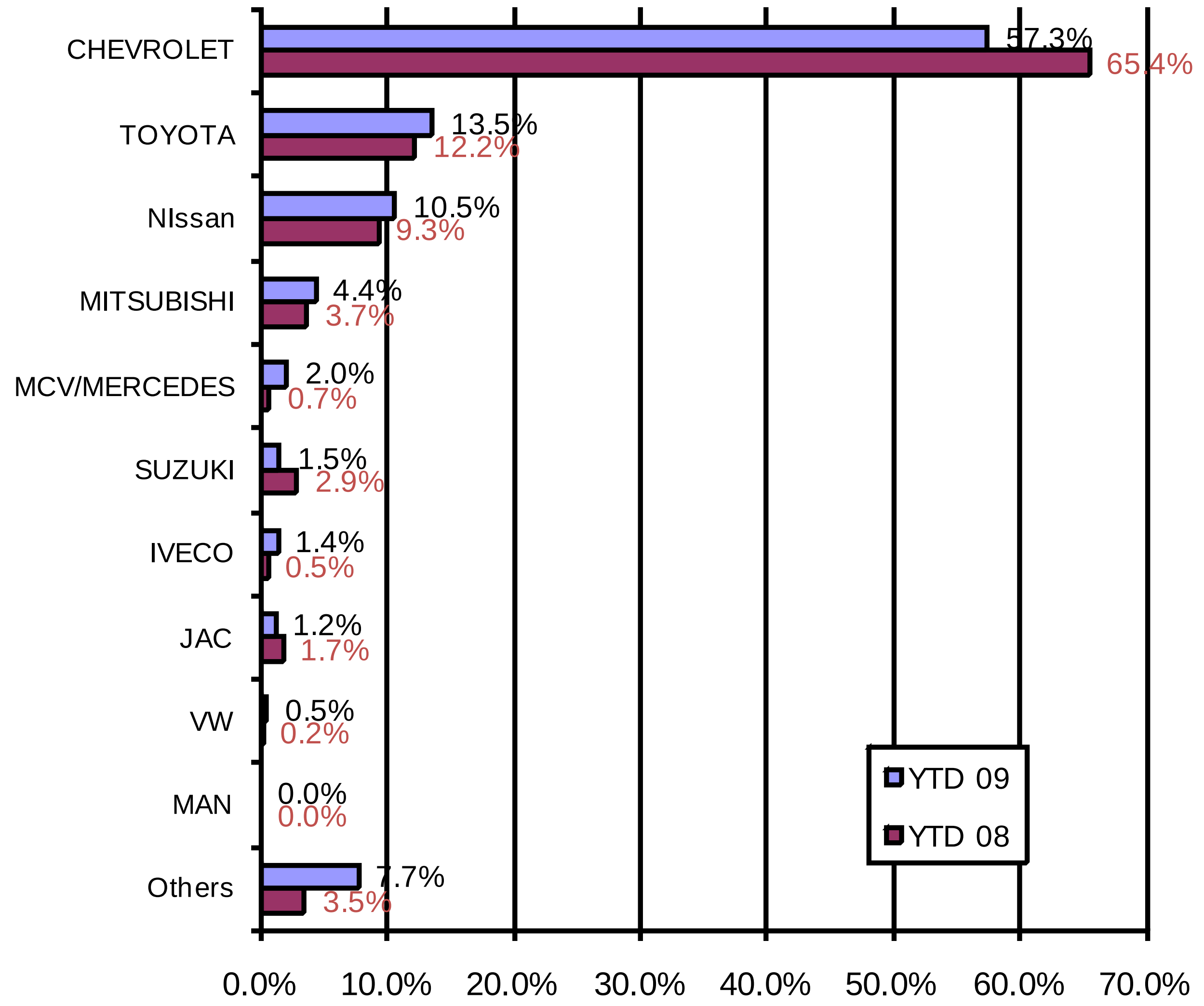
AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks Market by Brand YTD 08 – YTD 09 in volume



AMIC Egypt
Email: AMICEgypt@link.net
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Oroubа St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

