



DOING BUSINESS IN EGYPT



VISION

CONSULTING GROUP

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Introduction

 CAPITAL: **CAIRO**

 POPULATION

Total Population: 109,262,178

Natural Increase: 1.7%

Density: 108 Inhabitants/km²

Urban Population: 42.9%

Population of main cities: Cairo (9,293,700); Alexandria (5,107,600); Giza (4,212,800); Subra Al-Haymah (1,187,800); Port Said (760,200); Suez (740,900); Mansoura (570,300); El Mahalla El Kubra (543,300); Tanta (528,700)

Ethnic Origins: The Egyptian population is ethnically very homogeneous. More than 99% of the population is of Egyptian origin.

Official Language: Classic Arabic is the official language of the State; however, only about 50% of the population understands it. Egyptian Arabic (Masri) is the language spoken by the entire population.

Other Languages Spoken: Armenian, Domari, Nubian and Dongola.

Business Language(s): Egyptian Arabic and English. Some members of the business community also speak French and German.

Religion: 93.8% of Egyptians are Muslims (predominantly Sunni). The other religions represent 6.2% of the population. Coptic Christians form the main religious minority and the primary Christian community of the East.

Literacy Rate: 71.4%

National Currency: Egyptian Pound (EGP)

COUNTRY OVERVIEW

Area: 1,001,450 km²

Type of State: Republic based on the Constitution adopted by referendum in January 2014 (amended in 2019). The State has a presidential system of Government.

Type of Economy: Lower-middle-income economy; Emerging financial market.

The Egyptian economy essentially relies on tourism, revenue from the Suez Canal, revenue from private transfers and the export of oil and gas.

HDI*: 0.690/1

HDI (World Rank): 108/188

Note: () The HDI, Human Development Index, is an Indicator Which Synthesizes Several Data Such as Life Expectancy, Level of Education, Professional Careers, Access to Culture etc.*

TELECOMMUNICATION

Telephone Code:

To call from Egypt, dial 00

To call Egypt, dial +20

Internet Suffix:.eg

Computers:3.7 per 100 Inhabitants

Telephone Lines:10.2 per 100 Inhabitants

Internet Users:44.1 per 100 Inhabitants

Access to Electricity: 100% of the Population

Foreign Trade in Figures

Foreign Trade Indicators	2017	2018	2019	2020	2021
Imports of Goods <i>(million USD)</i>	61,627	72,000	70,919	59,843	83,503
Exports of Goods <i>(million USD)</i>	25,604	27,624	28,993	26,630	43,626
Imports of Services <i>(million USD)</i>	16,082	17,830	20,415	17,127	22,951
Exports of Services <i>(million USD)</i>	18,613	22,913	24,253	14,376	21,897

Source: [WTO - World Trade Organisation](#), Latest data available.

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Latest Update: October 2023

Economic and Political Overview

ECONOMIC OUTLINE

Economic Overview

For the latest updates on the key economic responses from governments to address the economic impact of the COVID-19 pandemic, please consult the IMF's policy tracking platform [Policy Responses to COVID-19](#).

The Egyptian economy was one of the most resilient during the COVID-19 pandemic and continued growing in fiscal years 2020 and 2021. The positive trend accelerated in 2022 when GDP was estimated to have grown by 6.6% thanks to buoyant household consumption (85% of GDP), increased investment (particularly in infrastructure) and continued support from international funding. For 2023, the IMF forecasts growth at 4.4% of GDP amid an increase in natural gas production and favourable world prices, followed by a further acceleration in 2024 (5.2%).

In recent years, Egypt implemented an economic reform program comprising fiscal consolidation measures, the introduction of a floating exchange rate and large cuts in subsidies. In FY 2021/22, the budget deficit decreased to 6.1% of GDP (from 7.2% one year earlier) thanks to an uptick of 7.9% of GDP in collected revenues (up by EGP 89.2 billion, to EGP 588.8 billion) led by higher energy royalties. Over the forecast horizon, the IMF forecasts a budget deficit increase, to 7.3% of GDP this year and 7.4% in 2024. The public debt-to-GDP ratio should also increase, from 89.2% in 2022 to 85.6% in 2023; although the share in the hands of external lenders only accounts for around one-third of GDP, the public debt's non-resident and foreign currency portions are expected to increase with international financing (Coface). The inflation rate ballooned in 2022 reaching 8.5%, with the state-run Central Agency for Public Mobilization and Statistics reporting a consumer price inflation rate of 21.9% in December alone. This was due to the global crisis triggered by the Russia-Ukraine conflict and to the devaluation of the Egyptian pound, that as of January 2023 had lost half of its value compared to the beginning of the conflict, as the central bank moved to a more flexible exchange rate under the terms of an IMF financial support package. The authorities are committed to pursue a structural reform program that aims at more inclusive and sustainable private sector-led growth, durable job creation and improved external resilience (IMF). The country's growth path will be guided by the Egypt Vision 2030 strategy, which comprises numerous programs related to transport, entrepreneurship, logistics, environment, etc. (Oxford Business Group). Nevertheless, Russia's invasion of Ukraine triggered capital outflows, and, in the context of a still-stabilized exchange rate, reduced the central bank's foreign reserves and banks' net foreign assets, widening the exchange rate misalignment (IMF).

The unemployment rate stood at 7.4%, according to the Central Agency for Public Mobilization and Statistics (CAPMAS), with female unemployment being around four times higher than for males. It is estimated that three-quarters of all employees are paid as unofficial workers, 29.7% of the population lives below the poverty line and 4.5% live in extreme poverty, a ratio that has been decreasing in recent years (CAPMAS).

Main Indicators	2020	2021	2022 (E)	2023 (E)	2024 (E)
GDP (billions USD)	382.53	423.30	475.23	387.11	368.31
GDP (Constant Prices, Annual % Change)	3.5	3.3	6.6	3.7	5.0
GDP per Capita (USD)	3,802	4,146	4,563	3,644	3,399
General Government Balance (in % of GDP)	-6.6	-7.1	-6.0	-7.7	-9.2
General Government Gross Debt (in % of GDP)	86.2	89.9	88.5	92.9	87.0
Inflation Rate (%)	5.7	4.5	8.5	21.6	18.0
Unemployment Rate (% of the Labour Force)	8.3	7.3	7.3	7.6	7.7
Current Account (billions USD)	-11.17	-18.44	-16.55	-10.90	-11.56
Current Account (in % of GDP)	-2.9	-4.4	-3.5	-2.8	-3.1

Source: IMF - World Economic Outlook Database. Latest data available.

Note : (E) Estimated data

Main Sectors of Industry

Agriculture contributes 11.8% of the GDP and employs 21% of the active population (World Bank, latest data available). The sector has historically been important for Egypt, and it accounts for about 20% of total exports and foreign exchange earnings. According to the latest official governmental figures, Egypt's agricultural exports exceeded 6.3 million tons in 2022, marking a fresh record high, with an increase of more than 624,000 tons from 2021. The country has 3.9 million ha of agricultural land and just 45,000 ha of forests (FAO). The warm climate and the abundant Nile water allow for several annual harvests. The main crops are cereals, cotton, sugar cane and beetroots.

Egypt's non-oil industry remains rather limited. With automotive manufacturing, steel, cotton cultivation, textile production and the construction industry, the secondary sector accounts for 30.8% of the GDP and employs 27% of the workforce (World Bank). Overall, the manufacturing sector alone accounts for 15% of GDP, whereas the mining industry accounts for only 0.5%, but is a strategic sector at the centre of the country's development plan, as the government aims at increasing its share of GDP to 5% over the next two decades (Oxford Business Group). In spite of economic diversification efforts, the country continues to depend on the Suez Canal for a large part of its foreign income. The total production of all petroleum products in Egypt reached 79.50 million tonnes in 2022, and in the same year 42 oil wells and 11 gas wells were discovered, according to a report by the country's Ministry of Petroleum and Mineral Resources.

Finally, the services sector represents 52.2% of the Egyptian GDP and employs more than half of the population (52%). It is largely dominated by revenues from the telecommunications and tourism sectors. Figures from the Central Bank show that over the nine months from July 2021 to March 2022, Egypt's tourism revenue rose by USD 5.1 billion to USD 8.2 billion over the corresponding period in the previous year (when COVID-19-related restrictions were still in place). Egypt's digital services exports hit USD 4.9 billion in 2022, reaching 5% of GDP (Ministry of Communications and Information Technology).

Breakdown of Economic Activity By Sector	Agriculture	Industry	Services
Employment By Sector <i>(in % of Total Employment)</i>	20.6	26.9	52.4
Value Added <i>(in % of GDP)</i>	11.8	30.8	52.2
Value Added <i>(Annual % Change)</i>	3.8	-1.1	3.5

Source: [World Bank](#), Latest data available.

Indicator of Economic Freedom

Score: 55,7/100
 World Rank: 130
 Regional Rank: 11

[Economic freedom in the world \(interactive map\)](#)

Source: [Index of Economic Freedom, Heritage Foundation](#)

Business environment ranking

Score: 5.47/10
 World Rank: 62/82

Source: [The Economist Intelligence Unit - Business Environment Rankings 2020-2024](#)

Country Risk

See the country [risk analysis](#) provided by [Coface](#).

Sources of General Economic Information

Ministries [Ministry of Finance](#)
 Statistical Office [Central Agency for Public Mobilization and Statistics](#)
 Central Bank [Central Bank of Egypt](#)
 Stock Exchange [The Egyptian Exchange \(EGX\)](#)
 Other Useful Resources [Website containing official information from the government](#)
 Main Online Newspapers [Egypt Today](#)
 [Egypt Independent](#)
 Economic Portals [Zawya: website containing economic information on the Middle East.](#)
 [Alibaba: Economic portal on the Middle East.](#)

POLITICAL OUTLINE

Current Political Leaders President: Abdel fattah El-Sisi (since June 2014 ; re-elected for a second term in March 2018)
 Prime Minister: Mostafa Madbouli (since June 2018)

Next Election Dates	Presidential: 2024 Parliamentary: 2025
Current Political Context	Egypt's presidential elections of March 2018 posed little challenge to incumbent Abdel-Fattah El-Sisi being re-elected with 97% of votes. In 2019, a constitutional referendum allowed President Abdel Fattah el-Sisi to remain in power until 2030 (instead of 2022 as per the previous regulations), as well as re-introducing an upper chamber - the Senate - in the Parliament, after its abolition in the 2014 Constitution. Moreover, the amendments strengthened the powers of the president over the judiciary, giving him the power to appoint the head of the Supreme Constitutional Court and making him the head of the Higher Council for Judicial Authorities, which appoints the public prosecutor and judicial leaders. The parliament also passed a law preventing members of the military from standing for political office without permission from the armed forces statutory body. In 2022, Egypt hosted the COP27, the global climate change summit in which the leaders of all UN nations discussed the problems linked to climate change, giving high visibility to Egypt and its president El-Sisi.
Main Political Parties	Out of more than 100 parties, only about 20 are under the dome of Parliament, 5 have parliamentary bodies with more than 10 deputies within the House. These parties are: Mostakbal Watan (Nation's Future Party): nationalist, populist Homat El-Watan (Homeland's Defenders Party): centrist Al Shaab Al-Gomhouri (Republican People's Party): nationalist New Wafd Party: liberalism, conservatism Modern Egypt: centre-right, liberalism. Other parties include Reform and Development Party Egyptian Social Democratic Party Freedom Party Congress Party Al-Nour [Yunis MAKHYUN] National Progressive Unionist (Tagammu) Party Justice Party Eradet Geel Party Egyptian National Movement Party
Type of State	Republic based on the Constitution adopted by referendum in January 2014 (amended in 2019). The State has a presidential system of Government.
Executive Power	The President is the Head of State and the Supreme Commander of the armed forces. He is elected for a six-year term of office. The President is the head of the executive branch and appoints the Prime Minister, who must be approved by a confidence vote in the Parliament. The President also appoints the head of the Council of Ministers. He can dissolve the Assembly and rule by decree. In 2019 the Parliament voted to remove the limit of two terms for the President, whose term has been extended from four to six years.
Legislative Power	The legislative power is bicameral since the constitutional referendum of 2019 was approved by the House of Representatives in June 2020. It established an upper chamber called the Senate , composed of 300 seats. The House of Representatives is composed of 596 members elected for a period of 5 years by universal suffrage. The President may dissolve the House of Representatives.

Indicator of Freedom of the Press

World Rank: 166/180

Indicator of Political Freedom

Ranking: Not Free

Political Freedom: 6/7

Civil Liberties: 6/7

[Political freedom in the world \(interactive map\)](#)

Source: [Freedom in the World Report](#), Freedom House

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Trade Profile

FOREIGN TRADE IN FIGURES

Trade represents 31% of the country's GDP (World Bank). The Egyptian market has been gradually opening up, with the ratification of [various free trade agreements](#), especially the [European Free Trade Association \(EFTA\)](#). The African continental free trade area (AfCFTA) was ratified by Egypt in 2019. Petroleum products (oil and gas) are the most traded items, both for imports and exports. Other important exports are gold, plastics, citrus fruit and nitrogenous fertilisers. Imports are driven by petroleum (as Egypt's reserves are much less significant than those of other Gulf countries), machinery and mechanical appliances, cereals (the country imports around 40% of its food requirements according to FAO), cars, radio-telephony transmission tools, plastics and medicines (World Trade Organisation and International Trade Center).

In 2021, Egypt's main export partners are Turkey (6.5%), Italy (6.3%), India (5.7%), the U.S. (5.3%), and Saudi Arabia (4.9%); whereas exports came chiefly from China (13.55% of total imports), Saudi Arabia (8.4%), the United States (6.9%), Germany (4.4%) and Turkey (4.2% - data Comtrade).

The Egyptian economy has a structural trade deficit, which was estimated at 9.2% of GDP in 2021 (World Bank). In the same year, the country's total exports of goods stood at USD 43.6 billion (+63.8% compared to one year earlier, thanks to an increase in the price of hydrocarbons), whereas imports reached USD 83.5 billion (+39.5% year-on-year). As for services, Egypt exported USD 21.9 billion (+52% y-o-y), importing USD 22.9 billion (+34% y-o-y - data WTO). According to figures from the Minister of Trade and Industry, Egypt's total exports of goods surged 11% year-on-year during the first 11 months of 2022, totalling USD 32.5 billion. In early 2022, the Central Bank of Egypt implemented a new requirement indicating that all imports had to be processed under a bank letter of credit (excluding branches of foreign companies and their subsidiaries, as well as certain foodstuffs and pharmaceuticals). Nevertheless, such a requirement was abolished as of December 2022.

