

S.A.E Esperanza



Message from the Chairman

Assalaamu Alaykum



**Mohanad
Zahed
Istanboli**

I do realize that achieving the strategies of Esperanza Company for Ready Clothes depends on how close we are to our customers. It also depends on our efforts to build a strong reputation for cooperation in the field of innovation, which is "fundamental" for finding new solutions for problems or difficulties that our customers face.

In this occasion I would like to thank Esperanza for Ready Clothing staff, who, during the past years, proved that innovation efforts, together with hard work, can achieve great developments that meet the aspired objectives of our company.

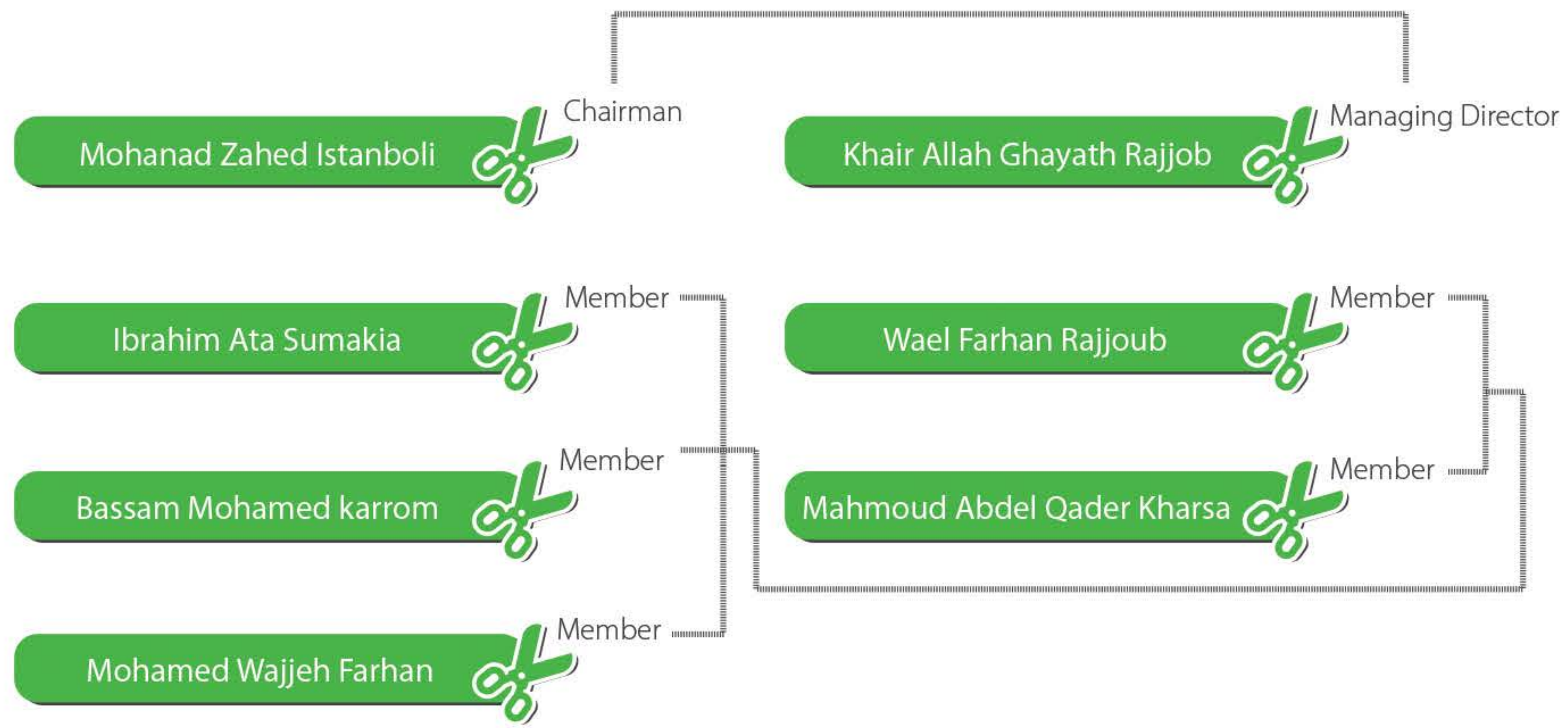
At Esperanza we deeply believe in our individual abilities to face challenges, and we are certain that these special qualities will lead us to fulfill our long term objects.

I would also like to take this chance to express my sincere gratitude to the Egyptian government for the true care and guidance.

WE CONSIDER THE MANY FUTURE CHALLENGES AS OPPORTUNITIES FOR INNOVATION AND CREATIVITY.

MEMBERS OF THE BOARD

Board of Directors



DISTRIBUTION OF COMPANY SHARES

Company Partners



Name	No. of Shares	Percent	US Dollar	Egyptian Pound
Mohanad Zahed Istanbuli	219500	43.9%	2195000	16275003
Khair Allah Ghayath Rajjob	55550	11.11%	555500	4118799
Ibrahim Ata Sumakia	55550	11.11%	555500	4118799
Bassam Mohamed karrom	55550	11.11%	555500	4118799
Mohamed Wajjeh Farhan	29150	5.83%	291500	2161350
Wael Farhan Rajjoub	29150	5.83%	291500	2161350
Mahmoud Abdel Qader Kharsa	55550	11.11%	555500	4118799
	500000		5000000	37072900



Structure and Services

Esperanza for Ready Clothes is an Egyptian Shareholding Company established according to Investment Law no. 8 for the year 1997. It is registered under Commercial Register license number 5778 dated 11/10/2004 and is owned 100% by private sector. It is also registered under Industrial Register number 38515/2013, Taxation Number 730/258/306, Importation License number 4049 and Exportation Register no. 1001312.

Company Address is in the Industrial City at Obour, Block 13007 Piece number 3, Cairo, Egypt.

Company Operations

The company comprises the following departments:

- Textile
- Dyeing
- Preparation, printing and embroidery
- Sewing, cutting, packaging and production of garments
- Main section which includes export, import, technology and innovation centers, and investments operations.



History and Authenticity A Success Story

Esperanza for Ready Clothes was established in 1982 in Aleppo, Syria, as a textile industry. Syrian Aleppo has origins, stories and a long history that goes back thousands of years.

Textile industry was known in the ancient Syrian civilizations in Mari and Ebla, as well as in Aleppo. It was inherited from one generation to the next until Syria, and especially Aleppo, became one of the most prominent cities in the world of Textile Industry.