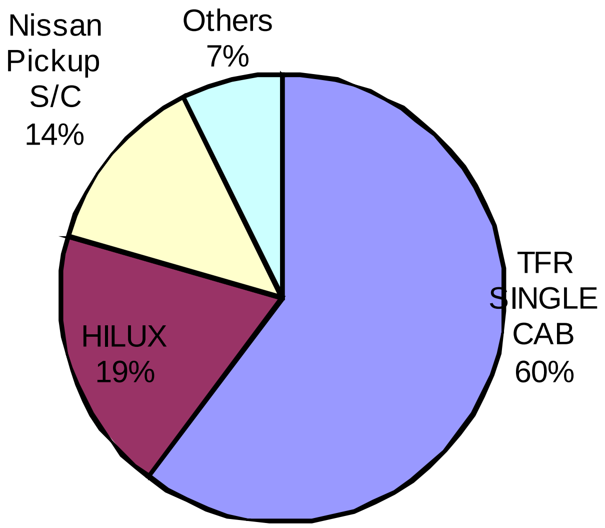
Trucks Market by Brand Market Share YTD 08 – YTD 09



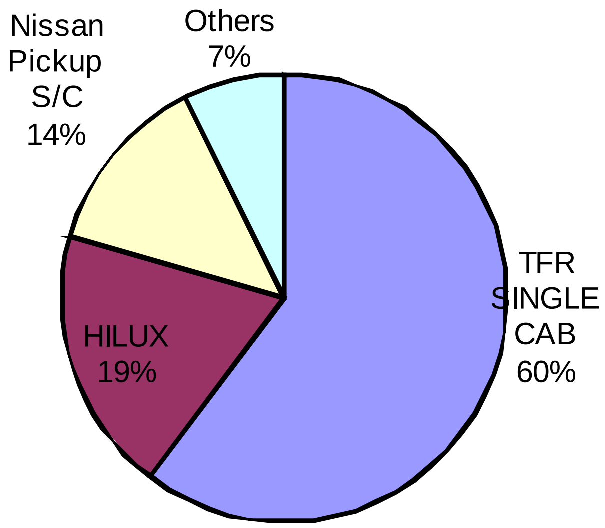
AMIC Egypt
Email:* *AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks Models Market Share By Segment YTD 08 in Volume