Foreign Trade Values	2017	2018	2019	2020	2021
Imports of Goods <i>(million USD)</i>	61,627	72,000	70,919	59,843	83,503
Exports of Goods <i>(million USD)</i>	25,604	27,624	28,993	26,630	43,626
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Exports of Services <i>(million USD)</i>	18,613	22,913	24,253	14,376	21,897

Source: [World Trade Organisation \(WTO\)](#), Latest data available.

Foreign Trade Indicators	2017	2018	2019	2020	2021
Foreign Trade <i>(in % of GDP)</i>	45.1	48.3	43.2	33.8	31.4
Trade Balance <i>(million USD)</i>	-29,065	-29,590	-29,285	-29,234	-34,471
Trade Balance (Including Service) <i>(million USD)</i>	-27,349	-24,709	-25,428	-32,381	-35,700
Imports of Goods and Services <i>(Annual % Change)</i>	52.5	10.6	-8.9	-17.9	0.2
Exports of Goods and Services <i>(Annual % Change)</i>	86.0	31.6	-2.2	-21.7	-13.4
Imports of Goods and Services <i>(in % of GDP)</i>	29.3	29.4	25.7	20.7	20.3
Exports of Goods and Services <i>(in % of GDP)</i>	15.8	18.9	17.5	13.1	11.1

Source: [World Bank](#), Latest data available.

Foreign Trade Forecasts	2022	2023 (e)	2024 (e)	2025 (e)	2026 (e)
Volume of exports of goods and services (Annual % change)	30.1	0.9	2.8	7.7	4.3
Volume of imports of goods and services (Annual % change)	6.5	0.2	2.4	7.1	2.9

Source: [IMF, World Economic Outlook](#), Latest data available.

Note: (e) Estimated Data

Main Partner Countries

Main Customers <i>(% of Exports)</i>	2022	Main Suppliers <i>(% of Imports)</i>	2022
Türkiye	7.9%	China	14.3%
Spain	7.3%	Saudi Arabia	8.9%
Italy	6.9%	United States	7.2%
Saudi Arabia	5.0%	India	4.3%
United States	4.5%	Russia	4.2%

Main Customers (% of Exports)	2022
South Korea	4.1%
United Arab Emirates	3.9%
India	3.7%
China	3.6%
Greece	3.5%

Source: [UN Comtrade Database](#) Latest data available.

Main Products

48.2 bn USD of products exported in 2022	
Petroleum gas and other gaseous hydrocarbons	21.4%
Petroleum oils and oils obtained from bituminous minerals (excl. crude); preparations containing $\geq 70\%$ by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations, n.e.s.; waste oils containing mainly petroleum or bituminous minerals	9.4%
Petroleum oils and oils obtained from bituminous minerals, crude	6.2%
Mineral or chemical nitrogenous fertilisers (excl. those in pellet or similar forms, or in packages with a gross weight of ≤ 10 kg)	3.9%
Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured or in powder form	3.3%
Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated electric conductors, whether or not fitted with connectors; optical fibre cables, made up of individually sheathed fibres, whether or not assembled with electric conductors or fitted with connectors	2.0%
Monitors and projectors, not incorporating television reception apparatus; reception apparatus for television, whether or not incorporating radio-broadcast receivers or sound or video recording or reproducing apparatus	1.9%
Citrus fruit, fresh or dried	1.7%
Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (excl. knitted or crocheted, wind-jackets and similar articles, separate waistcoats, tracksuits, ski suits and swimwear)	1.4%
Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	1.3%

Source: [UN Comtrade Database](#) Latest data available.

MAIN SERVICES

25.1 bn USD of services exported in 2019	
Travel	52.02%
Transportation	33.95%
Computer and information services	3.34%
Government services	3.18%
Other business services	2.73%
Construction services	2.32%
Insurance services	1.30%
Financial services	0.64%
Cultural and recreational services	0.53%
Royalties and license fees	n/a%

Main Suppliers (% of Imports)	2022
Kuwait	4.2%
Germany	4.1%
Türkiye	3.9%
Italy	3.7%
Brazil	3.5%

79.7 bn USD of products imported in 2022	
Petroleum oils and oils obtained from bituminous minerals (excl. crude); preparations containing $\geq 70\%$ by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations, n.e.s.; waste oils containing mainly petroleum or bituminous minerals	7.8%
Petroleum oils and oils obtained from bituminous minerals, crude	5.5%
Wheat and meslin	4.8%
Petroleum gas and other gaseous hydrocarbons	4.1%
Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. goods of heading 3002, 3005 or 3006)	3.7%
Maize or corn	3.1%
Soya beans, whether or not broken	2.7%
Motor cars and other motor vehicles principally designed for the transport of persons, incl. station wagons and racing cars (excl. motor vehicles of heading 8702)	2.0%
Ferrous waste and scrap; remelting scrap ingots of iron or steel (excl. slag, scale and other waste from the production of iron or steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen)	1.9%
Polymers of ethylene, in primary forms	1.6%

Source: [United Nations Statistics Division](#), Latest data available.

TRADE COMPLIANCE

International Conventions	<p>Member of the World Trade Organization (WTO) Party to the Kyoto Protocol Party to the Washington Convention on International Trade in Endangered Species of Wild Fauna and Flora Party to the Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and Their Disposal</p>
International Economic Cooperation	<p>Egypt is a member of the following international economic organisations: WTO, Arab Monetary Fund (AMF), ICC, Black Sea Economic Cooperation Zone (BSEC) (observer), G-15, G-24, G-77, Common Market for Eastern and Southern Africa (COMESA), IMF, Arab League, among others. For the full list of economic and other international organisations in which participates Egypt click here. International organisation membership of Egypt is also outlined here.</p>
Free Trade Agreements	<p>The complete and up-to-date list of Free Trade Agreements signed by Egypt can be consulted here.</p>
Party of the ATA Convention on Temporary Admissions and Use of the Carnets	<p>No</p> <p><i>As a Reminder, the ATA is a System Allowing the Free Movement of Goods Across Frontiers and Their Temporary Admission Into a Customs Territory With Relief From Duties and Taxes. The Goods Are Covered By a Single Document Known as the ATA Carnet That is Secured By an International Guarantee System.</i></p>
Party of the TIR Convention	<p>No</p> <p><i>As a Reminder, the TIR Convention and its Transit Regime Contribute to the Facilitation of International Transport, Especially International Road Transport, Not Only in Europe and the Middle East, But Also in Other Parts of the World, Such as Africa and Latin America.</i></p>
Accompanying Documents For Imports	<p>Merchandise sent to Egypt has to be accompanied by the following documents:</p> <ul style="list-style-type: none"> - Single Administrative Document (SAD); - A commercial invoice. It should be in 4 copies and in English; - A certificate of origine, authenticated by the Egyptian consulate in the country of origine; - A letter of credit; - A phytosanitary certificate. Required for fruits, vegetables, seeds, and other vegetation, and is issued by the Regional Vegetation Protection Service; - A sanitary certificate. Required for meats and is issued by the Departmental Management of Veterinary Services; - The EUR1 form. In order to benefit from the preferential tariff used on imports from the European Union; - A radioactive non-contamination certificate. Required for food industry products; - A dioxine non-contamination certificate. Required for the import of some products; - A free sales certificate for cosmetics, issued by the Federation of Perfume Industries; - The transportation and packing list document.
Free-trade zones	<p>There are nine public Free-Trade Zones in Egypt located in Alexandria (Amrya), Cairo (Nasr City), Port Said, Suez, Ismailia, Damietta, Shebeen AlKoum, Qeft, and Media Zone in City of 6th October.</p> <p>Law No. 72 of 2017 on Investment Guarantees and Incentives regulates the work of free zones.</p> <p>For further details, consult the dedicated page on the portal of the General Authority for Investment and Free Zones.</p>
For Further Information	<p>Official website of the European commission delegation in Egypt.</p>
Non Tariff Barriers	<p>There is no licensing system, although importing some products requires the prior authorisation of the Treasury Department.</p> <p>One of the difficult principles governing imports is the obligation to ship the goods directly from the country of origin (decree 619/98, November 1998), thus preventing the goods from being regrouped. This law has however been relaxed for companies having subsidiaries in other countries by permitting them to ship from the country of their registered office or from their overseas subsidiaries. Together with this the obligation to get the certificates of origin legalized in the country of origin of the goods has been introduced.</p> <p>In fact, some products are still banned, especially in the field of textiles and poultry, and automobiles must be imported in the year of their manufacture.</p> <p>Packaged goods must have an Arabic instruction booklet and all handling instructions must be written in English and Arabic.</p> <p>As of December 2015, Egyptian importers may be required to register their foreign suppliers with the Government. The Ministry of Trade and Industry approved a list of 50 commodities that require import registration at the General Organisation for Exports and Imports Control (GOEIC). The list of products to register includes garments, furnishings, home appliances, carpets, textiles, shoes, steel, blankets, bikes, motorbikes, watches, mineral/natural waters and soda. In addition, overseas suppliers must allow Egyptian technical teams to inspect their imported products to ensure that environmental and labour standards are met. They may be also required to provide a certificate of quality control from a recognised body of the International Laboratory Accreditation Cooperation (ILAC).</p>

Sectors or Products For Which Commercial Disagreements Have Been Registered With the WTO

- Canned tuna in soya oil from Thailand (Egyptian ban);
- Anti-dumping investigation on import blocks frames from Turkey;
- Tariff applied on the import of textile and clothing products;
- Customs duties on match boxes from Pakistan.

Assessment of Commercial Policy

[Egypt and the WTO](#)
[Barriers to exchanges](#), inventoried by the United States
[Barriers to exchanges](#), inventoried by the EU
[Sanitary and phytosanitary barriers](#), inventoried by the EU

STANDARDS

National Standards Organisations

[EOS](#), Egyptian Organization for Standards & Quality
[NIS](#), National Institute of Standards

Integration in the International Standards Network

Egypt recognizes the ISO standard. It also accepts the European, British, Japanese and American standards. When there is no national standard for a product, Egypt normally uses the ISO standard, the IEC or the [codex alimentarius](#).

Classification of Standards

EGP then a number/year.

Online Consultation of Standards

The Egyptian standards can be accessed from the [EOS](#) website on payment.

Certification Organisations

[EOS](#) Egyptian Organization for Standardization & Quality
[EGAC](#) Egyptian Accreditation Council

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Business Practices

BUSINESS CULTURE

The Fundamental Principles of Business Culture

Traditional culture greatly influences Egyptian business values. Honour is highly valued. Egyptian culture is influenced by Islam, family and fatalism. Other important concepts include loyalty, education, modesty and pride.

The hierarchy within a group is strictly respected. The highest-ranking individual will make the final decision, but will also look for group consensus. Including older, experienced people in your team is recommended.

The distinction between professional and friendly relationships is sometimes held but in general treating business affairs in a personal way is completely normal. The personal relationship with business partners is often developed at meals.

First Contact

It is strongly recommended to call on an Egyptian representative who can act as liaison or intermediary with Egyptian companies. The best way to establish a first contact is with an email followed by a phone call. Personal contact is generally important. As far as possible, addressing the prospective counterpart rather than secretaries when establishing first contact is to be privileged, since the secretaries may dismiss your request. Appointments should be made at least a week in advance. You should avoid setting up a meeting on Friday, which is the day off, as well as during the month of Ramadan.

Time Management

Punctuality and respect for deadlines are most of the time approximate. Businesses are generally open from 8 a.m. to 2 p.m. during summer and from 9 a.m. to 1 p.m./5 p.m. to 7 p.m. during winter. It is not common to set a limited time for the meeting.

Greetings and Titles

Shaking hands and exchanging welcoming, polite words without being too formal is the norm. Saying hello in Arabic should please the other party. It is usual to address a counterpart by his title followed by "Mister" and his surname or name. The same applies for women ("Mrs" or "Miss" are appropriate).

Gift Policy

Gifts are an important factor in Egyptian society and are almost never viewed as corruption. When invited for dinner at a counterpart's house, it is appropriate to bring a fruit basket, pastries or chocolates. Gifts must be given and received with the right hand or both hands, but never with the left hand. Gifts should be wrapped and opened later on.

Dress Code

The business dress code is formal and conservative. Men should wear a suit and tie (for some Egyptians, military or traditional outfits are also acceptable) while women should wear skirts or dresses that cover the knee and long sleeves.

Business Cards

Exchanging business cards is generally done at the beginning of the meeting during introductions. It should include your name, title, business, address and full contact information, with one side in English and the other in Arabic.

Meetings Management

It is advised to begin a meeting by enquiring about a person's health or family, before actively engaging in business talks. General questions on ones family are acceptable. You should not engage in political discussions as the contrary may prove very polarised in that regard. Making jokes and comments unrelated to business is common. You should establish some personal relationship with the other party before joining a company.

During negotiations, it is better not to go about it in a direct manner, but to get to the subject progressively. Your presentation should be thorough and researched. It is advised to include both the Gregorian (Western) and Hijrah (Arabic) dates. Expect interruptions or phone calls from other people while you present. You should not use high-pressure tactics. Bargaining is an integral part of the Egyptian culture, and one should avoid accepting a proposition without bargaining, as it is viewed as a sign of weakness.

Non-verbal communication is important in Egypt. Communication is usually indirect and it can be hard to say no or voice lack of interest directly. In general, a refusal will be expressed by a big smile and a non-committed answer like "God willing" (in sha Allah) or "tomorrow" (bokra). Most Egyptian businessmen speak English, French or both. Egyptians also tend to be in close proximity while talking; make sure not to back away when they do so. Smoking is a widespread habit; smokers should accept a cigarette that is being offered and offer some as well.

Business dinners are of great importance. It is advised to show interest in local culture and remain flexible. Drinks will be served; make sure to accept them as not doing so is considered offensive. Only use your right hand to eat. Accepting second helpings is considered as a compliment, but you should leave some food on your plate or it will constantly be refilled.

