

# **BUSINESS PROPOSAL**





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### **INNOVATIVE & COLLABORATIVE**

ARTEEK: The Only Private Gateway to Egypt's Refining Future



# **ABOUT OUR ARTEEK OPPORTUNITY**



### A BRIEF STORY ABOUT THE COMPANY

**ARTEEK**, established by **Magdy El-Sisi** – International Arbitration & Investment Law Expert, is the exclusive legal founder and sponsor of a pioneering petroleum refining project in Egypt.

Through its unmatched legal expertise and government relations, **ARTEEK** has secured all necessary exclusive approvals and land allocations to develop a fully integrated oil & gas complex, making it the only private gateway for investors to enter Egypt's refining sector.



# **VISION**

To establish ARTEEK as the exclusive private gateway to Egypt's refining and petrochemical sector, creating a world-class free zone energy hub that connects Africa, the Middle East, and Asia with sustainable, competitive, and secure energy solutions.

# **MISSION**

- To leverage ARTEEK's exclusive legal rights and free zone status to develop an integrated refinery and petrochemical complex in Ras Ghareb.
- To deliver tax-efficient, high-margin refining operations that reduce Egypt's import dependence while supplying export markets in Africa, Europe, and Asia.
- To foster strategic partnerships with global investors, bringing technology, capital, and expertise into Egypt's downstream sector.
- To operate under the highest international standards of safety, sustainability, and corporate governance, ensuring long-term growth and resilience.

# STRATEGIC GOALS

### SHORT-TERM (1-3 YEARS)

- 1. Secure international investment partners to finance and co-develop the refinery complex.
- 2. Finalize detailed engineering design (FEED) and EPC contracts with Tier-1 contractors.
- 3. Establish the Free Zone infrastructure (utilities, tank farm, jetty, residential & administrative facilities).

### MEDIUM-TERM (3-7 YEARS)

- Commission the refinery with an initial capacity of 100,000-200,000 BPD.
- Achieve tax-free export operations to key markets (China, India, Africa, Europe).
- Expand into petrochemicals production (naphtha cracker, polymers, fertilizers).
- Build power generation, marine bunkering and all possible added value facilities to ensure vertical integration.

### LONG-TERM (7—15 YEARS)

- Position ARTEEK as a regional energy hub, linking African and Asian markets through the Red Sea corridor.
- Expand the Free Zone into an industrial cluster attracting downstream industries and ancillary services.
- Deliver sustainable growth and stable returns for investors, while strengthening Egypt's trade balance and energy independence.

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## ARTEEK'S REFINERY IN EGYPT

### A BRIEF STORY ABOUT THE OPPORTUNITY

In today's rapidly shifting energy landscape, timing is everything. The convergence of global refining shortages, Egypt's ambitious national strategy, and ARTEEK's exclusive legal position has created a once-in-a-lifetime opportunity. This is not just the right project — this is the right moment. The question is no longer if Egypt needs this refinery, but who will seize the advantage of stepping in now.

### **GLOBAL MARKET DYNAMICS**

- The world is facing a structural refining shortage: Europe has shut down over **15** refineries in the past decade, sanctions on Russia cut supply, and Asia is consuming more of its own output.
- This has created a global deficit in refined products particularly diesel and jet fuel exactly the products Egypt and the region need most.
- Energy security has become a top global priority, making strategically located refineries in stable countries extremely valuable.

#### EGYPT'S MACRO-ECONOMIC POSITION

- Egypt is Africa's largest oil refining market but still imports significant volumes of diesel, gasoline, and LPG.
- Domestic demand is growing 4–5% annually with a population exceeding 105 million.
- The government is pushing for import substitution and export growth, creating an investment climate where downstream projects are fully aligned with national policy.
- IMF-backed reforms and Vision 2030 strategies have stabilized the macro environment, ensuring investor protection and profit repatriation.





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"THE WORLD IS SHORT ON REFINED FUELS, EGYPT IS SHORT ON REFINERIES, AND ARTEEK IS THE ONLY PRIVATE GATEWAY ALREADY PREPARED — THERE HAS NEVER BEEN A BETTER TIME TO INVEST."

#### MICRO-ECONOMIC ADVANTAGE OF ARTEEK

- Unlike any competitor, **ARTEEK** already holds exclusive government licenses: refinery, marine jetty, free zone designation, power generation, & bunkering.
- Being in a Private Free Zone means 0% corporate tax, 0% customs duties, and no
   VAT a cost advantage of 15–20% compared to domestic refiners.
- All groundwork and permits that usually take 4–5 years are already secured, giving investors a fast-track entry into Egypt's refining sector.