Pickup Segment
9,206 Units

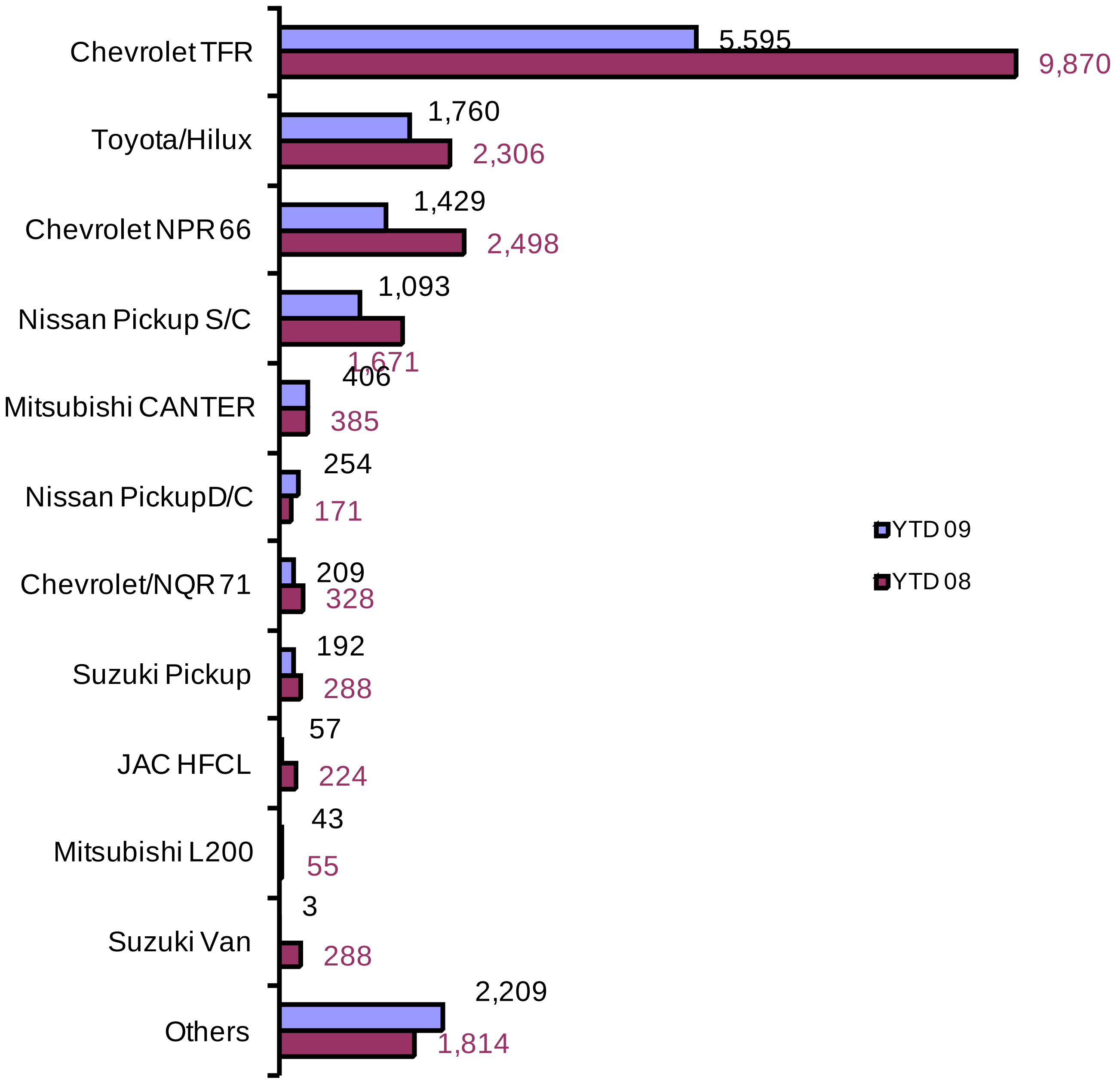


Light Medium Trucks Segment
1,633 Units

AMIC Egypt
***Email:* AMICEgypt@link.net**

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Trucks by Model YTD 08 – YTD 09 in volume



AMIC Egypt
Email: AMICEgypt@link.net

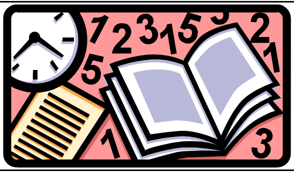
Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

3. Monthly News Flash 15th To 15th

AMIC Egypt
***Email:* AMICEgypt@link.net**

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

3.1 EGYPT MACRO FLASH



FOREIGN DIRECT INVESTMENT IN EGYPT TUMBLES 53%

Source: Bloomberg, May 27, 2009

Net Foreign direct investment (FDI) in Egypt falls 53.4% in the nine months through March from the same period last year because of the global financial crisis. Investment slides to $5.2 billion, the Central Bank of Egypt said.

Net outflows of portfolio investment rose to $8.9 billion in the nine months through March, from $1.4 billion a year earlier. The outflows included $7.1 billion of Egyptian treasury bills held by foreigners.

Net foreign direct investment may drop 43% in the fiscal year through June to $7.5 billion, Investment Minister Mahmoud Mohieldin said. Net FDI in the previous year was $13.2 billion.

Egypt’s current-account deficit in the period from July to March reached $3.4 billion. The balance of payments registered a shortfall of about $2.3 billion in the same period, compared with a $4.9 billion surplus achieved last year.

Egypt’s trade deficit narrowed to $4.9 billion in the first three months of 2009 from $5.5 billion in the same period a year earlier; as the cost and volume of imports declined, the bank said. This is the first quarterly drop in five years.

ISMAILIA INVESTMENT ZONE TO BE ESTABLISHED BY END OF YEAR

Source: Noozz, May 21, 2009

In cooperation with the Ministry of Investment and the General Authority of Industrial Development (GAID), the Technology Valley Scheme (TVS) in Ismailia will establish a 3,030 feddan investment zone by the end of this year.

The new investment zone will have a board of directors that will include representatives from the Ministry of Investment and GAID and will be chaired by the Governor of Ismailia.

The TVS was launched more than 10 years ago, aimed at attracting about EGP12 billion of investment and settling about 3.5 million citizens in the eastern bank of the Canal.