Children followed their ancestors. They developed the Damask, Brocade, Aghabani, etc. These Syrian textiles are still popular in spite of the elevated competition from international manufacturers.

There is still strong demand for these textiles from foreigners, especially tourists.

It is enough to know that one of Queen Elizabeth's dresses was made from Syrian Brocade. However, due to the Syrian war in 2011 and the destruction of Syrian cities and industries, Esperanza has transferred its expertise and calibers to Egypt. There, we will continue the journey of our Syrian ancestors.

In fact and with all confidence, Esperanza won a deserved trust in the international market due to our quality, durability and transparency. From our new location in Egypt we have started production and exporting to all European markets, France, Germany, Belgium, Gulf countries, Dubai and England.

Operation, Production, Departments and Innovation

Operation, Production and Innovation

Since its establishment, Esperanza raised the slogan "All Under One Roof", aiming to reach complete integration between administrative and production division. This is to guarantee highest levels of quality and service. This concept meant a growing commitment towards our customers and building the organizational structure of the company based on maximum communication and flexibility needed to respond to market changes. We will present to you here a glimpse about how the job is done in the company starting from importing the yarn until we reach the exportation phase.

The company exports the best yarns from authentic producers that follow quality measures. We ask for samples of each shipment to be analyzed in our private laboratories to measure its quality and compliance with international standards. Exportation follows a thorough plan so that we can invest in stock. To keep production flowing we take into consideration seasonal changes in demand for types of fabrics and long term contracts with our permanent customers. One of the advantages that we have used to establish our importation strategy is the fast handling of shipments, clearance and documentation. Our Shipment Follow Up Department monitors shipping lines and banks on daily to complete the necessary documents and clear the shipments in time.

As the shipments arrive to the stores, the responsible for General Production guides the storekeepers to sort and distribute the yarns and to schedule their operations based on the designed plan.

The journey of the yarn starts at the laboratories where it is checked for compliance with the previously approved samples. It then gets to the Textile Department where there is a big variety of machines to produce a wide variety of fabrics. Since we have first established this department we relied on the best textile machines from leading manufacturers such as the German Mayer and Japanese Fukuhara. A special team of textile engineers follow up on the operations and check the quality during production. Another specialist would test new fabric designs. Each roll of fabric is

checked to guarantee quality and compliance with required standards.

The produced textile is then delivered to the Dyeing Department where it is distributed according to production schedule, required quantities and colors. Samples of the fabrics are delivered to the laboratory to check the colors and quantities of materials needed for the dyeing process so as to confirm with the samples sent by the customer. Fabric is entered to the dyeing machines, which are considered the best in their field. During the contracting process the company was keen about production efficiency, conservation of water and energy to maintain a sustainable environment. The dyeing process passes through preparation machines, which are also the best machinery, specialized in drying, pressing and preparation of fabrics. All the stages are closely monitored by supervisors, the laboratory and the Department of Quality which continuously works to confirm that the production meets the required standards.

The Sewing Department receives the dyed fabric, where it is sorted and distributed according to order and to the production schedule. The Cutting Department starts preparing the fabric according to models and designs that has been approved during the contracting phase. Expert and distinguished designers use the most up to date design programs to reflect the state of the art in the world of fashion. The Test and Quality Department then adjusts the cut fabrics, tests, sorts and distributes them among printing, embroidery or hand knitting operation. Fabrics are later integrated in the Sewing Department to end in the Finishing and Final Quality Control Department to guarantee best quality.

Products are packed and delivered to the stores, which notify the Export Department to start the exportation process.

Integrated production processing requires continuous cooperation and communication among all departments in the company to guarantee uninterrupted operations and achievements. Any error or delay in one department will negatively affect the performance of other department, and hence the performance of the whole company. For this reason the company has assigned a special department for general monitoring to guarantee continuity and quality of production flow. It also interferes to solve problems and adjust variations resulting from the production process.

Those who are familiar with the work environment in textile companies know the difficulty of this process and the great degree of integration between the various departments and production operations to reach best quality and to commit to delivery deadlines.

Esperanza and Egyptian Cotton

A Brief Note about Egyptian Cotton

Cotton industry in Egypt has started since ancient Egyptians discovered its seeds in one of the tombs in Thebes. Egypt has been exporting cotton textiles to Rome since the time of the Romans.

In 1820 Jumel succeeded in cultivating the cotton he found in a house garden (Giza 86). It was found that this crop was superior to American and Indian cottons due to its longer and finer staple. This led to the widespread of this type of cotton. Egypt's exports of this type of cotton reached 2507 thousand cantars by the year 1865.

Note that this type of cotton is classified under the group of Premium Cottons and Egypt produces about 50% of total world supply.

The following table shows Egypt's share of the world production of premium cottons according to the International Cotton Advisory Committee (ICAC).

Seasons	Total International Production	Total Egyptian Production	Egypt's Share of International Market
Thousand International Bale 480 Pounds			
1999/2000	2791	1055	38%
2000/2001	2373	954	40%
2001/2002/	2432	1438	59%
2002/2003	3254	1325	41%
2003/2004	2537	864	34%
2004/2005	3142	1259	40%

We believe that the quality of the final product starts with the quality of raw materials, and the quality of garments and textiles produced at Esperanza start with the quality of yarn.

Our policies in Esperanza depend on:

- 1. Focus on using the premium quality Egyptian cotton.**
- 2. Storage of a wide variety of yarns on site to guarantee timely delivery as part of the quality process.**
- 3. Choose the yarns in a routinely fashion to guarantee same colors and shades**



The Technology and Innovation Sector played a significant role in the growth of Esperanza for Ready Clothes in 2015 to gain its market share and its position in the field of industry. It has also contributed to the increase in company sales and to the growth in the profit margin.

The company gives special care to future research projects for improving current technologies whether through its partners or through its internal team.

The company continuously seeks to maximize its revenues by creating new products and technologies with minimum investments.





Transportation and Logistics

We believe in the value of time and that the success of any work is achieved only by precision, organization and monitoring. For this reason we had no choice but to establish a separate department for transportation and logistics to deal with all freight related operations, whether by sea, air or land. The department performed a comprehensive study about the fundamentals of import and export. It also learned about regulations in other countries, methods of shipping, systems and documents related to foreign trade. The objective of the Logistics Department at Esperanza is to provide all logistics requirements to the company through a wide network spread all over the world. A group of young people comprise the working team of this department. They are well experienced and possess great enthusiasm which clearly shows in the success achieved. The Logistics Department in Esperanza is in a unique position away from all traditional companies. It provides integrated logistics services using creative methods. At Esperanza we have experts specialized in freight services all over the world. Our true slogan is Dealing with Care from our door to the receiver's door, while continuously

seeking objective solutions to provide better service for our customers.