### **GOVERNMENT STRATEGY & VISION**

- Egypt's **Vision 2030** emphasizes energy independence, industrialization, and becoming a regional energy hub.
- The government is investing billions in upgrading pipelines, ports, and storage —
  ARTEEK sits right in the middle of this transformation, on the Gulf of Suez, next
  to SUMED pipeline and major ports.
- As a designated Free Zone project, ARTEEK enjoys sovereign guarantees and protection under **Investment Law 72/2017**, ensuring long-term legal and financial security.

### TIMING & STRATEGIC FIT

- Globally, investors are looking for secure, high-margin refining hubs outside volatile zones.
- Egypt is one of the few emerging markets offering both stability and growth, backed by strong state support for downstream energy.
- For international partners, **ARTEEK** is the only existing private platform that provides immediate access to Egypt's refining sector a chance that simply doesn't exist elsewhere.



EXCLUSIVE LEGAL & GOVERNMENTAL APPROVALS

ARTEEK is the sole holder of the following government-backed authorizations:

### EXCLUSIVE REFINERY LICENSE.

official approval from the Egyptian Ministry of Petroleum to establish and operate an oil refinery.

### MARINE JETTY & DOCK LICENSE.

authorization to construct a private marine terminal for crude imports and product exports.

### FREE ZONE STATUS.

the project land is officially designated as a Private Free Zone, granting full tax & customs exemptions under Investment Law 72/2017.

### POWER GENERATION LICENSE.

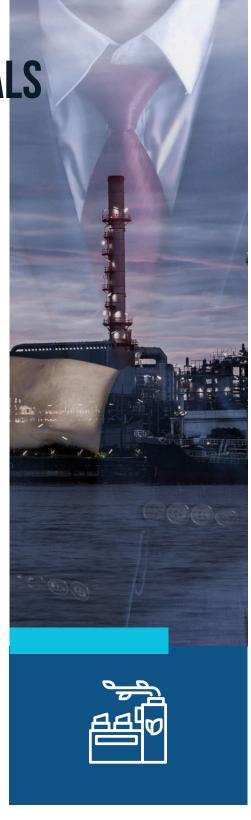
approval to establish a dedicated power plant for the project internally and the region externally.

### SHIP BUNKERING & FUELING STATION LICENSE.

authorization to supply vessels through a private port.

### LAND ALLOCATION.

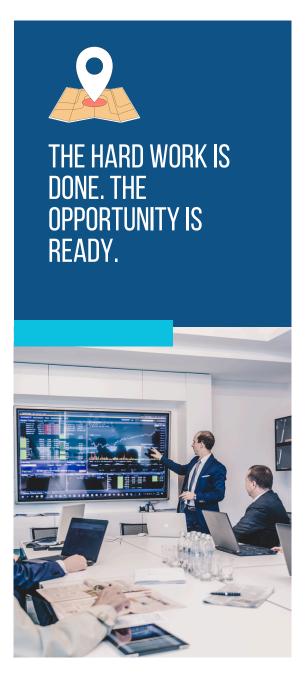
5 million m<sup>2</sup> on the Gulf of Suez (Ras Ghareb, Red Sea Governorate), secured in coordination with the Egyptian Armed Forces and governmental authorities.



These rights are exclusive to ARTEEK, making it the only entity in Egypt capable of delivering a private refinery & free zone model for international investors



# STRATEGIC RATIONALE FOR INVESTORS



### **LOCATION ADVANTAGE**

- Situated on the Gulf of Suez, adjacent to Ras Ghareb & Ras Shukeir terminals, and near SUMED pipeline.
- Direct access to major shipping lanes: **8%** of global trade passes through the Suez Canal annually.
- Proximity to oil-rich fields in Egypt and easy access to imports from Saudi Arabia, Kuwait, and UAE.

### FREE ZONE ADVANTAGE (PER LAW 72/2017)

- 0% corporate tax, 0% customs duties, 0% VAT on imports/exports.
- No restrictions on foreign ownership or profit repatriation.
- Exemptions from stamp duties & registration fees for 5 years.
- Offshore legal status while operating inside Egypt – combining local access with global tax efficiency.

### MARKET OPPORTUNITY

- Egypt is the largest oil refining country in Africa, yet utilization is only ~69% due to aging facilities.
- Refined product deficit: imports of diesel, gasoline, and LPG remain high.
- Growing domestic demand (+4–5% annually) driven by population >105M.
- Regional deficit in Africa, Europe, and Asia creates strong export markets.