INFLATION AT 10.2% Y-O-Y IN MAY

Source: EFG-Hermes, June 10, 2009

Urban consumer inflation inched down to 10.2% Y-o-Y in May from 11.8% in April as food prices rose M-o-M for the fourth consecutive month. Food prices increased 2.5% M-o-M in May, matching increases recorded since February and driven by increases in price of vegetables, fruits and seafood. Non-food inflation was almost unchanged M-o-M and Y-o-Y growth fell to 8.3% in May from 10.3% in April.

IDA EXEMPTS 67 PRODUCTS FROM SALES TAX

Source: EFG-Hermes, May 10, 2009

Egypt’s Industrial Development Authority (IDA) approved the temporary exemption of 67 products from sales taxes. The exempted products include electric transformers, vacuum systems used in vacuum cleaners, air conditioners, packaging machines and equipments used in the textiles industry.

SPAIN GRANTS EGYPT €10 MILLION FOR TRANSPORTATION PROJECTS

Source: EFG-Hermes, May 10, 2009

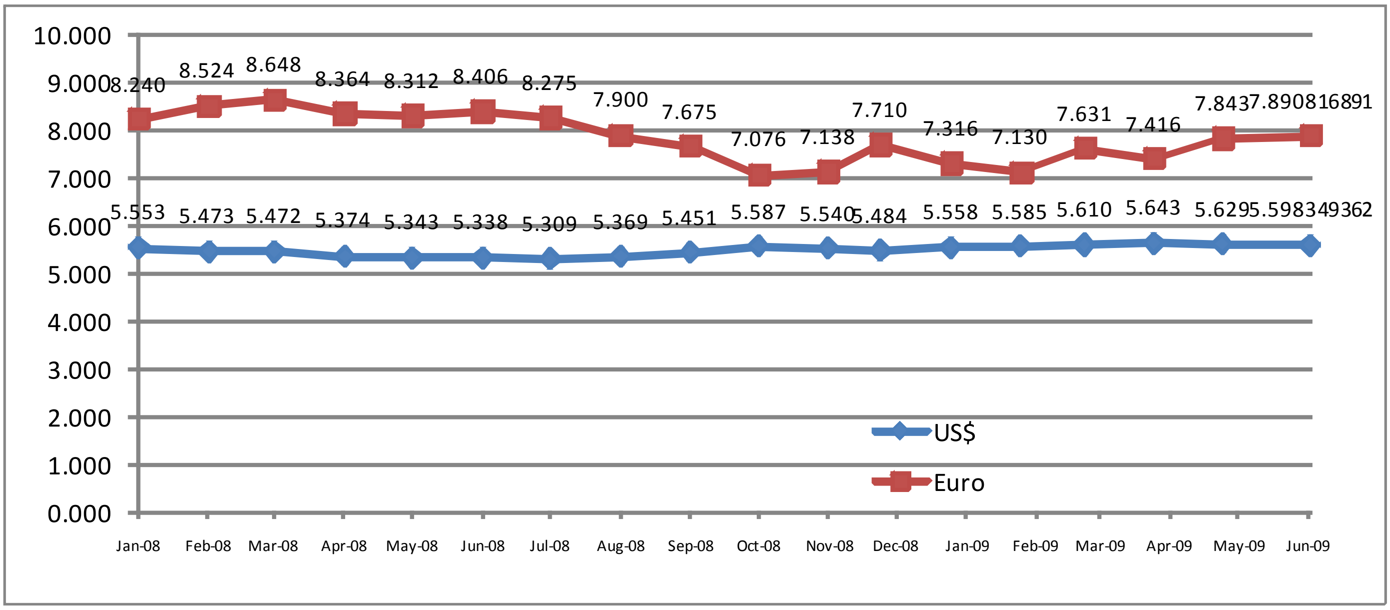
Egypt's Minister of Transport Mohamed Mansour said that the Spanish government approved EGP80 million (€10 million) grant to Egypt to finance feasibility study preparation in transportation sector which aims at improving railways, roads, bridges and ports in Egypt. Spanish State Minister for Trade expressed her readiness to provide necessary financial support under Egyptian-Spanish financial protocol estimated by €200 million, once the Ministry of Transport submits infrastructure projects.