The Logistics team deals with the most prominent companies in the world. We provide our services through a network of partners worldwide.

Air Freight: We have a specialized air freight service that we provide to our customers to complement the wide network of land shipping. Our air freight service starts from Cairo International Airport to all airports in the world and includes door to door delivery. It is also worth noting that the huge number of employees in this department is to provide individual care for each and every one of our customers.

Marine Shipping: When working with the Transportation and Logistics Department at Esperanza you can expect quite sailing without any problems in spite of the complicated international systems. We accommodate logistics solutions for our client.

Land Shipping: We are located at the heart of Egyptian high roads, which allows our team the ability to deliver goods to near countries within 48 hours whether by truck or train.



Plans and Expansions

Esperanza has reached a level of success after two years of continuous efforts. Now we look forward to more distinguished development in the field of cloth and ready to wear garments. This objective challenges us to suggest new ideas and expansion plans to become competitive and to open new markets and to help in the development of Egyptian economy. Throughout our 2016-2017 plan we continue to exert our effort over a number of phases:

1. Complete licenses and modification of general plans for mill expansion. Also approve the new extension of the land.
2. Start expansion work according to modified plan to increase storage and productive capacity.
3. Increase production capacity of the current dyeing house and start contacting companies to supply the expansion project. We take into consideration maximum quality measures, minimum water and energy consumption, as well as supply of machines for open fabrics.
4. Complete the Department of Preparation.
5. Prepare the infrastructure of treatment and sewage plants to accommodate for the new dye house expansion.
6. Arrange to increase the number of production line in the Sewing Department.
7. Work to open new markets in Europe and America, as well as to enforce current markets.
8. Plan to increase production capacity in the Textile Department with variety of machines to satisfy market needs of all types of textile.
9. Expand automated firefighting lines according to highest safety standards to include all locations in the mill where storage takes place.

Quality

ENVIRONMENTAL MANAGEMENT SYSTEM.

- The objective of the Environmental Management System is to provide the organization with all its legal requirements related to emissions resulting from the industrial operations. This also includes emissions from all human water sewage line outlets or hard wastes. The department prepares technical specifications and conditions, as well as organizational guidelines for a safe and healthy work environment. It provides for precise description of individual duties and responsibilities. The department must be integrated with industrial operations related to production, transportation, storage, handling, or preparation of raw material, in addition to storage of products ready for selling.

- There is no doubt that industrial production in an organization is based on three main constituents: Man power - machinery - materials and supplies.

- The first objective of the environmental program is safety of workers and supplies as the main elements of production. This is achieved by providing a good working environment and reservation of consumption of raw materials. The environmental management system secures the social function of production by providing safety to workers. It also satisfies the economical functions of production by securing safety of materials and machinery.

- The Environmental Management System is a branch of the general organization of the company, like the Quality Control Department, Financial Department, or HR Department. There must be complete integration among all departments to achieve integrity and conformity. The Environmental Management System assigns responsibilities, prepares instructions and guidelines, estimates requirements for environmental conformity with current laws, prepares reports, plans time programs and executes them according to specific policies. The mill administration has formed a central system for environmental management that affects all various buildings and organizational structure. The Department will be committed to that all emissions and sewage are in compliance with standards stated by Law No. (4) for the year 1994, including work environment. The Department is also committed to comply with standards related to Law No. 93 for the year 1962, modified by the governmental act no. 9 for the year 1989 and the new working regulations issued in the year 2000 related to attaching the organization to a sewage network when implementing the line to neighborhood and the company.

- The company has contracted an Environmental Consultant approved by the Egyptian Ministry of Environment to establish standards for the working environment and perform analysis for sewage water emitting from the Dyeing Department. Latest measurement and analysis reports are attached.





Certification of Registration

ESPERANZA COMPANY FOR READY CLOTHES

ADDRESS:- PIECE NO. 3, BLOCK 13007, FIRST INUDSTRAL ZONE,
AL OBOUR CITY, CAIRO – EGYPT

QA CERTIFICATION SERVICES PVT. LTD.

Certify that the environment management system of the above organisation has been audited and found to be in accordance with the requirements of standard detailed below.

ISO 14001:2004

MANUFACTURING OF READYMADE GARMENTS

Certificate No:- E-EG-15.01.001

This certification was conducted in accordance with the QA Certification Services Pvt. Ltd. auditing and Certification procedures and it is remain valid subject to annual surveillance audits.

Certificate Issue Date : 12th March 2015

Certificate Expiry Date: 11th March 2018

Date of Initial Registration: 12th March 2015

Certificate Expiry Date:- 3 Years

Further clarification regarding the scope of this certificate of ISO 14001:2004 requirements may be obtained by consulting the organization

To Check the certificate validity please

Refer Web:- (www.qacertification.asia) or call at given numbers.



Signature

Signature



Certification of Registration

ESPERANZA COMPANY FOR READY CLOTHES

ADDRESS:- PIECE NO. 3, BLOCK 13007, FIRST INUDSTRAL ZONE,
AL OBOUR CITY, CAIRO – EGYPT

QA CERTIFICATION SERVICES PVT. LTD.

Certify that the occupational health & safety management system of the above organisation has been audited and found to be in accordance with the requirements of standard detailed below.

OHSAS 18001:2007

MANUFACTURING OF READYMADE GARMENTS

Certificate No:- O-EG-15.01.002

This certification was conducted in accordance with the QA Certification Services Pvt. Ltd. auditing and Certification procedures and it is remain valid subject to annual surveillance audits.

Certificate Issue Date : 12th March 2015

Certificate Expiry Date: 11th March 2018

Date of Initial Registration: 12th March 2015

Certificate Expiry Date:- 3 Years

Further clarification regarding the scope of this certificate of OHSAS 18001:2007 requirements may be obtained by consulting the organization

To Check the certificate validity please

Refer Web:- (www.qacertification.asia) or call at given numbers.



Signature

Signature

Safety and Industrial Safety

ESPERANZA
S.A.E
KNITTING
DEPARTMENT

Since the Board of Directors became in charge of the company in mid-2013, they were keen to apply highest standards of quality. They considered this to be the main pillar for raising Esperanza and an extremely important constituent of success. For this reason the company undertook great reforms in all aspects, management, production and financial. These efforts were crowned by the ISO 9001 Certificate in March 6, 2014. The company continues to emphasize its Quality Control system and to give special care to environmental aspects.

