



Shipyard Business development in Egypt:
Challenges & Opportunities

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MODERATOR PRESENTATION



Shipyards Business development in Egypt:
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Business Opportunities



Shipyard Business development in Egypt:
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OPPORTUNITIES

- **Chance of Competition in Red and Mediterranean Seas**
- **Establishment of new Shipyards in Suez Canal Development Project and/or Red Sea Area**
- **Business Development of Alexandria Shipyard after being upgraded**
- **Local Shipyards' Role in Development of Egyptian Shipping Industry**

OPPORTUNITIES (1/4)

Chance of Competition in Red and Mediterranean Seas



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OPPORTUNITIES (1/4)



- What are the chances to compete in Mediterranean Sea?
- What are the chances to compete in Red Sea?

OPPORTUNITIES (2/4)

Establishment of new Shipyards in Suez Canal Development Project and/or Red Sea Area



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OPPORTUNITIES (2/4)



**Alexandria
Shipyard**



**Egyptian
Navy
Shipyard**

**Egyptian Company
for Shipbuilding and
repairs**

**Small Shipyards
for River
Transport Units**



**Port Said
Shipyard**

**Ismalyiah
Shipyard**

**Temsah
Shipyard**

**Suez
Shipyard**



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OPPORTUNITIES (2/4)



- Is it feasible to establish new shipyards with all shipbuilding and repairs facilities in the project of Suez Canal Development?
- What about the feasibility for establishment of new shipyards on the red sea coast (South of Suez)?

OPPORTUNITIES (3/4)

Business Development of Alexandria Shipyard after being upgraded



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OPPORTUNITIES (3/4)



- How can we achieve an optimum business development for Alexandria Shipyard?
- Is Alexandria Shipyard in needs for a joint venture with a foreign shipyard? If yes, what are the optimum features of this foreign shipyard?

OPPORTUNITIES (4/4)

Local Shipyards' Role in Development of Egyptian Shipping Industry



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OPPORTUNITIES (4/4)

Local Shipyards' Role in Development of Egyptian Shipping Industry



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OPPORTUNITIES (4/4)

Local Shipyards' Role in Development of Egyptian Shipping Industry

Shortage in Egyptian Fleet



Increase in Egyptian Fleet

(for Loading Imported Materials: Bulk, liquids and General Cargo)

Building New Vessels

Buying Used Vessels

New Building

Maintenance & Repairs

Shipyard

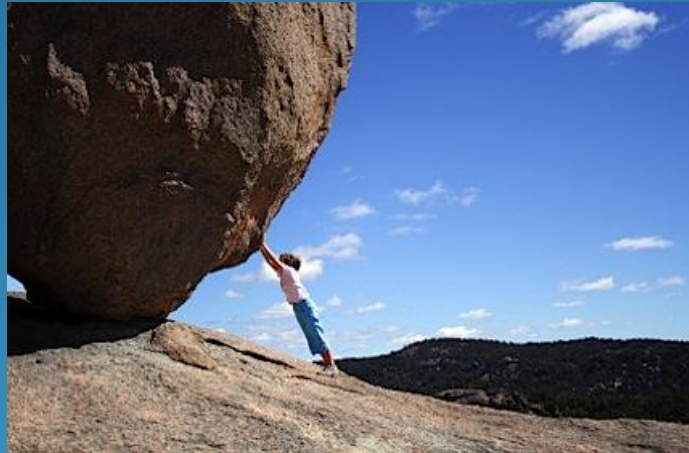
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OPPORTUNITIES (4/4)



- Can the Egyptian Shipyard have a role in the development of Egyptian Shipping Industry?
- How can the Egyptian Shipyard offers services with good quality and competitive prices?

Challenges



Shipyards Business development in Egypt:
Challenges & Opportunities

Challenges

- Legislation & Management Systems as obstacles
- Implementing new technologies in Local Shipyards
- Staff Culture, Skills, training and performance

Challenges (1/3)

Legislation & Management Systems as obstacles



Legislation & Management Systems as obstacles



- Did Legislation represents an obstacle for the development of shipyards in Egypt?
- What are the changes needed for Legislation System?
- What is your opinion about the current implemented management systems?
- What are the changes /steps/ decisions to be taken in order to improve the current management system of Egyptian shipyards?

Challenges (2/3)

Implementing New Technologies in Local Shipyards



Challenges (2/3)



Digital Shipyard



Green Shipbuilding

**Shipyard
Technologies**



Future Ship
Powering



Integrated Hull
Construction
(Assembly/Outfitting/Painting)

Implementing New Technologies in Local Shipyards



- Is it feasible to implement such technologies in Local Shipyards?
- What are the requirements to help moving towards the implementation of such technologies?
- Which technology can we start with?

Challenges (3/3)

Staff Culture, Skills, Training and Performance



Challenges (3/3)



Performance



Staff Culture, Skills, Training and Performance

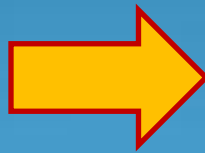


- What are the basic culture required for Shipyard Staff?
- Are we in need for change the culture of Egyptian Shipyard Staff?
- What are the training needs to improve the Egyptian Labour skills?
- By improving the culture and training, can we achieve a better quality and productivity?

Open Discussion

To All Attendees

Your questions, negotiations, participation
enhance the value of the session





Wishing you an Enjoyable
Participation in **MARLOG 4**

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