Sources for Further Information

[Egypt guide](#)
[Egyptian business etiquette](#)

OPENING HOURS

Opening Hours and Days

Banks: from 8:30 to 14:00 from Sunday to Thursday.
Public administration: from 8:30 to 15:00 from Sunday to Thursday.

Businesses: from 8:30 to 15:00 from Sunday to Thursday.

Public Holidays

Coptic Christmas day	January 7
Sinai Liberation day	April 25
Labor Day	May 1
Revolution Day	July 23
Armed Forces Day	October 6
Cham El Nessim (Spring Festival)	The first Monday following Orthodox Easter
Aid El Fitr (Ramadan Feast)	3 days public holidays marking the end of Ramadan
Aid el Adha (Sacrifice Feast)	4 days public holidays, 70 days after the end of Ramadan
Islamic New Year	Variable Date
Prophet Mohamed's Birthday	Variable Date
Coptic Easter Monday	Variable Date

Holiday Compensation No

Periods When Companies Usually Close

Aid el Fitr (Ramadan Feast)	3 days at the end of Ramadan
Aid el Adha (Sacrifice Feast)	4 days, 70 days after the end of Ramadan
Summer vacation	During the month of August, business is particularly slow

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Tax System

CORPORATE TAXES

Tax Base For Resident and Foreign Companies Foreign corporations and partnerships are classified as residents of Egypt if: the company is established according to Egyptian law; either the government or a public authority owns more than half of the capital of the company; or the effective place of management is in Egypt. The effective place of management is deemed to be in Egypt if two of the following conditions are met: daily managerial decisions take place in Egypt; the major shareholders (owners of more than 50% of the shares or voting rights) reside in the country; at least half of the board members or managers reside in the country; the board of directors' meetings are held in Egypt.

Tax Rate

Corporate Income Tax	22.5%
Tax on the profits of Suez Canal Company, Egyptian General Petroleum Company and the Central Bank of Egypt	40%
Tax on the profits of oil prospecting and production companies	40.55%

Tax Rate For Foreign Companies Resident companies are taxed on worldwide income. Non-resident corporations and partnerships pay tax on income derived from their permanent establishment in Egypt.

Capital Gains Taxation Gains from the sale of shares listed on the Egyptian stock exchange are taxed at 10% while gains from unlisted shares are included in ordinary income and taxed at the 22.5% standard rate. Capital gains realised from shares invested abroad are subject to a 22.5% capital gains tax, with a credit for the foreign tax paid.

Main Allowable Deductions and Tax Credits In order to be deductible, expenses must be business-related, necessary for performing the company's activity and documented. Deductible costs include bad debt, start-up expenses, depreciation and amortization and a percentage of real estate value. Donations to the Egyptian government are fully deductible, while those to local charitable organizations are only deductible up to 10% of taxable income. The same limit applies to payments to the head office made by a branch. Subject to conditions, interest expenses are deductible for tax purposes after offsetting any tax-exempt interest income. The foreign tax paid by a resident company on its profits earned abroad is deductible from the tax payable in Egypt, whereas losses cannot be deducted. Generally, losses can be carried forward for a maximum of five years, while carrybacks are not allowed (except for contracting companies, limited to the extent of the duration of the contract).

Other Corporate Taxes A tax on real-estate assets is levied at 10% of rental value. A deduction on the taxable base is allowed to cover related maintenance costs at 30% for residential property and 32% for non-residential property. Residential property is tax exempt if the annual rental value is less than EGP 24,000 and a non-residential property is exempt if the annual rental value is less than EGP 1,200. Concerning social insurance contributions, a new comprehensive health insurance system has been introduced. The total applicable contribution rate is 29.75%, with the employer's share of it being 18.75%. The 2023 minimum and maximum monthly salary caps are EGP 1,700 and EGP 10,900, respectively (increased by 15% on 1 January of each year until 2027). There are two distinct types of stamp tax, which are imposed on legal documents, deeds, banking transactions, company formation, insurance premiums, and other transactions, as follows: the nominal stamp tax is imposed on documents, regardless of their value. The tax rate for items such as contracts is EGP 1 for each paper; whereas a percentage or proportional stamp tax is levied based on the value of transactions (from 0.05% to 0.3% of the total proceeds realised). An annual proportional stamp tax at the rate of 0.4%, shared by the bank and the client, is imposed on a bank's loans. Stamp tax applies to the total value of trading in securities (except for public treasury bills and bonds), without any deduction allowed for expenses. The tax is imposed on both the buyer and the seller, at rates of 0.125% for non-resident sellers and non-resident buyers and 0.05% for resident sellers and resident buyers (the rate can go up to 0.3% in the case of a sale or acquisition of at least 33% of the shares or voting rights (in terms of number or value) of a resident company, or assets or liabilities of a resident company by another resident company, in exchange for shares in the acquiring company).

Other Domestic Resources [MOF - Egyptian Tax Authority](#), (in Arabic)

Country Comparison For Corporate Taxation

	Egypt
Number of Payments of Taxes per Year	27.0
Time Taken For Administrative Formalities (Hours)	370.0

	Egypt
Total Share of Taxes (% of Profit)	44.4

Source: *The World Bank - Doing Business* Latest data available.

ACCOUNTING RULES

Accounting System

Accounting Standards	The accounting obligations are guided by the Companies Act no. 159 of 1981 and Financial Market and Money Market Act no. 95 of 1992. The new Egyptian accounting standards correspond to a large extent with the international standards. A Special standard exists for small and medium -sized enterprises to facilitate the preparation of financial statements
Accounting Regulation Bodies	CAO , Central Auditing Organization (for public companies - website only in Arabic)
Accounting Law	All companies have to present an audit report, an assessment, income statement and a profit and loss account to their shareholders each year. After being listed on the stock market, a company should present a detailed activity status every three months. Every year, or more or less at the end of every fiscal year, it should give a report of its activities and accounts to the Egyptian Financial Supervisory Authority
Difference Between National and International Standards (IAS/IFRS)	Egypt does not impose IFRS Standards and has not made any commitments to fully converge to international standards. The new Egyptian Accounting Standards, effective as of 1 January 2016, comply to a large extent with the IFRSs.

Accounting Practices

Tax Year	Fiscal year runs from 1 July to 30 June
Accounting Reports	According to the law, all companies must present to the shareholders during their annual meeting an audit report, a balance sheet, an income statement and cash flow statement.
Publication Requirements	After its initial public offering, the company must present a detailed report of its business every three months, including its progress and results. Each year, a progress report and a report of the accounts (before certification) must be sent to the Capital Market Authority one month after the fiscal year ends at the latest. The certified accounts cited on the Official Schedule 1 must be published in two reference journals, of which, at least one must be in the Arabic language.

Accountancy Profession

Accountants	The Egyptian Society of Accountants & Auditors is a voluntary professional organisation gathering and training accountants and auditors in Egypt.
Professional Accountancy Bodies	Egyptian Society of Accountants and Auditors (ESAA) , on IFAC website.
Member of the International Federation of Accountants (IFAC)	The Egyptian Society of Accountants and Auditors is a member of the International Federation of Accountants .
Member of Other Federation of Accountants	Member of the ACCA (Global Body for Professional Accountants).
Audit Bodies	Egyptian Society of Accountants & Auditors (ESAA), Egyptian Financial Supervisory Authority (EFSA)

CONSUMPTION TAXES

Nature of the Tax	Value-added tax (VAT)
Standard Rate	The standard VAT rate is 14%.
Reduced Tax Rate	Machinery and equipment used for the purpose of producing a commodity or rendering a service are subject to a 5% VAT. Exports of goods or services, as well as goods or services provided by companies located in the free zones, are zero-rated.
Exclusion From Taxation	Exempt goods and services include, among others, tea, sugar and coffee, banking services, medicines and active substances, health care services, production, transfer, provision of natural gas, sale or distribution of electric current, education, training and research services, sale and rental of land and residential and non-residential buildings, free services that broadcast through radio and television.
Method of Calculation,	The General Sales Tax (GST) is levied on the supply of most goods and services at a standard rate of 14%.

Declaration and Settlement	Providers of goods and services with turnover above EGP 500,000/year must register for sales tax. Taxpayers are required to submit their VAT returns (i.e. monthly VAT and/or schedule returns) electronically through the Egyptian Tax Authority's website. When a non-resident person that is not registered with the Egyptian tax authority provides a service that is subject to VAT in Egypt to a person who is not registered in the country, the non-resident person is obliged to appoint a representative or an agent in Egypt to fulfil all its obligations. In general, the deadline to submit monthly VAT returns is the month following the end of the tax period.
Other Consumption Taxes	Excise duty is levied on alcoholic drinks and coffee. An additional duty is levied on brandy, cognac, gin and whisky. A table tax applies to tobacco and tobacco products; petroleum products; vegetable oils; animal oils and tallow, partially or wholly hydrogenated; crackers and flour products; processed potatoes; fertilizers, agricultural pesticides; gypsum; contracting work and construction (supply and installation); soap industrial detergents for home use; air-conditioned means of transportation, such as buses and trains between the governorates; professional and consultancy services; media and program production. Items subject to the table tax in addition to VAT include soda water; non-alcoholic and alcoholic drinks; beer (alcoholic and non-alcoholic); aromatic preparations (skin or hair care); TVs larger than 32 inches, refrigerators larger than 16 feet; air conditioning units and their independent devices; golf carts and similar vehicles; passenger cars; communications services through cellular phone networks.

INDIVIDUAL TAXES

Tax Base For Residents and Non-Residents	Individuals are considered residents for taxation purposes if they are present in Egypt for more than 183 days within a 12-month period; are deemed to have a permanent abode in Egypt; or are Egyptian nationals performing their work in a foreign country but being paid from an Egyptian source. Residents are taxed on their worldwide income if their centre of commercial, industrial, or professional activities is in Egypt. Non-residents are subject to tax on income earned or realised in Egypt only, at the same rates as residents.
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Tax Rate

Individual income tax	Progressive rate from 0% to 22.5%
Up to EGP 21,000	0%
From EGP 21,001 to 30,000	2.5%
From EGP 30,001 to 45,000	10%
From EGP 45,001 to 60,000	15%
From EGP 60,001 to 200,000	20%
From EGP 200,000 to 400,000	22.5
From EGP 400,000 to 785,000	25%
Above EGP 785,000	27.5%
	The annual net taxable income ranging: - between EGP 600,000 and EGP 700,000 is not eligible for the 0% tax bracket. - between EGP 700,000 and EGP 800,000 is not eligible for the 0% and 2.5% tax brackets. - between EGP 800,000 and EGP 900,000 is not eligible for the 0%, 2.5%, and 10% tax brackets. - between EGP 900,000 and EGP 1 million is not eligible for the 0%, 2.5%, 10%, and 15% tax brackets. - above EGP 1 million is not eligible for the 0%, 2.5%, 10%, 15%, and 20% tax brackets.

Allowable Deductions and Tax Credits	Available tax deductions include a personal deduction of EGP 15,000 annually (in addition to the first EGP 21,000 of income that are subject to a 0% tax). Social insurance contributions and employees' contributions to private insurance funds are deductible. Premiums for life and health insurance for self or dependents can be deducted up to 15% of the net revenue or EGP 10,000, whichever is lower. General documented costs connected with commercial or industrial activity are also deductible. For self-employed, losses may generally be carried forward against future business profits for a period of maximum five years.
Special Expatriate Tax Regime	Individuals are considered residents for tax purposes if they are present in Egypt for more than 183 days in a 12-month period; are deemed to have a permanent domicile in Egypt; or are Egyptian nationals performing their work in a foreign country but being paid by an Egyptian source. Non-residents are subject to tax on income earned or realized in Egypt only, at the same rates as residents.
Capital Tax Rate	According to the new unified social insurance and pension law, the applicable contribution rate borne by the employee is 11%. The 2023 minimum and maximum monthly salary caps are EGP 1,700 and EGP 10,900, respectively (increased by 15% on 1 January of each year until 2027).

A property tax is levied at 10% of the rental value (after a 30% deduction for residential property). Egypt does not levy inheritance or gift taxes. Several stamp duties apply.

DOUBLE TAXATION TREATIES

Withholding Taxes

Dividends: 5% (when distributed by companies listed on the Egyptian stock exchange)/10%,
Interest: 0 (residents)/ 20 (interests paid on Treasury bills and bonds)/20% (non-residents),
Royalties: 3% (residents)/20% (non-residents)

The rates may be reduced under an applicable tax treaty.

SOURCES OF FISCAL INFORMATION

Tax Authorities

[Egyptian Tax Authority](#), (in Arabic)
[Ministry of Finance](#)

Other Domestic Resources

[General Authority for Investment and Trade Zones](#)

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Legal Environment

BUSINESS CONTRACT

Language of Domestic Contract Arabic is Egypt's official language and all documents have to be written in this language if they are to have legal value. A contract can be written in another language, however it has to be accompanied by an official translation in approved Arabic.

INTELLECTUAL PROPERTY

National Organisations Patents are protected by the Patents' Office, the sole national office responsible for registering and issuing patents. Designs and trademarks are protected respectively by the Office of Designs and Models and Office of Trademarks which are departments of the Trade Register, an administrative service which comes under the Ministry of Trade and Industry.
It is possible to obtain licenses for using patents and trademarks, but the agreements to use patents which involve payments outside the country must be authorized by the [General Authority for Investment](#) (GAFI). As for copyrights, they are handled by authors' societies.

Regional Organisations [WIPO's](#) regional bureau for Arab countries.

International Membership Member of the [WIPO](#) (World Intellectual Property Organization)
Signatory to the [Paris Convention](#) For the Protection of Intellectual Property
Membership to the [TRIPS agreement](#) - Trade-Related Aspects of Intellectual Property Rights (TRIPS)

National Regulation and International Agreements

Type of property and law	Validity	International Agreements Signed
Patent Law No. 82 of 2002 and the official orders for its application taken respectively in 2003 (no. 1366) and in 2005 (no. 497)	20 years as from the date of request submission	Patent Cooperation Treaty (PCT)
Trademark Law no. 82 of 2002	Initial period of 10 years which can be extended indefinitely for similar periods	Protocol Relating to the Madrid Agreement Concerning the International Registration of Marks
Design Law no. 82 of 2002	10 year protection which can be renewed for 5 years.	
Copyright Law no. 82 of 2002	- For literary works and software programs: the lifetime of the author + 50 years - For registered works: 50 years from the registration date.	Berne convention For the Protection of Literary and Artistic Works Rome Convention For the Protection of Performers, Producers of Phonograms and Broadcasting Organizations WIPO Copyright Treaty WIPO Performances and Phonograms Treaty
Industrial Models Law on intellectual property no. 82	10 years validity renewable for 5 years.	