The company initiated a comprehensive study about changes resulting from operations and services provided by the company / risk analysis for occupational health and safety / it has established a number of policies and guidelines to protect the workers and organization. The company also scheduled for training workers on how to act in time of potential risk. It also managed to educate workers about the importance of maintaining a clean environment inside the laboratory, and the methods of dealing with safety equipment. In addition, it gave special care to civil defense and upgraded firefighting equipment, implemented fire alarm systems, developed and emergency plan, trained personnel for fire drills and assigned teams to deal with fires. Above all, it gave special attention to providing a health and stimulating work environment / periodical measurements are performed / a copy of the latest test report is attached / the results of this hard work was gaining the ISO 14001 Certificate in March 12, 2015, which is concerned with Health Management Systems, and the OHSAS 18001 / 12-3/2015 / which is concerned with environmental Management Systems and Occupational Safety/ as soon as operations started in the dye house, the department gave increased concern to environmental issues and methods of treatment of hazardous wastes (solid and liquid) resulting from the dye house operations. The department, in cooperation with a group of experts, designed and implemented an industrial sewage treatment plant. The system was tested by analyzing samples of the water and the results were in compliance with the Egyptian Ministry of Environment standards, and all were within the limits allowed for industrial sewage / A copy of the test report is attached.

Factory: Esperanza for Ready Clothes

Source: Water from industrial and sanitary sewage drained to the sanitary health network

Date: 9/1/2016

Time: 12:30 am

Methods of taking the sample: Random

Address: First industrial zone, piece 3, block 13007, Obour City



Factory: إسبرانزا للملابس الجاهزة:

Source: مياه صرف صناعي و صحي من الخر نقطة صرف على من الشريعة على شبكة الصرف الصحي

Date : 9 /1/2016

Time : 12.30 Am

Method of taking the sample: عشوائي

Address : المنطقة الصناعية الاول بمدينة العبورقطعه 3 بلوك 13007

تقرير تحليل عينة الصرف الصناعي

N	المؤشر	النتيجة	الحدود القصوى بالقانون
1	الأس الهيدروجيني (pH)	8.4	9.5-6
2	الأكسجين الكيميائي المستهلك C.O.D.	840	1100 مجم/لتر
3	الأكسجين الحيوي الممتص B.O.D.	450	600 مجم/لتر
4	مجموع المواد الصلبة الذائبة TDS	1100	2000 مجم/لتر
5	مجموع المواد الصلبة العالقة TSS	21	800 مجم/لتر
6	الزيوت والشحوم Oil & grease	8	100 مجم/لتر
7	النترات (NO ₃)	18.9	100 مجم/لتر
8	الفوسفات	2.6	25 مجم/لتر
9	sulfides	0.215	10 مجم/لتر
10	المواد المترسبة بعد 10 دقائق	—	8 سم ³ /لتر
11	المواد المترسبة بعد 30 دقائق	0.4	15 سم ³ /لتر
12	التوصيلية الكهربائية Conductivity	1148	4000 ميكرو سيمنز

ملحوظات:

- 1- التحاليل أجريت طبقاً للطريقة القياسية الأمريكية (ASTM).
- 2- الحدود المذكورة طبقاً للقرار الوزاري رقم 93 لسنة 1962 لصرف المخلفات السائلة على شبكات المجاري والمعدل بقرار وزارى رقم 2000/44.
- 3- يتضح من النتائج أن العينة جاءت متوافقة مع الحدود المقررة بالقرار الوزاري .

عمر و شلال
المدير العام

ORIGINAL

نتائج رصد قياسات بيئة العمل :

نقاط القياس	رقم	قياسات بيئة العمل						
		الإضاءة	الغازات المستنشقة				الوجاهة الحرارية	الجسيمات العالقة
			Co ₂	No ₂	So ₂	Co		
(المصبة) المكواة	1	230	6.5	3.5	1.3	6.2	19.3	0.325
العصارة	2	370	6.3	2.4	1.2	5.6	21.2	0.365
الخفق	3	820	6.2	2.3	1.2	5.4	22.5	0.347
المصبة	4	135	6.2	2.3	1.2	5.3	21.8	0.385
(صالة النسيج) ماكينة بشكرة	5	-----	-----	-----	-----	-----	18.7	0.519
ماكينة إنترولوك	6	345	6.2	2.2	1.2	5.3	18.7	0.526
ماكينة ريب	7	307	6.4	2.5	1.2	5.3	19.1	0.595
(صالة الخياطة) قطاع ا	8	257	6.3	2.2	1.2	5.5	18.8	0.371
قطاع ب	9	564	6.3	2.1	1.2	5.2	19.1	0.302
قطاع ج	10	444	6.3	2.4	1.2	5.6	19.1	0.361
الفص	11	331	6.2	2.3	1.2	5.4	19.1	0.372
التشطيب	12	698	6.2	2.6	1.2	5.2	19.3	0.292
المكواة	13	846	6.2	2.3	1.2	5.3	19.6	0.211
النطريز	14	853	6.4	2.1	1.3	6.2	19.9	0.345
الحدود المسموح بها		215 LUX	10 ppm	6 ppm	5 ppm	55 ppm	27c	mg/m ³ 10

ORIGINAL

PURE

FUTURE EXPECTATIONS AND RISK MANAGEMENT

Esperanza for Ready Clothes operates in a multi risk, fast changing environment, same as most international organization in the field of textile.

Considering the challenges that face it whether on the local or foreign level, Esperanza for Ready Clothes aims to expand and develop its business by through exploiting all commercial opportunities available in many countries. Also to enter new markets that were not available earlier.

Being totally aware of the risks related to the company's vision of the continuous international growth, Esperanza established a Risks Department aiming to protect its current and future works and to provide protective and interactive measures for potential hazards.

The Risks Management Department unified strategies and operations. It also educates and trains employees to follow a unique method to manage risks that may face the company in the future. To reach this, the Risk Management Department established procedures and operations according to the international standards for risk management.

To protect Esperanza for Ready Clothes from future hazards and to help it achieve its strategic objectives, the Risk Management Department defines and analyzes the hazards that face it "internally" and "externally" with two methods:

1. Assessing the risks: Analyze risks, act to avoid them or to minimize their effect or potential of occurrence.
2. Continuity of operations: raise the level of readiness to deal with unexpected hazards.