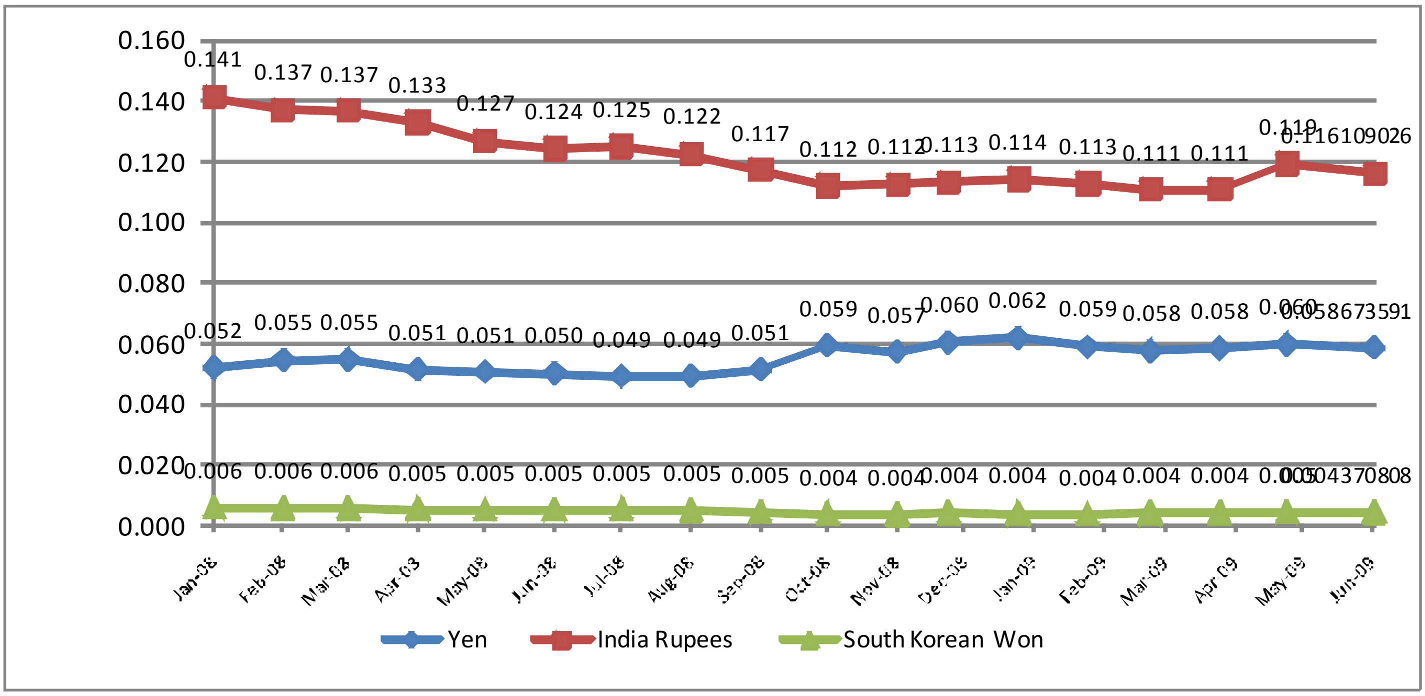
AMIC Egypt
***Email:* AMICEgypt@link.net**

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

Sponsored By

Foreign Currency Exchange Rates





3.2. AUTOMOTIVE INDUSTRY LOCAL NEWS CLIPS

OMATRA LAUNCHES FIAT BRAVO 1.4 TURBO

Source: Al Ahram, Akhbar El Youm, May 29, 30, 2009

Fiat Bravo comes with a 1.4L engine delivering 120 horse power with automatic transmission. Features and options include: 4 airbags, CD-MP3 player with 6 speakers and AUX input, Bluetooth, and cruise control.

GB AUTO LAUNCHES THE NEW SONATA

Source: Al Ahram, Akhbar El Youm, May 29, 30, 2009

New Sonata comes with a 2.4L engine with automatic transmission or 2.0L engine with manual or automatic transmission. Options include: xenon front lights and rear led lights, LCD screens with DVD player, Bluetooth, Stereo with Aux and USB inputs and MP3 player.