#### POLITICAL & ECONOMIC STABILITY

- Egypt's Investment Law guarantees no nationalization, no confiscation, no administrative interference.
- IMF-backed reforms stabilized macroeconomics; GDP growth projected at 6% mediumterm.
- Strong state backing for energy projects (recent \$8B refinery upgrades, foreign petrochemical investments).



### **COMPETITIVE ADVANTAGES OF ARTEEK**

- First-Mover Exclusivity: Only private entity with refinery + free zone status in Egypt.
- Legal Certainty: Years of bureaucratic processes, permits, and military/government coordination already secured (saving 4+ years of procedures).
- Cost Superiority: Free zone exemptions lower costs by 15–20% versus domestic competitors.
- Integrated Complex: Refinery, petrochemical cluster, power plant, and marine facilities on one site.
- Government Backing: EGPC (Egyptian General Petroleum Corporation) agreements for crude supply and product offtake.
- Strategic Relations: ARTEEK's founding legal framework ensures smooth coordination with authorities, decisionmakers, and regulators.

All foundations are set. The future begins here.



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### PROPOSED INVESTMENT OPPORTUNITY

#### STRUCTURE

- ARTEEK holds exclusive rights.
- Investor enters via equity participation, strategic partnership, or phased acquisition of rights.
- Project company structured under Egyptian Joint Stock Law with free zone regime.

#### POSSIBLE INVESTOR ROLES

- 1. Strategic Equity Partner: Acquire significant equity stake in ARTEEK refinery project (Type B shares convertible to Type A as per shareholder agreement).
- 2.Technical/Operational Partner: Participate in EPC, O&M, and downstream integration.
- 3. Financial Partner: Project finance with secured offtake and government quarantees.
- 4. Phased Entry: Initial minority shareholding with option to increase stake as project phases expand (Refinery → Petrochemicals → Power Plant → Marine Bunkering).

#### 5. ASSET ACQUISITION & STRATEGIC PARTNERSHIP ROLE

In this model, the investor acquires the current stage of the project, including all exclusive government licenses, approvals, and land allocation rights, through a legal waiver and transfer process executed by ARTEEK's founding legal entity (Mr. Magdy El-Sisi's office).

#### This structure provides the investor with:

- Direct Ownership of Licenses & Approvals: Full control over the refinery license, free zone designation, power generation, marine jetty, and land allocation.
- Immediate Market Entry: By bypassing the 4–5 years normally required to secure such permits, the investor gains a ready-to-execute project platform.
- Execution Freedom: The investor can execute the project according to their own design, financing, and operational strategies.
- Functional Role for ARTEEK's Founding Entity: Mr. Magdy El-Sisi's legal and advisory office continues to play an institutional role in the project — ensuring seamless government relations, compliance oversight, and the use of its exclusive facilities, networks, and competitive advantages in navigating Egypt's regulatory environment.



### **VALUE OF PARTICIPATION**

- Investors acquire direct access to Egypt's refining & petrochemicals market without going through 4–5 years of licensing delays.
- Immediate entry into a sovereign-backed project with guaranteed free zone privileges.
- Ability to co-brand or operate under a legal umbrella exclusive to ARTEEK.

### SYNERGIES WITH DANGOTE GROUP

- Refining Expertise: Leverage Dangote's experience in building Africa's largest refinery in Nigeria.
- African Market Reach: Export surplus refined products from ARTEEK Free Zone to West & Central Africa, complementing Dangote's regional distribution.
- Petrochemical Expansion: Collaboration in developing polymers, fertilizers, and industrial chemicals.
- Energy Integration: Partnership in power generation for industrial clusters.

### Legal Advantage:

• if investor plays role **No.5**, it's combines the investor's financial and operational strength with ARTEEK's unrivaled legal foundation and governmental access, creating a secure, sovereign-backed, and investment-ready platform unique in Egypt's refining sector.

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<sup>&</sup>quot;Asset Transfer + Strategic Partnership: Investor acquires all exclusive licenses & approvals, executes project on own plan, while ARTEEK ensures government relations, compliance, and local competitive advantages".