The Risk Management Department in Esperanza for Ready Clothes evaluates risks on both the strategic and operational levels, as well as risks related to the annual objectives of the various departments. The Risk Management Department covered numerous strategic and central operational units through workshops for risk evaluation and continuity of operations. The department focused on developing a plan to provide the mill a chance to gain credited financial certificates related to the continuity of operations. The Department periodically follows up on what has been covered previously from risks and protective measure to prevent or minimize the results of these risk which effectively contributes in raising awareness level regarding the surrounding hazards and being prepared to face them in better ways.



Assets, Liabilities and Outcome

Net profit in 2015 = 16,219,850 Egyptian pounds, i.e., 8.24%

Total sales = 196,672,536 Egyptian pounds

Assets increased from 114% in 2014 to 123% showing an increase of 9%.

Current assets in 2015 = 170,847,064 Egyptian pounds, which confirms that the company is able to fulfill its financial obligations.

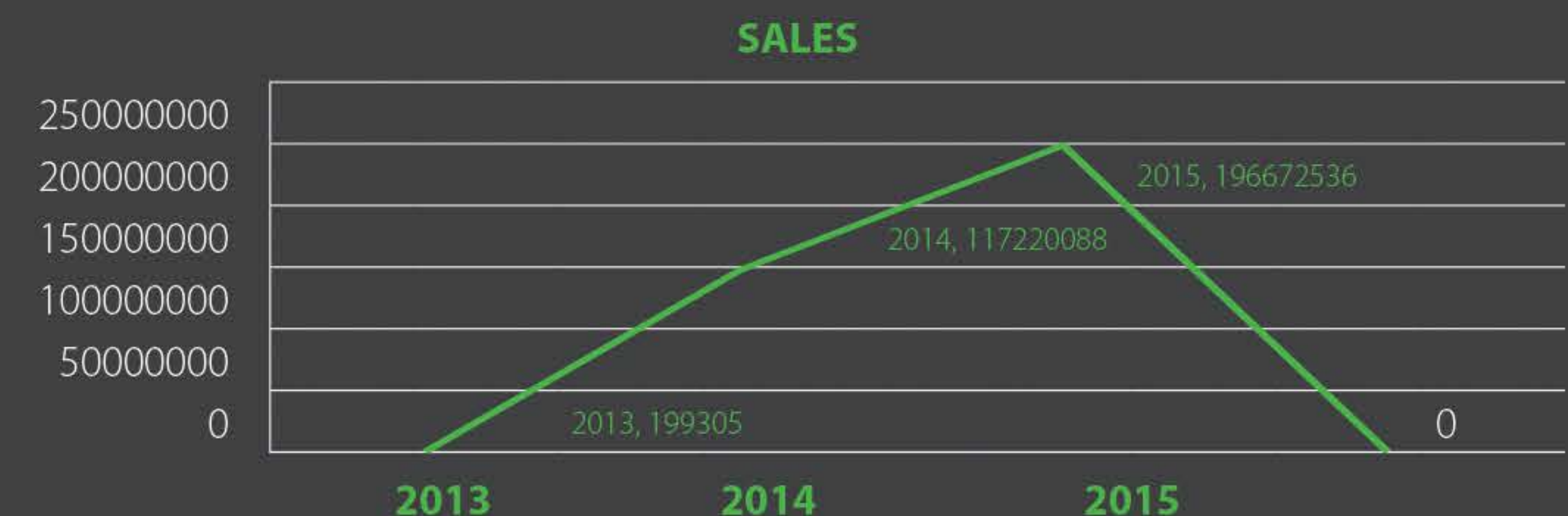
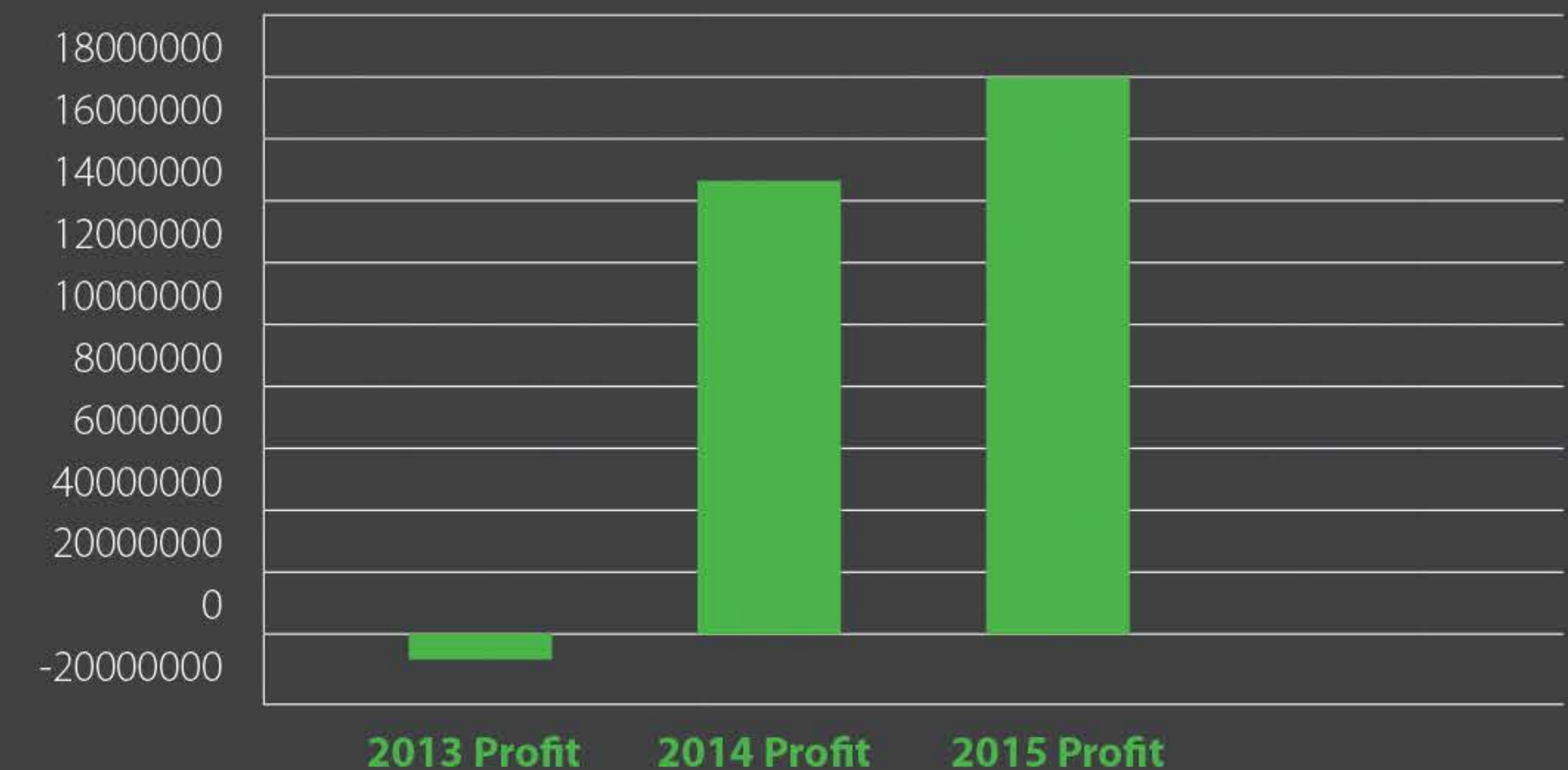
Partners' equity increased from 45,482,936 Egyptian pounds in 2014 to 69,442,886 Egyptian pounds in 2015 showing an increase of 53%.