AUTOMECH NEWS COVERAGE

Source: Al Ahram, Akhbar El Youm, June 05-13, 2009

- Nissan launches the new Murano a cross-over vehicle with a v6 3.5L engine delivering 260 horse power. Options: smart key, electrical windows and mirrors, alarm central lock, rear parking sensor, VDC, EBD, and ABS.
- Al Mansour introduces Chevrolet Cruse with a 1.6L engine delivering 107 horse power and the choice between manual or automatic transmission. Cruse comes with electrical windows and mirrors, CD-player, remote control central lock, and fog lights.
- GB Auto launches the Hyundai i20 which comes with CVVT engine delivering 124 horse power, Radio-CD-Mp3 player, sports alloy wheels, and ABS.
- GB Auto introduces Hyundai i30cw that comes with a CVVT engine delivering 121 horse power and a variety of options.
- New Peugeot 207cc enters the Egyptian market featuring a 1.6L engine with manual transmission.
- Fikry Group introduces Ford Fiesta with a 1.4L engine delivering 96 horse power. Features include: electrical windows and mirrors, radio-CD player with 4 speakers, ABS, EBD, and 2 air bags.
- Modern Motors launches Suzuki Celerio with a 1.0L engine delivering 67 horse power.
- Geely Panda: 1.3L engine delivering 86 horse power and features ABS, EBD, power steering, air conditioning, central lock, electrical windows and radio with MP3 jack.

Al Ahram Automotive Market Survey Results

Source: Al Ahram, June 12, 2009

The survey was an attempt to understand automotive market consumer behavior and customers' preferences in terms of time of purchase decision, payment methods, sources of information, and customer needs especially regarding price brackets. Survey included 3,200 participants, 70% of which were married, 95% males, 50% Cairo inhabitants, and 50% between 24-40 years old.

- 50% owned cars and 100% wanted to buy a car.
- Percentage of car ownership increased with age from 40% between 24-30 years old and 66% between 50-60 years old.
- 57% of married participants own a car while 56% of Cairo's inhabitants own a car.
- 70% of sample wanted to buy a car between EGP50k-100k, 20% between EGP100k-150k.
- Among those who want to buy a car between EGP50k-100k, 28% depend on newspapers for automotive news and advertisements while 21% prefer the internet.
- 40% of sample prefers cash payment.
- 60% of sample prefers the 1.3L-1.6L segment and 21% the 1.6L-1.8L segment.

AMIC Egypt
Email: AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

3.3. Automotive Industry Global News Clips

GM To Sell Saab To Koenigsegg

Source: Datamonitor, June 22, 2009

General Motors, or GM, has reached a deal to sell its Saab unit to a consortium led by Koenigsegg Automotive, a Swedish sports car maker.
The sales agreement reportedly involves a $600-million US funding commitment from the European Investment Bank that will be guaranteed by the Swedish government. Also, additional funding is expected to be provided by GM and Koenigsegg Group for Saab's future operations and investments.
According to media reports, the sale, subject to regulatory approvals, is expected to be completed by the end of the third quarter of 2009.

China Bans Four Renault Car Models

Source: Datamonitor, June 12, 2009

China has banned four car models built by the French automaker Renault citing serious safety risks and quality issues, reported Automotive news.
According to the news source, the Chinese quality inspection agency General Administration of Quality Supervision Inspection and Quarantine (AQSIQ) has stopped the import of four Renault models - Laguna, Scenic, Megane and Megane Coupe-Cabriolet.
AQSIQ has claimed that the four models in question failed to meet the Chinese technical standards and were found to present serious safety risks. The French carmaker, however, refuted the Chinese claims and said that the four models in question were built in western factories and have previously met the global quality standards, the news source said.

GM To Wind Down Medium-Duty Truck Operations

Source: Datamonitor, June 09, 2009

General Motors intends to halt production of medium-duty trucks by July 31, 2009 owing to its failure to secure a buyer for the medium-duty line.
According to media reports, the carmaker plans to stop the production of Chevrolet Kodiak and GMC Topkick medium-duty trucks by July 31, 2009. GM, however, plans to add smaller, more-fuel-efficient vehicles to its lineup, including hybrids and electric cars to fill the gap in the product line. GM will reportedly transfer workers engaged in the medium-duty truck business to other facilities or offer an attrition program.