LEGAL FRAMEWORK OF BUSINESS

Equity of Judgments

Equal Treatment of Nationals and Foreigners Foreign nationals can face certain difficulties during the course of their legal proceedings.

The Language of Justice Egyptian Arabic.

Recourse to an Interpreter It is possible to have recourse to an interpreter.

Legal Similarities The primary source of the law is the Constitution of 1971. The legal system is highly influenced by the French law. It also has influences from the common law. In fact, Sharia is crucial to questions of civil status.

The Different Legal Codes

Labour Law	
Companies Law no. 159 of 1981	
Income Tax Law	

Checking National Laws Online [Egyptian laws on the Egyptian government website](#)
 Country Guides [Library of Congress](#), Laws in Egypt.

The Jurisdictions

Supreme Constitutional Court	It is the highest court. It determines on the constitutionality of laws and decides between two legal organs.
Supreme Court	Examines the process for which a revision is requested.
Court of Appeal	Decides on the validity of the trial, before sending it to the Supreme court.
Primary Court	District courts that judge first instance matters when the trial in question comes within their jurisdiction.
Family Court	Legal instrument specialized in family matters.
Egyptian State Lawsuits Authority	Represents the State in the courts.
Public Prosecutor	Public party in criminal matters, which he can initiate by instigating a trial. He can also instigate investigations.
Administrative Court (State Council)	Presides over all administrative litigation.

INTERNATIONAL DISPUTE RESOLUTION

Arbitration Law no. 27 of 1994. For more information, refer to the Egyptian legal system overview on [GloLex](#).
 Arbitration Law Egypt acceded to the [International Centre for Settlement of Investment Disputes](#) in 1972.
 Conformity to International Commercial Arbitration Rules Party to the [New York Convention](#) on the Recognition and Enforcement of Foreign Arbitral Awards.
 Arbitration Procedure The Investment Incentives Law recognizes the right of investors to settle disputes within the framework of bilateral agreements, or the ICSID or through arbitration before the Regional Center for International Commercial Arbitration in Cairo, which applies the rules of the United Nations Commissions on International Trade Law.

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Reaching the Consumers

CONSUMER PROFILE

Consumer Profile The population of Egypt was around 105.2 million people in January 2022 and is growing at a rate of 1.9% (Data Reportal). 43% of the population lives in cities, and the urbanisation rate is 1.9% annually (CIA World Factbook).

Most of the country is desert, so about 95% of the population is concentrated in a narrow strip of fertile land along the Nile River, which represents only about 5% of Egypt's land area. Egypt's rapid population growth stresses limited natural resources, jobs, housing, sanitation, education, and health care.

The median age is 24.8 years; 30.2% of the population is under 13 years, 20.1% of the population is between 13 and 24 years, 28.6% of the population is between 25 and 44 years, 15.6% of the population is between 45 and 64 years old, and 5.5% of the population is 65 years old or over. There are 50.5% of men and 49.5% of women (Data Reportal, 2022). The average household size is 4 people in 2021; 6% of households only count one person, 30% of households count 2 or 3 people, and 43% of households count 4 or 5 people and 2% of households count 6 or more people (UN, latest data available). Women have significantly lower participation in the labour force than men (15% vs 67%) and lower literacy (66% literacy for women vs 76% of males). 71% of the population aged 15 or over can read and write (World Bank, latest data available).

Education is compulsory for 9 academic years between the ages of 4 and 14. Moreover, all levels of education are free within any government run schools. According to the World Bank, there are great differences in educational attainment of the rich and the poor, also known as the "wealth gap". Egypt has a very extensive higher education system. About 30% of all Egyptians in the relevant age group go to university. However, only half of them graduate. Many schools have poor infrastructure with around 1 in 5 school buildings unfit for use, lacking functional water and sanitation facilities.

Purchasing Power The Gross Domestic Product per capita (PPP) in Egypt was estimated at USD 12,607 in 2020 (World Bank). The minimum wage is EGP 2,700 per month in the public sector and EGP 2,400 in the private sector (Egyptian government). Egypt's Gini index is 31.5 (World Bank). The 2021 Global Gender Gap Index, which measures disparities between men and women across countries, ranks Egypt at 129th out of 156 countries worldwide. According to estimates by the World Bank, final consumption expenditure accounted for 93.8% of GDP in 2020 (latest data available).

Consumer Behaviour Egyptian consumer behaviour has changed considerably as the country is mired in a long-term economic recession coupled with currency devaluation. Egyptian consumers have cut down on apparel purchases, reduced out-of-home entertainment and tried to save on gas and electricity. Price, which had traditionally been an important factor in purchase decisions, now takes precedence over other criteria. As such, luxury items and branded products at supermarkets are sold less and less. 71% of Egyptians now say they look for promotions while 35% of them shop less often and 17% have reduced the quantities of their grocery shopping (Nielsen Survey, 2017). Consumers also tend to consume more local product, as they are less expensive than imported products. The Covid-19 pandemic caused further changes. Egyptians have become more digital, and have increased spending on groceries, takeaway food and home entertainment. They have also become more health conscious and concerned about the environment (PwC, 2022).

Consumers face numerous financial challenges, including devalued currency, high inflation and rising food prices, which have significantly affected consumer confidence and, in turn, household spending. However, while most are adapting to a more restricted shopping regimen, affluent households continue to spend. Online shopping has been hampered by low internet penetration rates, but this is projected to change soon. Young Egyptians are driving increased demand in a wide range of consumer segments.

Despite Egypt having the largest population of internet users in the MENA region, electronic commerce lags behind compared to many other Arab countries. However, online shopping soared since the pandemic. More than 50% of consumers purchased a product online in 2020 (Go-Globe). While Egypt's e-commerce market is still in its infancy, many Egyptian businesses have yet to establish an online identity for consumers to interact with them. Further developing the Egyptian e-commerce market relies on the continued online emergence of new products and services, which will provide Egyptian consumers with the goods that they need closer to home. E-Commerce in Egypt is expected to increase by 30% by the end of 2022, according to a report released by BOOST.

Service apps have been growing over the past years in Egypt-especially amongst the younger generation. For example, Egypt is the largest market in the Middle East for Uber. Moreover, Egypt has become one of the region's largest online supermarket markets for supplying and delivering groceries and other household goods.

Consumer Recourse to Credit Egypt has one of the lowest credit card holder ratios in the MENA region at around 9% of the population (10 million cardholders). Since 2016, banks have also been forced by the Central Bank of Egypt to limit the monthly instalments of consumers' portfolios of loans to a maximum of 35% (40% if mortgage loans are included) of monthly net income. Nonetheless, the rate of credit card issuance is growing annually by 40%. The Central Bank of Egypt plans to increase the number of electronic points of sale around the country from 2019's level of around 72,500 to one million by 2021 in an effort to further increase credit card usage. Furthermore, consumer lending is slowly regaining health, mortgage rates are expected to increase exponentially as more and more Egyptians consider real estate a safe investment.

With a banked population of only 32.8% (people over 15 years old, World Bank), Egypt aims to tap into the lower- and middle-income groups with micro-credit schemes as well as driving digital FinTech to improve access to finance. Egypt joined the Financial Inclusion Global Initiative to accelerate financial inclusion, which aims at the digital transformation of the country.

The low percentage of banked population in Egypt shows the established lack of confidence amongst consumers towards banking products. Prohibition of interest in Islam, elevated bank charges and other uncertainties with regard to the investments made by the banks are amongst key factors that lead Egyptians to borrow money from non-banking channels, including friends and family, which often provides them the ease of borrowing money without interest.

Growing Sectors Food and electronics sector (mobile phones, computers, audio and video products) are growing.

Consumers Associations [Consumer Protection Agency](#)
[Central Egyptian Society for Consumer Protection](#)

Population in Figures


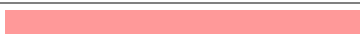
Total Population:	109,262,178
Urban Population:	42.9%
Rural Population:	57.1%
Density of Population:	108 Inhab./km ²
Men (in %)	50.1%
Women (in %)	49.4%
Natural increase:	1.66%
Medium Age:	23.0
Ethnic Origins:	The Egyptian population is ethnically very homogeneous. More than 99% of the population is of Egyptian origin.

Population of main cities

City	Population
Cairo	9,293,700
Alexandria	5,107,600
Giza	4,212,800
Subra Al-Haymah	1,187,800
Port Said	760,200
Suez	740,900
Mansoura	570,300
El Mahalla El Kubra	543,300
Tanta	528,700

Source: [Citypopulation.de](#), Latest available data.

Age of the Population

Life Expectancy in Years	
Men:	68.7 
Women:	73.4 

Source: [World Bank](#), Latest data available.

Distribution of the Population By Age Bracket in %		
Under 5:	11.3%	
6 to 14:	21.7%	
16 to 24:	17.0%	
25 to 69:	47.2%	
Over 70:	2.7%	
Over 80:	0.6%	

Source: [United Nations, Department of Economic and Social Affairs, Population Division](#) Latest data available.

Consumption Expenditure

Purchasing Power Parity	2020	2021	2022	2023 (e)	2024 (e)
Purchasing Power Parity (Local Currency Unit per USD)	4.52	4.54	4.68	5.54	6.36

Source: [IMF - World Economic Outlook Database](#) Latest data available.

Definition: Purchasing Power Parity is the Number of Units of a Country's Currency Required to Buy the Same Amounts of Goods and Services in the Domestic Market as USD Would Buy in the United States.

Note: (e) Estimated Data

Household Final Consumption Expenditure	2019	2020	2021
Household Final Consumption Expenditure (Million USD, Constant Price 2000)	301,775	323,837	346,675
Household Final Consumption Expenditure (Annual Growth, %)	1.0	7.3	7.1
Household Final Consumption Expenditure per Capita (USD, Constant Price 2000)	2,857	3,013	3,173

Source: [World Bank](#), Latest data available.

Information Technology and Communication Equipment, per 100 Inhabitants	%
Telephone Subscribers	101.1
Main Telephone Lines	10.2
Cellular mobile subscribers	101.1
Internet Users	44.1
PCs	3.7

Source: [International Telecommunication Union](#), Latest data available.

MARKETING OPPORTUNITIES

Media in Which to Advertise

Television

Advertising is most dynamic and most efficient on television as Egypt has traditionally had the most sophisticated TV market in the Arab world. The state is a major actor in TV, nonetheless, satellite TV is among the most vibrant in the region and many pan-Arab channels have a presence at Media Production City in Cairo. Like radio, TV ads allow companies to reach a wider audience, especially in rural areas where the illiteracy rate is higher and local press is not strong.

Main Televisions
[Egypt Radio Television Union \(ERTU\)](#)
[Al Nahar](#)

Press

Newspaper advertising is quite efficient as in most other Arab countries. The state is a major actor in media and owns various newspapers. The daily Al-Ahram (state-owned) in particular is sought after for far-reaching advertising. Nonetheless, in the aftermath of the Tahrir Revolution, the number of publications and circulation has dropped significantly (142 publications in 2010 as opposed to 75 in 2015 - CAPMAS, latest available data). Only 8% of Egyptians read the newspaper every day (the lowest rate in the region with Lebanon - Mideast Media Survey).

	<p>Main Newspapers Al Ahram Al Masr Al Youm</p>
Mail	Direct mail advertising is not effective as TV, print and radio advertising, however courier-delivered mail advertising could help target specific groups of consumers.
In Transportation Venues	Roadside billboards, flashing neon signs on building roofs, building walls completely painted with advertising signs are the most used forms of out-of-home (OOH) advertising in Egypt.
Radio	<p>Market Leaders: Petra Advertising Beyman Advertising</p> <p>Radio had been under the monopoly of the Egyptian Radio and Television Union since 1952 until the creation of two partially privatised radio stations. Traditionally, radio has been a powerful political tool for the government as it helps overcome the problem of illiteracy when delivering messages to guide and mobilise the general public. Up until 10 years ago, Egypt had one of the highest radio advertising rates in the region along with Saudi Arabia and United Arab Emirates, however most radio stations have dropped their advertising fees since due to uncertain economic and political conditions. Currently, only 17% of Egyptians get their news on the radio (lowest rate in the region, Mideast Media Survey).</p>
Web	<p>Main Radios Nogoum FM Nile FM</p> <p>Egyptian digital advertising industry is on the rise as the country has had the highest increase in Internet penetration rate across the Arab world in recent years (59% in 2016 as opposed to 22% in 2013). Smartphone penetration is also on the rise and stood at 61% in 2016 (Mideast Media Survey 2017). Owing to its large population, Egypt has the highest number of Internet users in the region and comes in second, after Saudi Arabia, in terms of number of search queries. Egyptian digital advertising spending represents 7% of total advertising, however it was expected to have grown over 10% between 2016 and 2017. Nonetheless, the 20% stamp tax, which is levied on online advertising, continues to be a considerable financial burden for advertising companies.</p>
Main Advertising Agencies	<p>Market Leaders: Green Mind Agency Digitree Promolinks Egypt Oxygen Agency EM Graphic Advertising Agency Vision Egypt</p>

Main Principles of Advertising Regulations

Beverages/Alcohol	Alcohol advertising is completely banned on national TV, national radio and in print media (with the exception of a partial ban on wine in specialised print media).
Cigarettes	Law no. 52 (1981) regulates advertising of tobacco products in Egypt. Article 4 of the law prohibits government organization and public institutions, sporting clubs and other places for public entertainment from participating in any kind of advertising related to cigarettes and tobacco products. Article 5 of the same law imposes content restrictions so that advertisements can only include the trademark with a list of the product's components and the price, with the mandatory warning that bears the sentence "Smoking is very harmful to your health".
Pharmaceuticals/Drugs	Advertising of prescription drugs is prohibited. Over-the-counter medicine can be advertised if it holds a registration licence issued by the Central Administration for Pharmaceutical Affairs (CAPA) (Ministry of Health). Companies are not allowed to publish or issue promotional material without the approval of the Technical Committee of the CAPA, which regulates the conformity of the advertisement to the Pharmacy Law. However, it has been noted that the CAPA stopped granting advertising licenses to companies that have not set up a scientific office prior to submission for approval.
Other Rules	While Egypt has adopted a more lenient approach towards the application of Islamic principles in advertising compared to other countries in the region, the Egyptian Consumer Protection Agency (CPA) bans advertisements that are considered "immoral".
Use of Foreign Languages in Advertisement	Use of foreign language is authorised in advertising if Arabic translation is also provided. A draft law that is currently in talks asserts that Standard Arabic is the formal language of Egypt and as such commercial posters, names of shops, and information on products sold in Egypt must be in Standard Arabic and not in the Egyptian dialect.
Organizations Regulating Advertising	Consumer Protection Agency