Operation profit reached about 20,941,434 Egyptian pounds in 2015.

The per share of net profit in 2015 was 32.43 Egyptian pounds

This was due to increasing company capital to become 5 Million Dollars., and accordingly increasing the number of share to become 500,000 shares.

THE FOLLOWING GRAPH SHOWS A COMPARISON BETWEEN NET PROFIT VALUES FOR 2013, 2014 AND 2015. IT ALSO SHOWS A COMPARISON BETWEEN TOTAL SALES VALUES FOR THE SAME YEARS





Transparency and Conformity

Esperanza for Ready Clothes exerts maximum efforts regarding transparency and anti-corruption. The company works hard to raise the level of disclosure as much as possible to be a role model in commitment and credibility. This is to fulfill the objective of disclosure as a main tool for customer and investor protection, in addition to increasing the company's competence among the best in Egypt and the world.

Interests of Members of the Board and Senior Executives

The company was not informed about any interests regarding members of the board, their spouses, under age children, or senior executives during the year 2014. The company has not performed any contracts where there is a fundamental interest to any of the board members, executive managers, financial manager, or any person in relation with them.

Policy of Distributing Profit

Distribution and amount of profit depends on the net profit and cash flow of the company, in accordance with the distribution policy stated in the principle guidelines of the company, which states that:

After deducting the statutory reserve and the reserve approved by the Ordinary General Assemble, then the amount allocated to Board of Directors bonuses as approved by the Ordinary General Assembly. The remainder is distributed among shareholders as an additional share in the profit, or is carried forward to the following years.

Profits are distributed to shareholders in places and time specified by the Board of Directors.

Contribution to the Development of National Economy

Esperanza for Ready Clothes has contributed to the improvement of national balance of payments in the Arab Republic of Egypt. Its exports to the international markets reached about 25,201,622 US Dollars and about 610,798 Euros in 2015. These exports contributed in attracting more foreign exchange and provided employment opportunities for Egyptians.

Esperanza in Comparison to Egyptian Exports

The study was performed in 2015 from the site of the Egyptian Foreign Trade Government Sector.

www.tpegypt.gov.eg

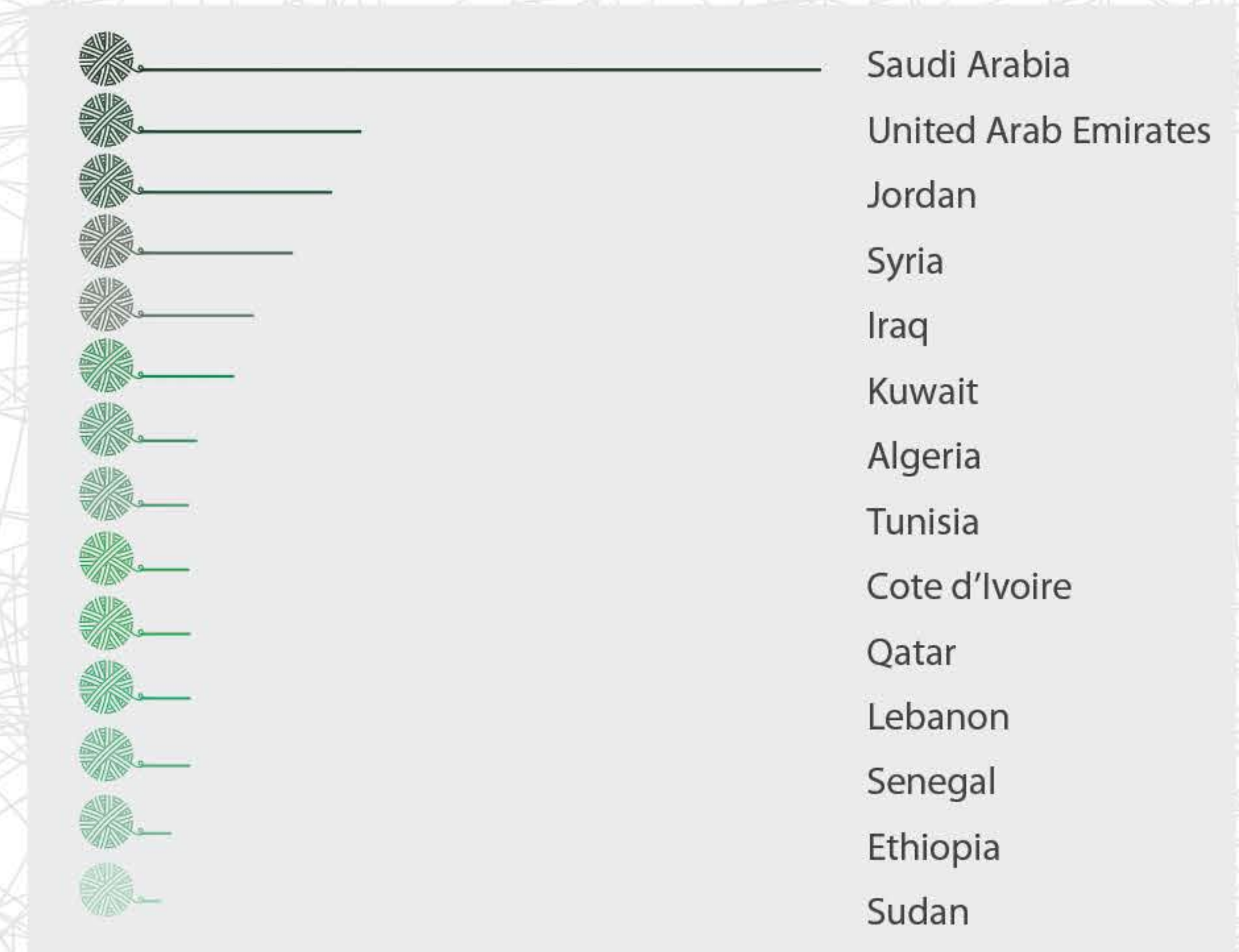
Country	Esperanza Total Shipment Values in US Dollar	Total Shipment Values in Egyptian Pound	Exports of Arab Republic of Egypt	Percentage
Hashemite Kingdom of Jordan	3,385,867.16	25,856,548.02	15,570,000.00	21.75%
United Arab Emirates	2,418,591.73	18,365,288.67	23,350,000.00	10.36%
Kingdom of Saudi Arabia	13,956,909.62	106,006,905.39	92,840,000.00	15.03%
Republic of Senegal	165,016.00	1,249,926.74		
Republic of Iraq	1,405,375.76	10,721,817.80	4,770,000.00	29.46%
State of Kuwait	341,012.61	2,588,753.97	15,200,000.00	2.24%
Republic of Tunisia	22,775.00	170,083.58	19,750,000.00	0.12%
Republic of Côte d'Ivoire	202,124.80	157,026.16		
Syrian Arab Republic	1,830,976.30	13,738,170.60	9,340,000.00	19.60%
State of Qatar	22,657.32	170,838.46		
The Lebanese Republic	270,492.90	2,032,064.84	10,480,000.00	2.58%
Algeria	668,790.56	5,141,874.70	21,350,000.00	3.13%
Ethiopia	9,021.00	64,510.05		
Sudan	3,926.00	30,387.63	17,740,000.00	0.02%
Congo	144,721.70	1,106,690.14		
Yemen	44,399.20	343,654.25		
Turkey	94,417.17	740,256.04	383,270,000.00	0.02%
Tanzania	793.00	6,137.90		
Sultanate of Oman	77,119.35	567,361.75		
Libya	34,793.50	262,346.47	13,390,000.00	0.26%
Mauritania	101,842.00	767,898.86		
Spain	23,538.84	147,992.00	127,980,000.00	0.02%
Germany	40,457.02	246,476.00	132,660,000.00	0.03%
Belgium	747,995.93	4,775,536.06	48,580,000.00	1.54%