# DESCISION SUPPORT & MARKET AFFIRMATION

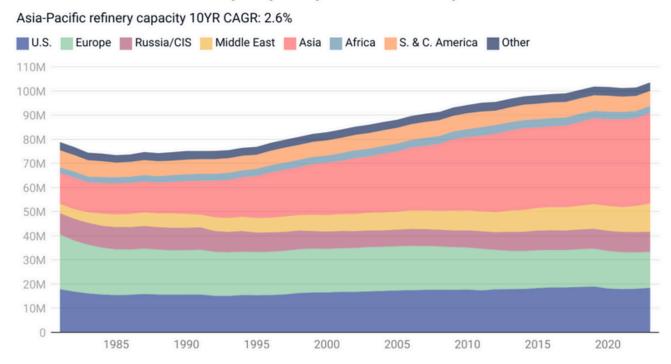


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# GLOBAL REFINING DYNAMICS & SUPPLY TIGHTNESS

### Last 10 Years of Refinery Capacity Growth Led by Asia & Mideast



Mobius Risk Group

Source: MRG, El Statistical Review 2024



### **GLOBAL REFINING CAPACITY GROWTH:**

The graph above (from Mobius Risk Group / EIA data) shows that while global refining capacity grew steadily—reaching ~103.5 million barrels per day (MMb/d) by early 2024—most of that capacity expansion is centered in Asia and the Middle East.

### **SUPPLY-DEMAND IMBALANCE:**

Spare global refining capacity has dwindled dramatically—from about 20% in 2001 to a precarious ~3% just before the pandemic. <u>aperc.or.jp</u> This narrowing buffer is turning refined products—and refineries themselves—into strategic, higher-value assets.



### TIGHT DIESEL MARKET:

 Recent reports highlight significant tightening in global diesel inventories, especially in Europe and the U.S., driven by refinery outages and sanctions on Russia. The result: soaring diesel costs and strained logistics. <u>Eurasia</u> Review+15Reuters+15EIA+15

### EGYPT'S REFINING CAPACITY—STATIC DESPITE RISING DEMAND

Spare global refining capacity has dwindled dramatically—from about 20% in 2001 to a precarious ~3% just before the pandemic. <u>aperc.or.jp</u> This narrowing buffer is turning refined products—and refineries themselves—into strategic, higher-value assets.

### **EGYPT'S REFINING SNAPSHOT:**

Egypt maintains one of Africa's largest refining capacities at approximately 775–810 thousand barrels per day (kb/d), yet this has plateaued in recent years due to minimal new project additions.

### **NATIONALIZED SUPPLY CONSTRAINTS:**

Egypt produces just ~694 kb/d of total liquid fuels, heavily reliant on condensate and NGL, and not meeting growing refined product demand. Wall Street Journal+13EIA+13flaringventingregulations.worldbank.org+13 Although expansions such as MIDOR (+60 kb/d) and Assiut are underway, they are still small-scale relative to national needs. EIA+2Eurasia Review+2 Efforts to boost crude via a 75-well drilling campaign suggest proactive energy strategy—but still face longer timelines.

### DOMESTIC MARKET GROWTH:

The Egypt Oil & Gas sector is already valued at ~\$7.48 billion in 2025, with a forecasted CAGR of ~3% through 2033 — driven by shifting demographics and industrial growth.



# WHY ARTEEK IS UNIQUELY POSITIONED—AND WHY THE TIME IS NOW

### **GLOBAL FORCES AT PLAY:**

- Refining capacity additions lag behind demand—on track for only ~3.3 MMb/d growth by 2030, far slower than past decades. Reuters+15IEA+15ADI Analytics+15
- Around 21% of global refineries face closure in the next decade due to cost and decarbonization pressures, tightening supply even further.
   Reuters+5OilPrice.com+5Wall Street Journal+5
- Refining margins have recently spiked to 15-month highs—an exceptional window for new profitable refining ventures. IEA

### **EGYPT'S STRATEGIC GAP:**

- Modernization and upgrades are too limited to fully cover growing demand, creating a significant supply gap—especially as global fuel tightening feeds regional volatility.
- ARTEEK has already cleared years of red tape: exclusive licenses, free zone benefits, strategic land (5M m²), and infrastructure rights (refinery, jetty, power station, bunkering). This is EXACTLY the turnkey refining & export platform global investors are hunting for.

### **SUMMARY TABLE**

Key Insight	Evidence
Global refining tightness	Spare capacity down to ~3%; high margins
Egypt's supply shortfall	Minimal new capacity; rising demand
High margins period	15-month highs reported recently
ARTEEK's unrivaled readiness	All permits and infrastructure secured

# THANK YOU



### **WE ARE READY & PASSIONATED TO MEET YOU**

We are confident that ARTEEK represents a uniquely prepared and sovereign-backed opportunity in Egypt's refining sector. We would be honored to welcome you to a private meeting at your convenience to present the full scope, answer any questions, and provide all further information you may require. We look forward to exploring how together we can transform this opportunity into a landmark success



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