Selling

MARKET ACCESS PROCEDURES

Customs Procedures

Import Procedures	<p>Egypt joined the International Convention on the Simplification and Harmonisation of Customs Procedures (Kyoto Convention) in 2007. Thus, it aligned the country's customs procedures with those of the World Customs Organisation. The convention is an instrument for the harmonisation of customs techniques. It also aims at ensuring that customs system is not a barrier to international trade and growth.</p> <p>Egyptian law requires that all commercial agents and importers have Egyptian nationality. If it is a company, the chairman and all members of the board must be Egyptian, and it must be 100% Egyptian-owned. However, distributor-type companies with any foreign ownership can market goods under certain conditions that limit flexibility of the foreign entity.</p> <p>There are significant document restrictions; the original sales invoice, in duplicate, the original certificate of origin, in duplicate, are required. These two documents must be certified and authenticated by the Egyptian consulate in the country of origin. For the certificate of origin, it is necessary to specify that the information given is exact and accurate. Further, the package list, the bill of lading with the name and address of the sender and the number of bills of lading sent are required. Since 1999, The Central Bank of Egypt requires all letters of credit to be paid 100% in cash by the importer. A complete description of the product content is also required for products that need to go through a content analysis.</p>
Specific Import Procedures	<p>Since December 2015, Egyptian authorities have carried reforms aiming at curbing "non-essential" imports.</p> <p>Egyptian importers may be required to register their foreign suppliers with the Government. In particular, the Ministry of Trade and Industry approved a list of 50 commodities that require import registration at the General Organisation for Exports and Imports Control (GOEIC). The required documents for registration include a copy of the licence of the production factory, its certificate of legal status, the trademark of the product, and the trademark produced according to a licence from the owners. The list of products to register includes garments, furnishings, home appliances, carpets, textiles, shoes, steel, blankets, bikes, motorbikes, watches, mineral/natural waters and soda.</p> <p>In addition, overseas suppliers must allow Egyptian technical teams to inspect their imported products to ensure that environmental and labour standards are met. They may be also required to provide a certificate of quality control from a recognised body of the International Laboratory Accreditation Cooperation (ILAC).</p> <p>Finally, the Central Bank of Egypt has moved to restrict opening letters of credit for the import of fully manufactured cars (though it will continue to provide hard currency for the import of car parts for assembly in Egypt).</p>
Importing Samples	<p>Customs accepts the entry of samples exempt from all duty for the purpose of sales promotion or exhibition. The value of these samples must not exceed EGP 500 or it should not be possible to sell them as such. These conditions must be repeated specifically in the accompanying documents. If they do not meet these conditions, a deposit must be made to Customs with a file which will ensure a re-export of the product. The deposit will be returned on proving the re-export of the goods. For medical samples, health regulations must be met.</p>

Customs Duties and Taxes on Imports

Customs threshold (from which tariffs are required)	No customs threshold.
Average Customs Duty (Excluding Agricultural Products)	Customs duty rates on imported goods generally range from 5% to 40%. According to the World Bank, the effectively applied weighted average tariff is 8.19%.
Products Having a Higher Customs Tariff	Customs duties are highest on alcohol (almost 3,000%). Certain food and agricultural items (i.e. fresh and dried fruits, processed nuts, chocolate and food preparations containing cocoa, sweet biscuits, crispbread, gingerbread, waffles and wafers, juices, and ice cream, etc.) are subject to tariffs ranging from 50% to 700% (generally between 100% and 200%).
Preferential Rates	<p>The Egyptian Government conducted reforms that significantly reduced the overall weighted tariff average. Tariffs on the vast majority of goods entering Egypt are below 15%.</p> <p>Within the framework of its membership to the League of Arab States, Egypt is in the process of discussion to create an Arabic Common market with the suppression of customs duties. Moreover, an association agreement is in force between the European Union and Egypt, removing tariffs on industrial products and reducing those on agricultural products.</p> <p>Where companies import machines and equipment as capital assets, they will be charged customs duty at 5%.</p>
Customs Classification	Egypt applies the Harmonized Customs System .

Method of Calculation of Duties	Custom duties are calculated ad valorem on the CIF value.
Method of Payment of Customs Duties	Customs duties are payable in Egyptian pounds.
Import Taxes (Excluding Consumer Taxes)	Excise taxes are applied on a certain products and services, which generally cannot be deducted against incurred input VAT.

Labeling and Packaging Rules

Packaging	No packaging prohibited.
Languages Permitted on Packaging and Labeling	Arabic is compulsory in most cases.
Mark of Origin "Made In"	The indication of the country of origin is compulsory.
Labeling Requirements	On an imported product, the country of origin should be written in Arabic, as well as the name of the producer and a description of the product. For more information, refer to USDA's Website .

DISTRIBUTING A PRODUCT

Distribution Network

Types of Outlet

Local provisions shops	Small shops, often specialized in one area. Food (meat, bakery...), clothes, hardware, drugstore, etc...
Supermarkets	Food, appliances, clothes, books... Metro, Hawary, Abu Ashara
Hypermarkets	Food, appliances, clothes, books, drugstores... Carrefour, Hyper 1

Evolution of the Retail Sector

Growth and Regulation	<p>Egypt remains the largest consumer market and most diversified economy in the Arab world, with a retail food market still dominated by small, privately held stores. In fact, traditional grocery stores are still leading the country's retail food sector - representing 96.6% of total outlets and around 74% of total sales - though supermarket chains, convenience stores, and online retailing platforms are growing in number and popularity. Modern retail channels, such as supermarkets, hypermarkets and convenience stores, have a combined 4,120 outlets, compared to traditional grocery retailers who have more than 117,500 (USDA).</p> <p>The Egyptian retail foods sector is estimated to generate around USD 17.5 billion (USDA). Sales in modern supermarket and hypermarket chains are expected to continue to grow, according to US retail analysts. Online retail platforms' popularity is increasing thanks to the rise in internet penetration rates.</p> <p>Traditional grocers and wet markets maintain a loyal, neighbourhood customer base as they are easily accessible and sometimes offer credit to local consumers. The segment is clearly constrained by space (retail and parking) and is unable to compete with larger retailers who can take advantage of economies of scale. Modern supermarket and hypermarket chains confronted the consumers' increased price sensitivity by running promotions, creating loyalty programs, and offering bulk discounts; or often replacing imported products with locally-produced ones. Some chains - like BIM from Turkey and the local Kazyon - started setting up chains of small neighborhood stores, now counting with around 300 and 424 outlets, respectively (USDA).</p>
Market share	<p>The market is still dominated by a large number of small family-run stores. The development of mass distribution is a rather recent trend and it only caters to a small fraction of the population who have access to sufficient income. Many private mini-markets with a larger store space often exceeding 100 m² (Sunny Supermarket, ABC, Alfa Market, Metro) have opened. In addition, several supermarkets have burgeoned in the country and the Carrefour group, with five supermarkets, dominates the field. A more recent trend is the advent of discount supermarkets. For example, the Awlad Ragab group or the Khir Zaman chain. In terms of market share, the supermarkets and hypermarkets represent 26% of sales compared to 74% for the small family-run stores (US Department of Agriculture).</p>

E-commerce

Internet access	<p>Egypt is the third most populated country in Africa with its 99.3 million inhabitants and has recorded a tremendous growth in internet penetration rates in recent years. The number of internet users rose to 49.2 million at the end of 2017 (Internet World Stats), accounting for 50% of the population. While this rate stays above the African average (35.2%), it stays below the global average (54.4%). Nonetheless, this marks a 41-percent increase compared to January 2017 (14 million new users in 12 months). Furthermore, this increase</p>
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allowed Egypt to have the second highest number of internet users in Africa, behind Nigeria (98.4 million) and ahead of Kenya (43.3 million). Smartphone penetration rose to 30.4% in 2017 with nearly 29 million devices (Newzoo Global Market Report). As far as search engines are concerned, Google dominates the industry with 96.68% market share, followed by Yahoo at 2.33 (Statcounter).

E-commerce market
 The Egyptian e-commerce market is booming and set to be the largest in Africa thanks to a large population and rapidly increasing internet penetration rates. As a country at a crossroads between the Arab world and Africa, both pan-Arab and pan-African e-commerce websites are popular in Egypt. As such, the local edition of the Pan-Arab general retailer Souq is among the most popular websites in the country as is the Pan-African general retailer Jumia. Lynks and Eshtereely, which enjoy growing market shares, work as intermediary websites, handling the delivery of products that are ordered through international marketplaces, including Amazon and eBay. International online sales events that are adapted to the local context (i.e. White Friday, based on Black Friday sales event, and Mobile Week) have allowed major retailers to boost their sales in recent years. In 2017, the Egyptian B2C e-commerce turnover grew by 22%, reaching US\$ 5 billion. However, e-commerce only accounts for 0.4% of retail sales in the country, according to a [report by the Ministry of Communications and Information Technology](#). Regarding e-commerce readiness, Egypt fares badly on UNCTAD B2C E-Commerce Index 2017, ranking 116th worldwide. The Egyptian government partnered with UNCTAD in 2017 to develop a new strategy that aims at increasing the current share of e-commerce in GDP to 2.32%, and doubling the number of businesses selling online (currently about 14,725) by 2020. 17% of large firms and 3% of SMEs sell online at the moment according to latest estimates of the Egyptian government.

Social media
 Egyptian internet users are increasingly active on social media; however, social media penetration rates are far from reaching maturity. 39 million Egyptians are active social media users (40% of the total population), of which 35 million also access their accounts via mobile (36% of total) (Hootsuite 2018). These figures mark a 11% increase since January 2017, so there were 4 million new social media users in the country during that period. While social media penetration rate remains somewhat low, Egyptian internet users that have social media accounts spend a considerable amount on these platforms. An average Internet user spends 3 hours and 9 minutes each day on social media, and 8 hours and 10 minutes in total online. Egyptian internet users are the most active on Facebook, which has 39 million users in the country. YouTube is the second most used social media, with 34 million users, followed by Instagram, which has nearly 10 million users in the country (10% of the population). Twitter and Snapchat are far less popular in Egypt than in the GCC countries, with 10.9 million and 4 million users, respectively (Hootsuite 2018).

Direct Selling

Evolution of the Sector
 According to the World Federation of Direct Selling Associations, Egypt's direct selling industry is limited. The country is included in "Other Africa" (which excludes Morocco and South Africa) with 2016 direct retail sales reaching USD 412 million and 562,000 independent representatives. The Egyptian Ministry of Industry and Trade set controls on imports in late 2016, a controversial and protectionist measure intended to boost local manufacturing. Beauty and personal care products are the highest industry sellers. Oriflame was the market leader in 2017. Avon Cosmetics Egypt has struggled importing its products and must combat the perception its products are overpriced. In short, direct selling is not an important sector in overall retailing since it mostly involves five large companies and many smaller companies. Direct selling companies are also expanding into social media and offering personalized apps.

Commercial Intermediaries

Trading Companies
 Type of Organization
 There are different types of intermediaries. Companies with modern management are very few. The more widespread are "general sales" companies. Some of them are specialized (construction products, frozen products...), others are generalized and sell everything. At last, there are small companies specialized in only some products or foreign suppliers. It is possible for foreigners to sell on the Egyptian market if they are registered to make direct sales. However, most use intermediaries to make it easier.

Wholesalers
 Main Actors
 Wholesalers are very dispersed. There aren't many large distributors. They can be contacted directly, however, their specialization, which is often very precise, makes it useful to go through an intermediary. Mansour Manufacturing & Distribution (MMD), Majed Al Futtaim Group, Raya Holding & Co. and Oriental Weavers & Co are amongst Egypt's major distributors.

Using a Commercial Agent

The Advantages
 It is a good way to start trading activity in Egypt. Moreover, Egyptian law concerning commercial agent agreements is among the most liberal in the Middle East.

Where to Be Vigilant
 The agent will have to be chosen according to his motivation, his interest in the product, his references and the range of products that he deals with.

Elements of Motivation
 The amount of commission is an important motivating element.

The Average Amount of Commission	The commission rates vary according to the type of product or service, sales volume (the higher it is, the lower the commission) and the services provided by the agent. For everyday goods like rice, wheat, sugar and cotton, the commission is between 1 to 3%. For chemical and food products, it is between 3 to 5%. For medical, construction or office equipment, it is around 10%. For scientific and laboratory equipment, 15%. For big projects like civil engineering, it is between 1 to 3%. The commission rates have to be recorded in the signed documents.
Breach of Contract	The contract is free insofar as the law is neutral regarding its content. There is no obligation of exclusivity; there is no obligation of compensation in case of cancellation. The commission rates have to be recorded in the contract. It is the agent, and not the foreign company, who has to register the contract with the Ministry of Trade and Industry.
Finding a Commercial Agent	Alibaba US Commercial Service , Distributors, Sales Agents and Importers in Egypt

Setting Up a Commercial Unit

The Advantages	It is free to establish a company or an office in Egypt. One simply has to register at the Commercial Registry, a procedure that has to be renewed every 5 years. The rent, the rate of taxation and the cost of employment being relatively inexpensive, this procedure is advantageous. For more information, refer to the American Chamber of Commerce in Egypt website.
Where to Be Vigilant	Set up a commercial unit only if the foreign company has long-term business interests in the country.
Different Possible Forms of Settlement	
A Representative Office	A representation office can make it possible to get information on the market and give the necessary support (promotional and for service). It is not subject to any tax and does not need any specific authorization. It is not possible to trade, to make profits or to place orders through a representation office.
A Branch Office	A branch can take and place orders as well as lead a marketing campaign. It has to pay taxes. Opening a branch is considered as a direct investment and has to be registered at the Ministry of Finance.
A Company	To get an independent company up and running requires time and investment, but this could offer a way of guaranteeing better protection for the owner, get loans and enter into markets that are subject to import barriers. The General Authority for Investments and Free Zones (GAFI) has set up a one-stop shop for registering companies that is now able to process all paperwork for setting up a business and can do so in a matter of three working days.

