

Business Offer

An Egyptian producer of a wide variety of lighting products for commercial, residential and street lighting is looking for distributors and agents.

Summary

The Egyptian company is specialized in the design and manufacturing of different types of lighting products that offer high energy saving capabilities and can be used in numerous applications such as residential, commercial, office, and street lighting as well as lighting systems that can be used for poultry farms. The company is now looking to expand its business and is seeking distributors and agents for its products in all EEN European countries.

Creation Date	16 August 2017
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Reference	BOEG20170816002

Details

Description

The Egyptian company was founded in 1987 as a company specialized in producing different lightening products and appliances for several application fields. The company is located in the second industrial zone in Sadat City which is located 94 kilometers northwest of Cairo. In 2013, the company changed to a joint stock company and started the production of LED products with modern Surface Mount Devices (SMDs) and Surface Mount Technology production lines. The company's range of products now include:

I) LED Lighting:

Indoor Lighting: Bulbs - Tubes - Downlight – Stands –

Outdoor Lighting: Street lighting - Floodlight - Corn Lamps

II) Solar Street lights

III) Street Lighting:

- Sodium Ballasts: 100W - 150W - 250W - 400W

- High Pressure Sodium Lamps: 100W - 150W - 250W

- ESL Ballasts: 80W - 150W

IV) Indoor Lighting:

- Compact Fluorescent lamps: 20W - 105W

- Electronic Fluorescent Ballasts

The company's production capacity is 30 thousand lamps and tubes per day and 500 street lights fixtures per day. The company is now exporting their products to a number of Arab countries such as Saudi Arabia, Syria, Yemen, Sudan, Iraq, Jordon, Lebanon, as well as to the Japanese market and to a total of 14 European countries. They are now seeking to further expand their business in the markets they have a presence in, as well as enter new markets, so they are targeting distributors and agents for their products in all EEN European countries.

Advantages and Innovations

Advantages and Innovations:

- The company's products have very high energy saving capabilities and long life span. Their street lighting products provide overheat & over-voltage protection and dimming capabilities.
- The company has 30 years of experience in the field and a highly trained workforce.
- The company offers its clients field visits and feasibility studies to identify possible energy saving measures for their existing lighting systems.
- The company has their own R&D center which enables them to further develop their products and provide customized solutions for their R&D centers.
- The company's labs are equipped with state of the art devices for measuring different performance factors such as power factor, luminous flux, co-related color temperature and lifetime.
- Many of the company's products bear the CE mark, which enables them to access European markets.
- The company is working in the manufacturing of Sodium Ballasts since 2003, and is considered the first in the Middle East and the only Egyptian company, specialized in this area.

Keywords

Market

08005 Other Industrial Products (not elsewhere classified)

NACE

C.32.9.9 Other manufacturing n.e.c.

Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Albania, Armenia, Austria, Belarus, Belgium, BosniaandHerzegovina,
Bulgaria, Croatia, Cyprus, CzechRepublic, Denmark, Estonia, Finland,
France, Georgia, Germany, Greece, Hungary, Iceland, Ireland, Italy,
Latvia, Lithuania, Luxembourg, Macedonia, TheformerYugoslavRepublicof,
Malta, Moldova, Montenegro, Netherlands, NewZealand, Norway,
Poland, Portugal, Romania, Russia, Serbia, Slovakia, Spain,
Sweden, Switzerland, Turkey, Ukraine, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1987

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Arabic

Client Country

Egypt

Partner Sought

Type and Role of Partner Sought

The company is seeking reliable and long-term partners to cooperate with via commercial agency agreements or distribution agreements, with the following requirements:

- The partners should have solid experience in the field of lighting products.
- The partners will be required to have the ability and channels to sell the company's products in the specific region of the country they are located in. They should also comply with stock and logistics requirements and have good experience in international cooperation.

Type and Size of Partner Sought

SME 11-50,251-500,SME 51-250

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Attachments