Total exports for Arab Republic of Egypt: 2,758,350,000.00

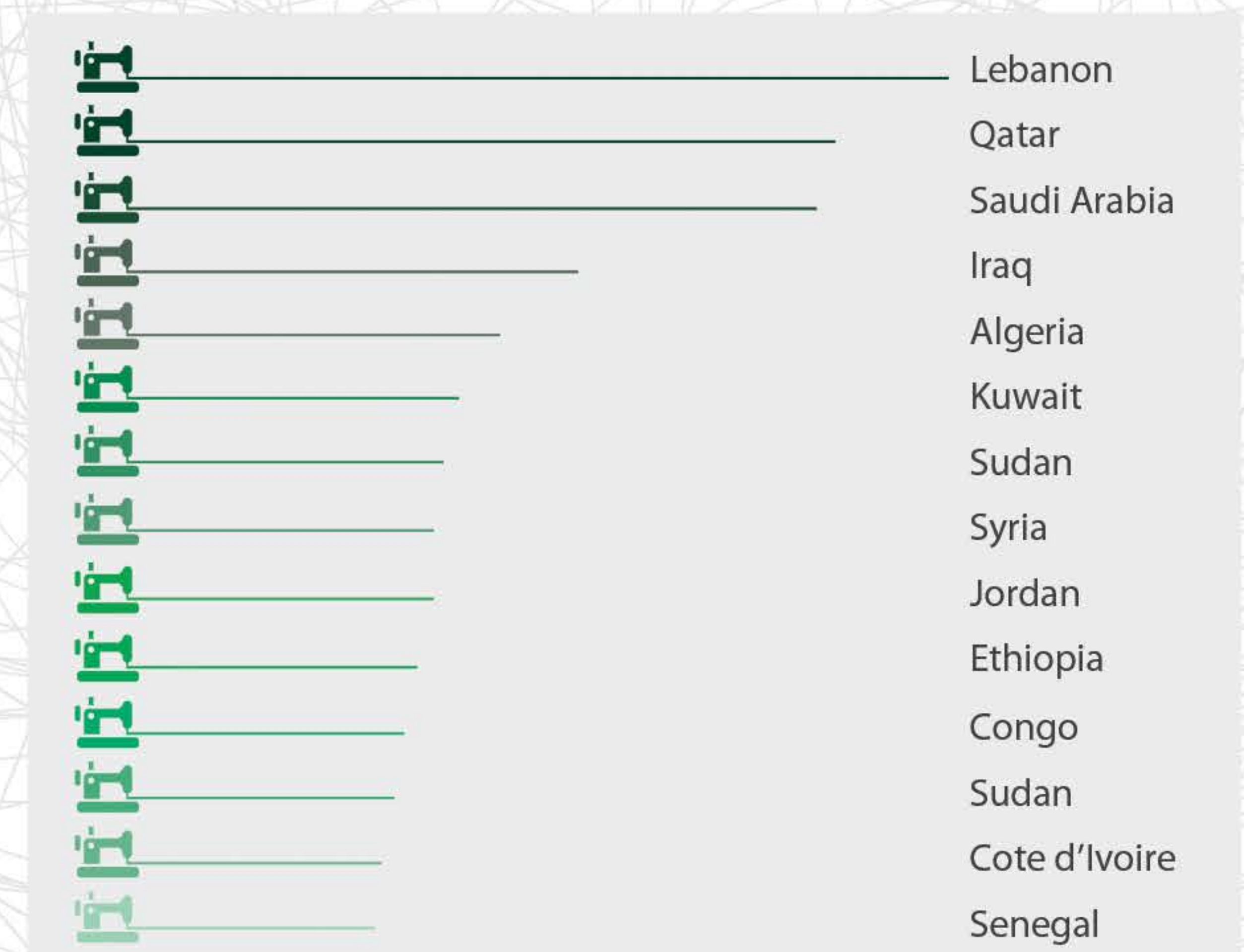
Total exports by Esperanza: 26,013,614.47 195,258,546.08

Percentage: 0.94%

Total value of company trucks Esperanza with dollar



Egypt's exports in clothing and upholstery fabrics



Market share for the company Esperanza of the total Egyptian exports in the field of garments and textiles to the dollar



Social Responsibility

Esperanza for Ready Clothes continues to support many social occasions and events. This includes supporting activities and social programs, sponsoring talents, and supporting charity organization licensed by the Ministry of Social Affairs. The company also sponsors conferences, seminars, economic events, sports events and cultural festivals.