Franchising

Evolution of the Sector	<p>Franchising has developed quite extensively in Egypt over the past three decades, especially in the fast-food sector. There are around 600 franchises in Egypt, according to the Egyptian Franchise Development Association (EFDA), of which 58% are international brands.</p> <p>Franchising has developed quite extensively in Egypt, and it has proven to be one of the most successful mechanisms for entrepreneurship. According to industry sources, direct franchise investments are estimated at EGP 80 billion, while indirect franchise investments recorded EGP 90 billion. Together, they provide 90,000 direct job opportunities and 1.6 million indirect ones.</p> <p>The ownership structure of the franchising industry in Egypt is 60% Master Franchisees who do not sub-franchise; 17% Master Franchisees who do sub-franchise; and 40% Local Franchisors.</p>
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The Egyptian fast-food market is expected to grow at an annual rate of 20% over the coming years. The current food franchise market size is estimated at more than USD 800 million, with around 60,000 franchised outlets across the country. Some of the popular chains are: Auntie Annie's, Baskin Robins, Burger King, Carvel Ice Cream, Dairy Queen, Domino's Pizza, Hardees, KFC, McDonalds, Pizza Hut, Melting Pot, Papa John's, Sbarro, Starbucks and Subway.

The non-food franchise sectors seems to have considerable market potential. Several companies in hotel management, car rental, language education, health and fitness, electronics and computer training especially are currently franchised in Egypt. Some of the non-food franchises that currently exist include: Coldwell Banker, Curves, Gold's Gym, Harley-Davidson, Hertz Rent a Car, Toys R Us, and Starwood Hotels. Retail franchises account for 50% of the non-food franchising sector, making overall retail the highest ranked sub-sector. It is anticipated that demand will continue to increase for hypermarkets, home products, clothing and fashion, according to US Foreign Office analysts.

Egypt has an estimated five million "A class" consumers, who have an average monthly income of about USD 1,000. These consumers are well educated and familiar with foreign goods and services and they have become very receptive to western products and services. Some of these consumers in Egypt include tourists from other Arab countries, which represents a strong seasonal demand factor.

The population of Egypt is around 100 million, and of this figure it is estimated that five million consumers are drawn to the increasingly popular name brands and convenience services. The median Egyptian age of 18-25 years also supports the growth potential of the fast-food and retail sectors. Moreover, Egyptian consumers have become brand conscious thanks to the recent and growing trend of improved living standards, as well as increased exposure to western culture and media.

Some Big Franchises

[McDonald's](#)

For Further Information

[EFDA](#), Egyptian Franchise Development Association

Buying

CUSTOMS PROCEDURES

Export Clearance	An export license must be obtained from the General Organization for Export and Import Control (GOEIC). Concerning fruits and vegetables, according to the ministerial decree no. 670/2017, all exporters, packing stations, and farms shall apply to the Agricultural Export Council for registration and accreditation. This institution will examine the farms and provide a coding system for each farm and packing station, which must be mentioned on each box of the exported shipment, monitored by authorities at ports of departures. Then, those codes will be mentioned in the accompanies agro certificates and the certificate of origins. Exporters of petroleum products shall apply to the Egyptian General Petroleum Corporation for obtaining pre-export approval, and paying the subsidy difference for the required quantity to be exported to the general administration of petroleum prices differences within the General Petroleum Corporation.
Necessary Declaration	In order to declare exported goods from the customs, a file must be prepared including the following documents: <ul style="list-style-type: none">- Customs export declaration (Form 13)- Commercial invoice- Packing list- Health certificate (where applicable)- Agriculture certificate (where applicable)- Customs procedural certificate (Dealers Card)- Industrial license/register- Purchasing commercial invoice (in case the exporter isn't the manufacturer of the exported consignment).
Restrictions	Restrictions may be applicable for the export of petroleum products and fruit and vegetables.
Export Taxes	Not applicable

INDUSTRIAL AND MANUFACTURING PROFILE

The manufacturing sector contributes to more than 16% of the GDP (World Bank). It is also demonstrating a potential for growth thanks to the number of foreign investments especially in the pharmaceutical, chemical, gas, oil, agricultural food, and automobile sectors.

The industrial sector constitutes 21.4% of Egypt's GDP (World Bank).

IDENTIFYING A SUPPLIER

Egyptian multisector Business directories

[All.biz - Egypt](#) - Directory of companies in Egypt

[Egypt Business](#) - List of most important companies active in Egypt

[Egypt Business](#) - Egypt business directory

[Egyptian Trading Directory](#) - Factories, import and export companies, agents in Egypt.

[Expat.com](#) - Egypt business directory

[Maps.me](#) - Egypt business directory

[Yellow Pages](#) - Businesses in Egypt by category.

Egyptian Marketplaces

Sample of marketplaces incorporated in Egypt (A to Z)

Upcoming Trade shows in Egypt

[MACTECH EGYPT](#)

November 9th, 2023

[MACTECH formerly MACTOOLS](#)

November 9th, 2023

[ELECTRICX formerly part of POWER, ENERGY & SECURITY FORUM](#)

November 12th, 2023

[HACE](#)

November 13th, 2023

[CAIRO ICT](#)

November 19th, 2023

[TECHNOPRINT EGYPT](#)

November 23rd, 2023

[MACTECH EGYPT](#)

November 30th, 2023

[AIRTECH](#)

November 30th, 2023

[HANDLING EXPO](#)

November 30th, 2023

[CAIRO WOOD SHOW](#)

December 7th, 2023

Other Useful Resources

Trade Agencies and Their Representations Abroad [Federation of Egyptian Chambers of Commerce](#)

CONTROLLING THE QUALITY OF THE PRODUCTS

Quality Control Organizations [Egyptian Organization for Standardization and Quality](#).

ORGANIZING GOODS TRANSPORT TO AND FROM EGYPT

Main Useful Means of Transport

Egypt has embarked on a mission to modernise the processes of its transport infrastructures. Thus, many highway projects were launched and some of them have been finished successfully like the highway linking Cairo to Ain Sokhna. In the same way, Egyptian airports are undergoing renovation. Egypt enjoys a strategic geographical location, having access to both the Mediterranean Sea and the Red Sea. This makes the Egyptian maritime sector the most developed in the whole African continent. Almost 90% of the country's international trade flow in terms of volume occurs through sea transport. More than 10% of world trade volume happens through the Suez Canal, which is one of the main source of revenue for the local government. Moreover, under the plan 'Vision 2030', the country aims to increase the handling capacity of ports from the current 120 million metric ton to 370 million metric ton by 2030. Major developments include the construction of port terminals by Red Sea Ports Authority and the development of Port Said. Egypt has a road network of 65,050 km, of which 48,000 km paved and 17,050 km unpaved, with about 18,000 km of highways.

By Sea

Transport Professionals [EGYTRANS](#)
Government Transport Organisations [Official website of the shipping transport sector in which the web addresses of all the Egyptian port authorities are found](#)

By Air

Airports [List of Egyptian airports](#)
Transport Professionals [EGYTRANS](#)
[DHL](#)

By Road

Transport Professionals [EGYTRANS](#)

By Rail

Transport Professionals [Egyptian National Railways](#)
Government Transport Organisations [Egyptian national railways' website](#)

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Operating a Business

LEGAL FORMS OF COMPANIES

Limited Liability Company or LLC	Number of partners: From 2 to 50 shareholders. Capital (max/min): Minimum EGP 1 000 divided in equal shares, fully paid up front when formed. Shareholders and liability: Their responsibility is limited to their contribution.
Joint Stock Company (public limited company)	Number of partners: Minimum 3 shareholders. Capital (max/min): EGP 250,000 of which 10% must be fully paid when formed. EGP 20 million when offering shares for public subscription, fully paid up. Shareholders and liability: Their responsibility is limited to the contribution amount.
Limited Partnership	Number of partners: One general partner, unlimited number of limited partners. Capital (max/min): Minimum EGP 250,000. Shareholders and liability: General partners' liability is unlimited. Limited partners' liability is limited to their contribution.
Sole Proprietorship	Number of partners: One natural person. Capital (max/min): No minimum capital required. Shareholders and liability: Responsibility limited to the capital allocated therefor.

BUSINESS SETUP PROCEDURES

Setting Up a Company	Egypt
Procedures (number)	5.00
Time (days)	12.50

Source: *The World Bank - Doing Business* Latest data available.

The Competent Organisation [GAFI](#) has a role in guiding and promoting foreign and Egyptian investments. It helps the investors in their administrative steps. GAFI has created a single point of liaison known as a One-Stop Shop counter. The formalities for setting up a company are done at this counter. The One-stop Shop counter thus provides useful documents on law no. 8 of 1997 for encouraging investments, guarantees, exemptions, company creation procedures, the different zones with special statutes to the investors. For speeding up the setting up process, GAFI is authorised to grant temporary licences for starting the project.

The [ITIDA](#) (Information Technology Industry Development Agency) was established by law no. 15 of 2004. It is attached to the [Ministry of Information Technology and Communication](#). ITIDA guides investors for executing their projects with a single counter which helps them with various relevant administrative authorities, particularly it is the e-signature regulatory authority. This allows both public and private interests access to e-signature authorisation.

Since 2006 the IDA (Industrial Development Authority), which comes under the Ministry of Commerce and Industry, has been responsible for developing and facilitating industrial establishments. In connection with the governing bodies the IDA recovers, prepares and sells land for developing industrial zones by foreign and Egyptian promoters. The State develops the road network and other networks for these lands. The IDA also offers a one-stop shop for industrial investors to give them information on the available lands and help them get the permits for industrial operations.

For Further Information [Consult Doing Business Website](#), to know about procedures to start a business in Egypt. [General Authority for Investment and Free Zones \(GAFI\)](#), an investment guide for Egypt

FINANCIAL INFORMATION DIRECTORIES

[Dun & Bradstreet](#) - Worldwide directory with financial information on businesses

[ESOMAR](#) - Egypt Business Directory

[Kompass](#) - Egypt Business Directory

RECOVERY PROCEDURES

Principle The procedure is to put the company under supervision, which does not necessarily lead to bankruptcy.

Bankruptcy Laws The main problem of the law on bankruptcy is the length of the administrative procedure. The average length of time it takes to finish the procedure is 4 months. The cost is considerable, approximately 20% of the goods. The recovery rate is 16.8 cents on the dollar.

THE ACTIVE POPULATION IN FIGURES

	2018	2019	2020
Labour Force	29,275,347	29,776,956	29,077,255

Source: *International Labour Organization - ILOSTAT*, Latest data available.

	2017	2018	2019
Total activity rate	49.36%	47.91%	47.87%
Men activity rate	74.58%	75.25%	75.19%
Women activity rate	23.63%	20.02%	20.00%

Source: *International Labour Organization - ILOSTAT*, Latest data available.

Employed Persons, by Occupation (% of Total Labour Force)	2015
Agriculture, forestry and fishing	25.8%
Construction	12.1%
Wholesale and retail trade; repair of motor vehicles and motorcycles	11.8%
Manufacturing	11.2%
Education	8.9%
Transportation and storage	7.7%
Public administration and defence; compulsory social security	7.2%
Human health and social work activities	3.0%
Accommodation and food service activities	2.6%
Professional, scientific and technical activities	1.6%
Information and communication	0.8%
Electricity, gas, steam and air conditioning supply	0.8%
Water supply; sewerage, waste management and remediation activities	0.8%
Administrative and support service activities	0.8%
Financial and insurance activities	0.6%
Arts, entertainment and recreation	0.5%
Mining and quarrying	0.2%
Real estate activities	0.2%

WORKING CONDITIONS

Opening Hours

Legal Weekly Duration	The length work is 8 hours per day, 6 days per week with a maximum of 48 hours per week, and a rest obligation of a minimum of 24 consecutive hours in a week. There is a minimum 1 hour of rest for a day of work. If an employee works for more than 8 hours per day, he has a right to a 35% bonus for day work and 70% bonus for night work.
Maximum Duration	The maximum length of work is 48 hours per week.

Working Rest Day

24 consecutive hours per week of compulsory rest. Week-ends are Fridays and Saturdays, if the 24 hours are not given during those days, they have to be compensated by another day.

Paid Annual Vacation

21 days minimum paid holidays, of which 6 are consecutive. 30 days if the employee has been in employment for more than 10 years, and/or if he is aged more than 50 years. Additionally, there are 16 days of public holidays per year.

Retirement Age

60 years.

Child Labour and Minimum Age For Employment

Officially, 3 to 15% of children work. According to observers, in reality, children are an important part of the active population, most of the time in the informal sector, therefore difficult to quantify (selling in the streets, seasonal agricultural work). According to the Human Rights Watch, the conditions are difficult, between 9 and 11 hours of daily work in precarious sectors.

Informal Labour Market

Egypt's labor force has grown steadily in recent years, with upwards of 700,000 new entrants into the labor

market each year. Official statistics put the labor force at 26.7 million. Unemployment officially stood at 11.9% at the end of 2011, though experts estimate the real level of unemployment, particularly among youth, to be much higher. Nearly 6.5 million people work in the informal sector, that is to say 40% of the active population. These people's work conditions (timetable and health) are generally very bad.

THE COST OF LABOUR

Pay

Minimum Wage	The minimum wage in Egypt as of 2022 is EGP 2,700 per month in the public sector and EGP 2,400 in the private sector (Egyptian government).
Average Wage	The average Egyptian salary is EGP 915 per week in 2020 (Capmas, latest available data).
Other Forms of Pay	
Pay For Overtime	30% of the normal salary.
Pay For Rest Days Worked	If it is a normal annual vacation day (not a week-end), the salary is doubled.
Pay For Overtime at Night	70% of the normal salary.