GM has earlier signed preliminary agreements to sell its Saturn brand to dealership group Penske Automotive Group and its Hummer brand to Chinese heavy equipment maker Sichuan Tengzhong Heavy Industrial Machinery.

CHRYSLER LIKELY TO REOPEN MOST PLANTS BY JUNE-END

Source: Datamonitor, June 04, 2009

Chrysler, which is led by the Italian automaker Fiat, plans to reopen most of its factories by the end of June 2009. The decision on which plants to open is not expected to be made until the company emerges from bankruptcy, according to reports.

Chrysler closed all of its factories shortly after the company filed for bankruptcy on April 30, 2009.

When the plants reopen, they will finish making 2009 models before a switchover to 2010 models in July 2009.

According to reports, Chrysler dealers still have an 86-day supply of inventory with 260,407 unsold vehicles.

GM ENTERS INTO AGREEMENT TO SELL HUMMER

Source: Datamonitor, June 02, 2009

General Motors has entered into a memorandum of understanding with a buyer to sell Hummer. The sale is expected to close by the end of third quarter of 2009 and is subject to customary closing conditions, including receipt of applicable regulatory approvals.

This transaction is the result of General Motors's (GM) strategic review of the Hummer brand and the company's ongoing restructuring efforts. The deal is expected to secure more than 3,000 US jobs in manufacturing, engineering and at Hummer dealerships around the US.

As part of the proposed transaction, Hummer will continue to contract vehicle manufacturing and business services from GM during a defined transitional time period. The transaction also includes plans by the investor to fund future Hummer product programs. Under terms of the memorandum of understanding, the identity of the purchaser and proposed financial terms of the agreement have not been released.

NISSAN OPENS NEW ASSEMBLY PLANT IN RUSSIA

Source: Datamonitor, June 02, 2009

Nissan Motor has opened its new $200 million assembly plant in St Petersburg, Russia.

According to the company, the new plant has a capacity to produce 50,000 vehicles a year and will build the Nissan Teana sedan and the Nissan X-Trail compact sport utility vehicle.

The St Petersburg plant is scheduled to employ 750 workers at the start of production with one shift. Additional jobs are being created by Nissan's suppliers that will support operations at the St Petersburg plant.

AMIC Egypt
Email: ***AMICEgypt@link.net***

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476

GM FILES FOR BANKRUPTCY PROTECTION

Source: Datamonitor, June 02, 2009

General Motors has filed voluntary petitions for relief under Chapter 11 of the US Bankruptcy Code in the US Bankruptcy Court for the Southern District of New York to implement the sale of substantially all of its assets to the new company.

General Motors (GM) has reached agreements with the US Treasury and the governments of Canada and Ontario to accelerate its reinvention and create a new GM positioned for a profitable and competitive future.

Pending approvals, the new GM is expected to launch in about 60 to 90 days as a separate and independent company from the current GM. The new GM will be built from only GM's best brands and operations.

The new GM will incorporate the terms of GM's recent agreements with the United Auto Workers and Canadian Auto Workers unions and will be led by GM's current management team.

According to the company, the new GM will focus on four brands in the US: Chevrolet, Cadillac, Buick and GMC. The new GM will feature lower structural costs enabling its North American region to break even at a US total industry volume of approximately 10 million vehicles.

GM has received US Bankruptcy Court approval to continue honoring all vehicle warranty programs and dealer incentive plans. The court also granted approval for GM to access a new approximately $33.3 billion debtor-in-possession financing facility from the US Treasury and the Canadian and Ontario governments.

Fritz Henderson, president and CEO of GM, said: "From day one, the new GM will be well-positioned to capitalize on the vehicles we have developed and launched during the past few years, and on our investments in exciting new technologies like the Chevy Volt, so that we can build and return value to our customers and to the millions who will have a stake in our success."

AMIC Egypt
Email:* *AMICEgypt@link.net

Integrated Management Consultancy (IMC)
22 Rashid St. Off El Orouba St. 1st Floor, Suite # 6,
Heliopolis, 11341 Cairo, Egypt.
Tel. /Fax: + (202) 2690 1472/ + (202) 2690 1476