Human Resources

We strongly believe in the importance and the role of human resources. We consider them to be a real capital and a fundamental pillar for the success we achieved during our years of operation. The company followed clear policies regarding its employees so as to utilize their best efforts and abilities. The policies are applied starting from procuring and selecting employees, training, developing their cultural and professional abilities. We focus on the team spirit for accomplishing tasks and as an input to the strategy of effective change that we follow for the sake of continuous development and improvement of work environment.

We consider the employee to be the first and most important line of defense, and is responsible for the quality of work that reflects on the reputation and position of the company.

The company considers the HR Department to be of utmost importance for dealing directly with employees of different levels to solve their work problems and to help in solving their personal problems to keep their minds clear while performing their duties, and to avoid consequences resulting from neglecting to solve these problems.

The HR Department follows instructions of top management according to the company's strategic plan to consider employees as an input to organizational development. We consider each and every individual totally responsible for our success. We open communication channels with direct supervisors so they can express their thought and opinions about current operations.

The company strives to establish an information system that effectively helps in connecting all departments through special communication program. This is to facilitate communication among departments according to the organizational structure. We also arrange for a higher level of effective management of human resources through continuous education, thorough monitoring of operations, saving time and simplifying procedures. These programs will also help in easier evaluation of employees, establishing clear and fair policy for incentives that depends on production efficiency, cooperation among team members and responsibility towards the company.

The road map and activating the strategic role of human resources towards ambitious growth was first implemented in 2013. We focused on the need to supply the company with talents, patriot calibers, and expertise who can cope with the strategic development. We need to bring forward the company culture and its leaders to advanced stages of fast progress, to manage the change in accordance with the strategic growth and to activate programs and laws that can directly help in creating an attractive work environment to stimulate talents for continuous and sustainable production. In addition, we seriously work to reinforce the efficiency of the company by studying its organizational structure and providing recommendations to guarantee its readiness for ambitious strategic growth, improve and boost the efficiency HR department by introducing professional programs to its employees so they can give the necessary support to the various sectors in the company.



Loans and Bank Facilities

Esperanza got no loans or financial dues. We have not borrowed from any bank and amount of money during 2015. We depend on our partners for self-financing.


Cooperation and Enforcing Ambitions

During the coming period Esperanza will adapt a marketing plan that is based on initiating new strategic partnerships with major companies in the field of textile and garments trade in Europe and the USA, as well as enforcing relations with current customers to support our competent position as one of the major production companies in the field of textile and garments.

Bank name :	QNB ALAHLI BANK
Account name :	Esperanza company for ready clothes
Bank website:	http://www.qnbalahli.com
Bank address :	1st industrial zone , obour city , behind habitat factory , CAIRO ,EGYPT
Bank swift:	NSGBEGCXXX
Bank contact :	Call Center (inside Egypt) 19700 PHONE : 0020-02-33324100 FAX : 0020-02-333241999 (outside Egypt) 0020-02-19700 Email : Info.QNBAA@QNBALAHLI.COM
Bank logo :	

Bank name :	EXPORT DEVELOPMENT BANK OF EGYPT
Account name :	Esperanza company for ready clothes
Bank website:	http://www.edbebank.com
Bank address :	CITY CLUB – OUT SIDE WALL NO 6,7,8
Bank swift:	EXDEEGCXOBO
Bank contact :	PHONE : 0020-166614501 FAX : 0020-02-46105073 E-MAIL : info@edbebank.com
Bank logo :	

Bank name :	Banque Misr
Account name :	Esperanza company for ready clothes
Bank website:	http://www.banquemisr.com
Bank address :	El rehab – Cairo – Egypt
Bank swift:	BMISEGCXXX
Bank contact :	PHONE : 19888 PHONE : 0020-02-029/23912172 FAX : 0020-02-23908467//23925768
Bank logo :	

Bank name :	BLOM EGYPT BANK
Account name :	Esperanza company for ready clothes
Bank website:	http://www.blombankeypt.com/
Bank address :	61 NINETY ST-Fifth Settlement , New Cairo
Bank swift:	MRBAEGCX023
Bank contact :	Call Center (inside Egypt) 19233 Phone: (202-02)33322770/1/2/3/4/5/6/7/8/9 Fax: (202-02) 37494508 – 37494168 Email : blomcallcenter@blombankeypt.com (outside Egypt) 0020-02-33319400 P.O.Box: 410 El Tagamoa El Khames
Bank logo :	

Bank name :	ALEX BANK
Account name :	Esperanza company for ready clothes
Bank website:	http://www.alexbank.com/
Bank address :	AL-OBOUR – CITY CLUB – OUT SIDE WALL – CAIRO - EGYPT
Bank swift:	ALEXEGCXXX
Bank contact :	PHONE : 0223992000
Bank logo :	

Company Banks

Esperanza for Ready Clothes has special appreciation to its partners and investors. We inform them about our operational performance and activities during the year through an annual report to the Board of Directors, in addition to the meetings held with partners, investors and analysts throughout the year to keep them continuously informed about any important development that may affect the financial situation.

Contact Us

WWW.ESPERANZAEG.COM

Communication with Partners and Investors

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WWW.ESPERANZA

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Website: www.esperanzaeg.com

Chairman: mohanad@esperanzaeg.com

HR: hr@esperanzaeg.com

Complains: complaint@esperanzaeg.com

Investors: investors@esperanzaeg.com

Esperanza for Ready Clothes was established in 1982 in Aleppo, Syria, as a textile industry. In Syrian Aleppo, it has origins, stories, and a long history that goes back thousands of years. In 2011, with the destruction of Syrian cities and industries, Esperanza transferred its expertise and caliber to Egypt. There, we will continue the journey of our Syrian ancestors.

**S.A.E
Esperanza**
www.esperanzaeg.com