Social Security Costs

The Areas Covered	Unemployment, sickness and maternity, old age and work injury
Contributions	Contributions Paid By the Employer: The social insurance contribution of the employer is 18.75% of the total social insurance salary (although the country is developing a new system which will be implemented within a 15-year period and over six phases). Contributions Paid By the Employee: The employee contribution is 11% of the total social insurance salary.
Competent Organization	Ministry of Social Solidarity MOSS Official Site (Arabic)

MANAGEMENT OF HUMAN RESOURCES

Recruitment

Recruitment Agencies	Recruitment agencies or head-hunters are private companies commissioned by employers. They often have their own rules. They require registration in their database first, before being able to submit candidacy. They often have their own websites for classifieds and job announcements and can insist upon their own job interviews.
Recruitment Websites	American Chamber of Commerce in Egypt

The Contract

Type of Contract	The work contracts are governed (in order of importance) by legal provision, collective agreement and individual negotiation. The two types of contract frequently used are the limited duration contract and the open-ended contract. There is also the temporary work contract which is used with the purpose of giving the employee a well-specified assignment. There is no maximum duration. The occasional work contract exists in the case of a specific assignment and its duration cannot exceed 6 months. The seasonal work contract is often used in the tourism sector, which is required to be updated every year at around the same fixed date. This type of contract cannot be renewed. Dismissal / layoff criteria are also very rigid compared to the employment conditions which are very flexible.
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Breach of Contracts

Retirement	70 to 90% of active workers have access to retirement benefits. It is possible (even compulsory) to retire at the age of 60, depending on the sectors: - Pension is paid automatically on a monthly subscription booklet; - The active worker saves through out the years a sum of his choosing, for his retirement, which is paid to him afterwards; - The active worker opens an investment fund managed by a private company. He could therefore possibly benefit from an additional percentage; - From the age of 65 years, the State pays an additional EGP100.
Dismissals	The constraints of dismissal are very rigid unlike the conditions of hire which are extremely flexible.
Other Possible Methods	Expiration of the contract, resignation, collective dismissal...

Labour Laws [Consult Doing Business Website](#), to obtain a summary of the labor regulations that apply to local enterprises.

Dispute Settlement

Conciliation Process

Legal Framework Labor Law no 12 of 2003 governs all employment relationships.

Procedure In the case of a dispute between employer and employee, the State Labor Office first tries to resolve the matter amicably. If no agreement is concluded, the two parties can resort to an arbitration committee and file a complaint within 45 days or more.

Judicial Structures

Legal Framework See the [International Labor Organization](#).

Competent Legal Body It is a committee made up of two judges, a representative of the Ministry of Labor and Immigration and two members of the Federation of Egyptian Unions. The compensation determined by the committee cannot be less than two months salary. However, matters normally take two to four years to be resolved. In effect, these are complicated undertakings.

Social Partners

Employer Associations [EBA](#) - Egyptian businessmen's Association

Social Dialogue and Involvement of Social Partners There are 23 trade unions (labor unions) which are represented by the [ETUF](#) (Egyptian Trade Union Federation).

Unionisation Rate Union membership is around 20%.

Labour Unions [Egyptian Trade Union Federation](#)

Regulation Bodies [Ministry of Labor \(in Arabic\)](#)

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Investing

FDI IN FIGURES

Egypt saw foreign direct investment inflows fall 12.5% in 2021 (USD 5.1) but remained the second-largest recipient of FDI in Africa after South Africa, according to UNCTAD's [2022 World Investment Report](#). In the same year, FDI stocks reached USD 137.5 billion, around 34.1% of GDP. The value of greenfield projects more than tripled to USD 5.6 billion, but remained far below the USD 13.7 billion recorded before the pandemic. A 2022 report by the General Authority for Investment and Free Zones (GAFI) highlights that during fiscal year 2021-2022, FDI inflows rose by 71.4% year-on-year to hit about USD 8.9 billion. Efforts to boost FDI diversification include the agreement to reactivate the USD 16 billion Saudi-Egyptian investment fund, which lists tourism, healthcare, pharmaceuticals, infrastructure, digital technologies, financial services, education and food as priority sectors. The Sovereign Fund of Egypt (TSFE) is seeking to attract FDI into a range of economic and social development projects through public-private-partnerships. Among the areas covered are solar-powered desalination plants, digitalization of the education system, transport (electric trains), finance, as well as the restructuring of state assets in the petroleum and water sector (SWF). Nevertheless, FDI in the country is still largely directed to natural resources. This pattern has been reinforced by the discovery of the Zohr offshore gas field in the Eastern Mediterranean region (in 2022, 42 oil wells and 11 gas wells discoveries were announced). The UK is by far the largest investor in Egypt, followed by Belgium, the USA and the UAE. FDI is concentrated in the oil and gas industry (around three-quarters of total investments), followed by financial services, manufacturing, real estate and construction.

The dynamic growth of the Egyptian economy, its strategic geographical position, low labour costs, skilled workforce, unique tourist potential, substantial energy reserves, large domestic market and the success of the reforms undertaken by the authorities (including many privatisations) contributed to drive up FDIs. Egypt recently adopted an Investment Law that includes performance requirements for certain investment incentives, including labour-intensive projects and geographical location. The government has also set up special economic zones with business-friendly regulations: more liberal, more efficient administration, tax incentives, facilitation of registration and customs procedures, better infrastructure, etc. However, outside these areas, it is difficult to register a new company, and instability in the country is hindering business developments in Egypt. The country ranks 89th out of 132 economies in the [2022 Global Innovation Index](#).

Foreign Direct Investment	2019	2020	2021
FDI Inward Flow (million USD)	9,010	5,852	5,122
FDI Stock (million USD)	126,639	132,477	137,543
Number of Greenfield Investments*	140	52	65
Value of Greenfield Investments (million USD)	13,715	1,629	5,574

Source: [UNCTAD](#), Latest data available.

Note: * Greenfield Investments are a form of Foreign Direct Investment where a parent company starts a new venture in a foreign country by constructing new operational facilities from the ground up.

FDI INFLOWS BY COUNTRY AND INDUSTRY

Main Investing Countries	FY2018/2019, in %	Main Invested Sectors	FY2018/2019, in %
UK	41.2	Oil sector	61.9
Belgium	14.9	Financial services	10.5
USA	13.7	Manufacturing	9.9
UAE	6.3	Real estate	5.0
France	4.0	Construction	4.2
Saudi Arabia	2.6		

Source: [Central Bank of Egypt](#), [External Position Document July 2018/March 2019](#) Latest data available.

Main Foreign Companies Consult the "[Success Stories](#)" section of the General Authority For Investments (GAFI).

Sources of Statistics [Central Agency for Public Mobilization and Statistics](#)

WHAT TO CONSIDER IF YOU INVEST IN EGYPT

Strong Points

Advantages for FDI in Egypt:

- Strategic geographic location
- Low-cost and relatively qualified labour force
- Growing population (more than 100 million inhabitants) that makes Egypt a strategic market in the region
- High tourism potential
- Important energy resources, notably natural gas
- Public works policy, which offers many investment opportunities to foreign companies
- A sufficiently diversified economy (energy, tourism, Suez Canal revenues, industrial base, etc.)

Government policy that aims at improving the business climate

Weak Points

Disadvantages for FDI in Egypt:

- Political situation that remains tense and arouses uncertainty for foreign investors
- Degraded regional security situation
- Fragile banking sector
- High poverty rate and persistent unemployment
- Infrastructure that remains insufficient
- Omnipresent public sector and excessive bureaucracy
- Shortage of skilled labour
- Cumbersome customs procedures and non-tariff trade barriers

Government Measures to Motivate or Restrict FDI

Since September 2004, the General Authority for Investment and Free Zones ([GAFI](#)) has established an economic program to attract foreign investors, together with an average reduction of 35% customs duties and tariff simplification. Furthermore, Egypt enjoys the support of the FMI to put into place economic reforms (new VAT rate, reduction of subsidies on fuel and electricity, etc.). It shows the government's willingness to improve the business climate, which remains complex. Thus, after the Revolution, Egypt put into place restrictions on capital transfer. Investors are claiming that the approval of transfers may take several weeks.

Several "megaprojects" may attract foreign investors in the coming years. Siemens already developed the largest gas power generation plant in the world, Egypt also plans to develop a large logistic and industrial platform around the Suez Canal, a new administrative capital city and large agrarian and mining projects.

In most sectors, foreigners benefit from the same treatment as nationals. A joint venture is needed to operate in certain sectors, namely hydrocarbons and real estate. The Law on Imports and Exports was amended to allow enterprises to be 51% Egyptian-owned to import (before, the enterprises had to be 100% Egyptian owned). The country implemented a number of regulatory reforms, namely a new investment law in 2017; a new companies law and a bankruptcy law in 2018; and a new customs law in 2020 (if the establishment is under the provisions of the new investment law, it will benefit from a 2% unified custom tax over all imported machinery, equipment, and devices required for the set-up of the company).

More information on governmental measures to attract FDI in Egypt is available on the website of the [General Authority for Investment](#), which developed a special desk for investors.

PROTECTION OF FOREIGN INVESTMENT

Bilateral Investment Conventions Signed By Egypt

Egypt has signed bilateral agreements with more than a hundred countries, including most of the European Union countries, the United States and several African countries, the Middle-East and Asia. On the Mediterranean Basin, Egypt has signed bilateral conventions with Algeria, Spain, France, Greece, Italy, Libya, Lebanon, Malta, Morocco, Portugal, Tunisia and Turkey. An agreement with the Mercosur bloc of Latin American nations is also into force. These conventions can be referred to on [UNCTAD's Investment Policy Hub](#).

International Controversies Registered By UNCTAD

Consult UNCTAD's [Investment Dispute Settlement Navigator](#).

Member of the Multilateral Investment Guarantee Agency

Egypt is a signatory of the [MIGA](#) Convention.

Country Comparison For the Protection of Investors	Egypt
Index of Transaction Transparency*	8.0
Index of Manager's Responsibility**	3.0
Index of Shareholders' Power***	3.0

Source: *The World Bank - Doing Business* Latest data available.

PROCEDURES RELATIVE TO FOREIGN INVESTMENT

Freedom of Establishment

In theory, freedom of establishment is guaranteed in most of Egypt, except for certain areas (like the Sinai Peninsula). In practice, foreign companies can face some discrimination compared to their competitors from the Egyptian public sector.

Acquisition of Holdings

The acquisition of the majority interest in a domestic company is allowed in Egypt. In fact, the Egyptian Companies Law does not set any limitation on the number of foreigners, neither as shareholders nor as managers/board members. Only in the case of Limited Liability Companies at least one of the managers should be an Egyptian citizen.

Obligation to Declare

Companies are required to obtain a commercial and tax license, and pass an often lengthy security clearance

process. The investor has to declare the following information: the name of the contracting parties, the company's legal form, the name of the company, the type of activity, the company's length of existence and its capital, the Egyptian and non-Egyptian contribution percentage, the means of subscription and each partner's liabilities.

Competent Organisation For the Declaration

[GAFI](#)

Requests For Specific Authorisations

The Import-Export Law requires companies wishing to register in the import registry to be 51% owned and managed by Egyptians, although the new Investment Law allows companies wholly owned by foreigners to import goods and materials. Several laws (Law No. 15 of 1963, Law No. 143 of 1981, and Law No. 230 of 1996) limit the ownership of land by foreigners.

OFFICE REAL ESTATE AND LAND OWNERSHIP

Possible Temporary Solutions

Consult [InstantOffices](#), [PropertyFinder](#) and Coworker.

The Possibility of Buying Land and Industrial and Commercial Buildings

Under Law no. 230 non-Egyptians are allowed to own real estate (vacant or built) only under the following conditions:

Ownership is limited to two real estate properties in Egypt that serve as accommodation for the owner and his family, in addition to the right to own real estate needed for activities licensed by the Egyptian government

The area of each real estate property does not exceed 4,000 m²

The real estate is not considered a historical site.

Furthermore, Law no. 15 of 1963 stipulates that no foreigners, whether natural or juristic persons, may acquire agricultural land.

Risk of Expropriation

The Investment Incentives Law provides guarantees against full or partial expropriation of real estate. Private companies can take cases of alleged expropriation to court. Nevertheless, it can take several years to resolve a case.

INVESTMENT AID

Forms of Aid

Among the incentives and guarantees, are protection against expropriation and compulsory pricing, full right of profit and dividend repatriation, no export requirements, access to dispute resolution committees administered by [GAFI](#), unfettered access to land in Upper Egypt.

Other incentives include a 10-year tax exemption for land cultivation and production activities related to livestock, poultry and fish; as well as a 2% unified custom tax over all imported machinery, equipment, and devices required for the set-up of the company and a 30% deduction of the investment costs (50% for investments in the geographical region "A"), up to 80% of the paid-up capital of the company.

Privileged Domains

FDI incentives take the form of tax exemptions and deductions, job-creation subsidies, administrative support, credit facilities, etc.

Privileged Geographical Zones

For sector-specific information, refer to the dedicated page on the official platform [InvestInEgypt](#).

Free-trade zones

There are investment zones in different regions of the country, as well as free zones and [special economic zones](#).

Investments in the for geographical region "A" (the regions the most in need of development as well as designated projects in Suez Canal Special Economic Zone and the "Golden Triangle" along the Red Sea between the cities of Safaga, Qena and El Quseer) enjoy a 50% deduction of the investment cost from their net profit subject to the income tax (up to 80% of the paid-up capital of the company).

Incentives are available in the governorates of Upper Egypt (EGP 15,000 for each job opportunity created by projects worth at least EGP 15 million).

Public aid and funding organisations

You can consult the Ministry of Investment, the [National Bank of Egypt](#) and the [General Authority for Investment and Free Zones](#).

INVESTMENT OPPORTUNITIES

The Key Sectors of the National Economy

Agriculture and food-processing industry, tourism, gas industry, telecommunications and media.

High Potential Sectors

Education (more than 50 million students, at all level of education), franchises, health industry, renewable energy, security services.

Privatization Programmes

Nearly 150 companies are yet to be privatised, among which approximately fifty are in the textile sector as well as ten airports. The latest privatisation program was announced in 2018, involving 23 enterprises (including up to 30% of the shares of Banque du Caire). However, the program has suffered delays due to adverse market conditions, the Covid-19 pandemic and increased global volatility. In January 2022, the government announced the acceleration of the program, aiming at provatising one company every month or

every two months.

Tenders, Projects and Public Procurement [Globaltenders](#), Tenders & Projects from Egypt
[Tenders Info](#), Tenders in Egypt
[DgMarket](#), Tenders Worldwide

SECTORS WHERE INVESTMENT OPPORTUNITIES ARE FEWER

Monopolistic Sectors The government retains a monopoly in many service industries as well as in banking (although a program for the privatization of 30% of the shares of Banque du Caire had been announced), insurance, tobacco and entertainment,. It also remains dominant in the textile, steel and aluminium industries.

FINDING ASSISTANCE FOR FURTHER INFORMATION

Investment Aid Agency [General Authority for Investment and Free Zones in Egypt \(GAFI\)](#)
[Invest in Egypt \(government platform\)](#)

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Entry Requirements

PASSPORT AND VISA REQUIREMENTS

Passport and Visa Service [Egypt electronic visa portal](#)
[Egypt eVisas](#)

For Further Information

Check [IATA Travel Website](#) for visa requirements and health advices.

TAXES AND RESTRICTIONS ON PERSONS WHEN GOING THROUGH CUSTOMS

How to Refund Consumption Tax No

HEALTH PRECAUTIONS

Obligatory Vaccination and Other Recommendations

It is recommended that everyone 16 years of age and older should get fully vaccinated for COVID-19 before travel and present, if necessary, evidence of [COVID-19 vaccination](#) at the border. The updated information on all health entry requirements as well as on routine and recommended vaccines for Egypt are provided on the dedicated pages on [TravelHealthPro](#) and [CDC](#) websites.

A certificate of vaccination against yellow fever is required for travelers over 9 months of age coming from affected areas. The following vaccines are strongly recommended: tetanus, diphtheria, typhoid fever, chickenpox, influenza, measles, rabies, hepatitis A and B and poliomyelitis. Generally speaking, health and hygiene conditions are not very good and so it is best to avoid eating mildly cooked or raw food (especially meat and eggs) or drinking tap water and eating raw vegetables. Likewise, it can be difficult for persons suffering from respiratory diseases to bare the atmospheric pollution in Cairo. Bathing in open freshwater exposes you to the risk of parasites, like bilharziasis (also known as schistosomiasis), present in the Nile river valley and delta. You are advised against bathing unless you get a reliable opinion on the spot. A very high rate of Hepatitis C has been noticed. Popular skin piercing studios, barbers or hairdressers must be avoided at all costs. Furthermore, there is a high risk of Bird Flu.

For Further Information

[Recommendations of the World Health Organization on Egypt.](#)

SAFETY CONDITIONS

For Further Information

[US Department of State](#)

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In the Country

ACCOMMODATION

For Further Information [Egypt Travel](#)

EATING OUT

Rules For Eating Out Restaurants are generally open from noon to the end of the evening. Payment is after the meal except in the fast food restaurants. For medium and high-end restaurants, a 25% tax is generally added to the final bill. If satisfied, the tip should be between 10 and 15%.

Food Specialties Egyptian cuisine is one of the oldest in the world. Some of its dishes date back 5,000 years! These meals incorporate a lot of legumes and vegetables, as meat is quite expensive. Towards the coast, fish is a popular addition. Aish is a pocket bread, similar to pita and accompanies most meals.

Some popular dishes include:

Baba ganoush: a smoked eggplant dip

Ful medames: a bean mash usually served with pita bread, onions and pickled vegetables.

Falafel: deep fried broad-bean or chickpea balls.

Molokhia: a stew of minced mallow leaves served in sauce with rice or bread. Sometimes chicken, lamb or rabbit is added.

Popular Egyptian desserts include:

Baklava: layers of pastry filled with chopped nuts and honey

Roz Be Laban: vanilla flavoured rice pudding

Drinks Black tea is the national drink par excellence. It is intrinsic to everyday life and is at the centre of social visits and business transactions. Although a distant second, coffee is also important and is part of a traditional welcome in Egyptian culture.

While it is easy to buy alcohol in various local stalls or in hotels, during the month of Ramadan it is more difficult to find. Locally brewed alcohol should be approached with caution since it could be adulterated. Egypt has several labels of local beer such as Stella or Saqqara and several wines like Omar Khayyam or Obelisque.

Dietary Restrictions Pork is forbidden for Muslims. However, because of the presence of a strong Christian community, it is possible to buy pork in some grocery stores or even get it served in some restaurants.

Table Manners Meals are taken at the table in restaurants. At home, and especially in rural areas, meals are taken seated on the floor. Eating with hands is not impolite and is common outside medium and high-end restaurants. Looking at the neighbor's plate is impolite. Leaving food on the plate and on the table is a sign of politeness and communicates to the host that he/she has been sufficiently generous.

GETTING AROUND

Means of Transport Recommended in Town

Find an Itinerary [Cairo subway map](#)

Transportation From Airport to City Centre:

Airport	Distance	Taxi	Bus	Train	Car Rental
Cairo Intl (CAI)	19 km / 12 miles	EGP 70-80 / 30-60 min	Available	Available	Available
Alexandria - Borg el Arab Intl (HBE)	60 km / 38 miles	EGP 80-100 / 40-45 min	EGP 6	Not available	Not available

Means of Transport Recommended in the Rest of the Country

Rail Companies [Egyptian National Railways](#)

Airlines

Name	Type	Domestic Flights	International Flights
Egypt Air	Major	Yes	Yes

You Can Consult [The EU Air Safety List](#) Look Also at [the rating of the United States Federal Aviation Administration \(FAA\)](#)

Travelling By Yourself

Rental Agencies [Smartlimo car rental](#)

TIME AND TIME DIFFERENCE

Summer Time Summer time from May to October.

CLIMATE

Type of Climate Egypt has two seasons: summer and winter. Summer extends from May to October and is hot and dry. Winter is from November to March and, although milder than summer, still quite warm. The temperatures vary from 14°C to 37°C along the coast and between 6°C and 46°C in desert regions. These drastic temperature fluctuations are due to the desert climate, which leaves the night cold and exposed.

ELECTRICAL STANDARDS AND MEASUREMENT SYSTEMS

System of Measurement Used The metric system is the one in use

Unit of Measurement of Temperature Degrees Celcius are used

Electricity

Voltage 220 V

Frequency 50Hz

Type of Electric Socket C
www.equitech.com/images/c.gif

Type of Telephone Socket Phone Jack RJ-11

DVD Zoning Zone 2

PAYING

Domestic Currency Egyptian Pound

ISO Code EGP

To Obtain Domestic Currency It is possible to get Egyptian Pounds before leaving for Egypt. It is however preferable to get them once you get there, either in an ATM or in one of the numerous foreign exchange bureaus (there are several of them at the international flight arrival terminal).

Possible Means of Payment The most widely used payment method is cash. The small shops in major hotels, franchises, supermarkets and some stores do accept card payment. There are many ATMs.

To Find a Cash Machine Where You Need, Use the [ATM locator](#)

SPEAKING

Official Language Classic Arabic is the official language of the State; however, only about 50% of the population understands it. Egyptian Arabic (Masri) is the language spoken by the entire population.

Other Languages Spoken Armenian, Domari, Nubian and Dongola.

Business Language Egyptian Arabic and English. Some members of the business community also speak French and German.

EMERGENCY NUMBERS

Police	122
Tourist police	126
Ambulance	123
Maritime police	33 54 22 82

COMMUNICATIONS

Telephone Codes	To Make a Call From Egypt, Dial 00 To Make a Call to in Egypt, Dial +20
Mobile Telephone Standards	GSM
National Mobile Phone Operators	ECMS Mobilnil - Vodafone Egypt - Etisalat Egypt.

Availability of Internet

Internet Suffix	.eg
National Internet Access Providers	Internet Egypt - Link Dot Net Egypt - EgyNile - Egypt Network ISP - Soficom Communications - Data Express - In Touch - ArkaNet.net DSL - Alex Net - Yalla Online - Infinity

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Living

COMMUNITIES OF EXPATRIATES

The Number of Expatriates	No official figures.
Blogs For Expats	Forum for expatriates living in Egypt
For Further Information	Living in Egypt

RANKING OF CITIES

Cost of Living	According to the latest available edition of the Cost of Living Worldwide City Rankings Survey by Mercer, Cairo is ranked 217th out of 227 cities worldwide in terms of cost of living.
Quality of Life	According to the latest available edition of the Quality of Living Worldwide City Rankings Survey by Mercer, Cairo is ranked 177th out of 231 cities worldwide in terms of quality of living.
For Further Information	Quality of Living Worldwide City Rankings (Survey by Mercer) Cost of Living Worldwide City Rankings (Survey by Mercer)

RENTING AN APARTMENT

Normal Lease Term	Short as well as long term.
Rental Costs	Generally, the landlord can ask for up to half of the month's rent for a reservation. The deposit is a maximum of one month's rent. The advice on whether to reserve or not depends on the area where one wants to be located, whether there is a high demand or not and on the type of accommodation required. Usually, the landlord likes the tenant to pay for the deposit and the first month's rent in cash. Landlords do not always offer a tenancy agreement. Utilities (electricity, garbage collection, etc.) are paid separately.
Rental Agency Websites	Homelidays
For Further Information	Living in Egypt: Community Service Association (the for International community in Egypt)

SCHOOL SYSTEM

School Level	Egypt has the largest education system in the Middle-East and North Africa. The public education system is made up of three levels: basic education (4-14 years), 2 years of pre-school and 6 years of elementary school. High school lasts for 3 years 15-17. Thereafter there is the higher level. School is compulsory from 6-14 years. It is free in public establishments. The reduction of the gap between girls and boys, as well as universal teaching have been achieved. On the other hand, the quality of the education remains low.
International Schools	Teaching through the English medium is widespread (all schools in the urban areas), of good quality and varied. There are some international schools for expatriates: British International School, Cairo Lycée Français du Caire , Collège Saint-Marc à Alexandrie , Collège de la Sainte Famille au Caire, Cairo American College , American International School

HEALTH SYSTEM

Quality of Healthcare	The standards of healthcare in the international hospitals and in certain private clinics is high. The standard of health care is lower, indeed very low in the public hospitals, especially in the rural areas where the shortage of staff and resources is blazing.
International Hospitals	Given the precarious conditions of public hospitals, it is better to go to international hospitals or to certain private clinics. Having said that, the use of English is widespread (doctors almost always speak it), in all hospitals. For example the As-salam International Hospital in Cairo is recommended.
Health System Insurance Body	US Social Security Administration

TOURISM AND CULTURE

Different Forms of Tourism

Historical	Egypt is renowned for its historical sites. The city of Cairo alone is famous for its historic district and the pyramids of Giza. Other historical locations include Luxor, Aswan and the Nile Valley, all of which are known for the archaeological sites like the Valley of Kings, Valley of Queens and Temples of Karnak, Hatchepsout and Abou Simbel.
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Cultural	A Nile River cruise from Aswan to Luxor will journey through many of the historical sites, like the Valley of the Kings and Karnak, in four days. The Egyptian Museum in Cairo has been in use since European archaeologists showed interest in Egypt. It houses some of the most famous Egyptian artefacts, such as Tutankhamun's tomb and the Fayum portraits. Cairo offers many cultural activities. For example, the city hosts an annual international film festival in November. The Ahrām Hebdo proposes every week a selection of cultural events in Alexandria and Cairo.
Nature	Egypt is an incredibly popular place for those who enjoy diving. Abu Rimata off the coast of Hurghada is a reef known for its great biodiversity, which includes sting-rays, colourful reef-fish and leopard sharks. Brothers Islands is located in the Red Sea and boast twelve distinct diving sites, which include shipwrecks, wall dives and coral reefs.
Religious	Spiritual tourism is highly established in Egypt. In Alexandria, Abu Al-Abbas is the most visited mosque along the White Med. It is also Alexandria's largest Mosque. There is plenty of religious sites to explore in Cairo. Abu Serga is the oldest Coptic church in Egypt and claims to be a sight where the Holy Family rested while on their journey through Egypt. Al-Hakim Mosque is one of the largest Fatimid mosques in Cairo and home to the city's oldest minarets.
Thermal	Spa tourism is not well-developed. It is mostly practiced around the Siwa oasis.
Beach	White Med and the Red Sea coastline are two areas that are famous for their beaches. The seaside resorts of Sharm El Sheikh, Gharam Beach, Dahab and Hurghada are all incredibly popular. There are many beach activities available, such as parasailing, kite and windsurfing and snorkelling.
Winter Sports	Non-existent
Outdoor Activities	Desert safaris are popular activities, during which sand-surfing, quad biking and dune camping are commonly practised.
Shopping	The Khan El Khalili Bazar in Cairo is one of the must-see, must-do places of Cairo. There is a trend of shopping centers multiplying, but for the most part, they have only medium range products. Some galleries of large hotels offer luxury products

Top Highlights in the Main Cities
Abu Serga Church
Saqqara Pyramid
The great pyramid of Kheops
Arab League Street

Top Highlights of the Country
Temples of Karnak
Oasis of Siwa
Visit Alexandria

Cultural Organizations [Sport and Youth Directorate](#)

INDIVIDUAL AND CIVIC FREEDOMS

Civil Liberty 6/7
World Ranking of Freedom of the Press According to "Reporters sans Frontières", 2021 report : 166/180

RELIGION

Beliefs 93.8% of Egyptians are Muslims (predominantly Sunni). The other religions represent 6.2% of the population. Coptic Christians form the main religious minority and the primary Christian community of the East.

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COVID-19 COUNTRY RESPONSE

Travel restrictions	Regularly updated travel information for all countries with regards to Covid-19 related entry regulations, flight bans, test and vaccines requirements is available on TravelDoc Infopage . To find information about the current travel regulations, including health requirements, it is also advised to consult Travel Regulations Map provided and updated on a daily basis by IATA .
Import & export restrictions	A general overview of trade restrictions which were adopted by different countries during the COVID-19 pandemic is available on the International Trade Centre's COVID-19 Temporary Trade Measures webpage.
Economic recovery plan	For the general overview of the key economic policy responses to the COVID-19 pandemic (fiscal, monetary and macroeconomic) undertaken by the government of Egypt, please consult the country's dedicated section in the IMF's Policy Tracker platform .
Support plan for businesses	For an evaluation of impact of the Covid pandemic on SMEs and an inventory of country responses to foster SME resilience, refer to the OECD's SME Covid-19 Policy Responses document. You can also consult the World Bank's Map of SME-Support Measures in Response to COVID-19 .

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