

DELAWARE

DFMC

Company's Presentation

June 2009



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DFMC is honored to present our vision to those who have had made this meeting possible. It is our sincere hope you will allow us to be a part of what can no doubt be an amazing future.

Managing Partner

Hussein Delawar

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The History

- As part of the Delaware Group, DFMC draws over 30 years of experience in the construction and real estate business.
- DFMC was incorporated in January 2002, becoming Egypt's first facility management company.
- After years of experience constructing both residential and commercial properties, we saw a need for a company solely devoted to caring for these facilities once construction was complete. Guided by that vision, we created our company using the most advanced tools and techniques present in the FM field today. With an average growth rate of 25% annually, our success has been blessed by both our dedicated employees and trusting clients.

The Group



- ▣ Strategic Alliances

Look Pavilion (Architecture Designs and Consultancy)



Our Services' Matrix

▣ DFMC Provide The following services

- ✓ Housekeeping
- ✓ Safety & Security
- ✓ Maintenance
- ✓ Reception service
- ✓ Call Center
- ✓ Space Management
- ✓ Daily Building Operation
- ✓ Asset Management
- ✓ Pest Control
- ✓ Transportation
- ✓ Catering
- ✓ Landscaping
- ✓ Plant care
- ✓ Valet Services
- ✓ Courier and Mail
- ✓ Energy Management

Our Services' Matrix (Cont)

▣ Construction services

- ✓ General Construction and Main Contracting Works
- ✓ Project Management
- ✓ Costing and Budgeting Services

▣ Partners

- ✓ INTAL International Aluminum Systems Company : Aluminum Works
- ✓ e-Home AUTOMATION (EGYPT): Full Building Automation solutions

▣ Strategic Alliances

- ✓ Look Pavilion : Architecture Designs, Consultancy and Interior Designs

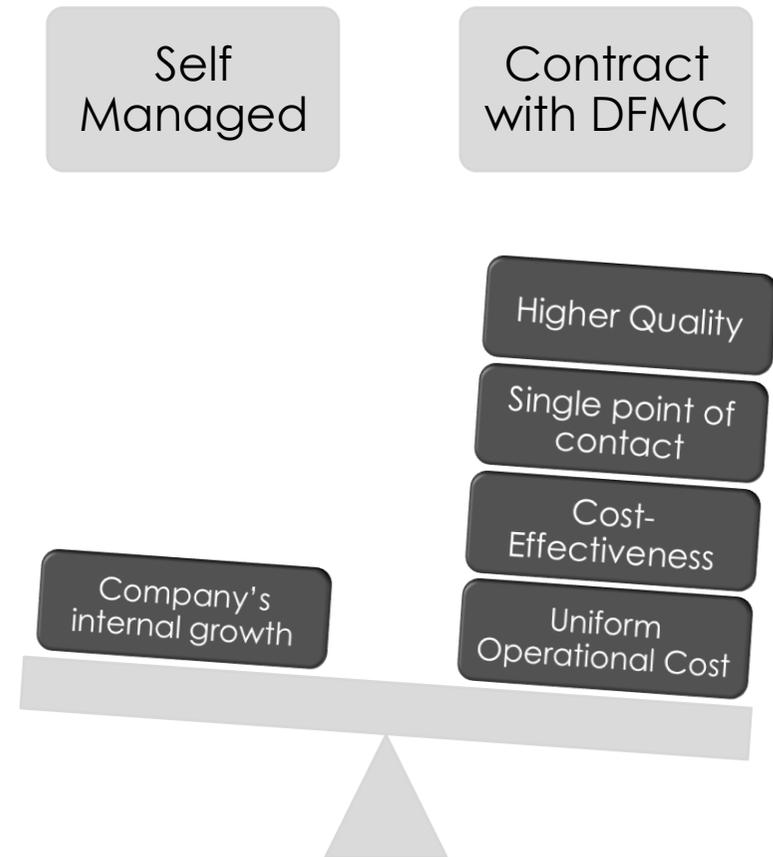
Green FM

- ▣ Of all the stages in the Life-Cycle of a building, the energy used in the operation phase has the greatest environmental impact. Accordingly focusing on this consumption is extremely effective in reducing a building's overall consumption, yet determining energy use in a building's operation phase is not always an intuitive process for even the most experienced designers.
- ▣ In our efforts to reduce operation phase energy use for our clients DFMC has found energy modeling as an indispensable design tool and has therefore integrated energy modeling into our service offerings. Energy modeling can help project team members evaluate a variety of energy conservation measures with little resource allocation to determine optimum strategies that maximize both energy and cost efficiency.



FM Benefits

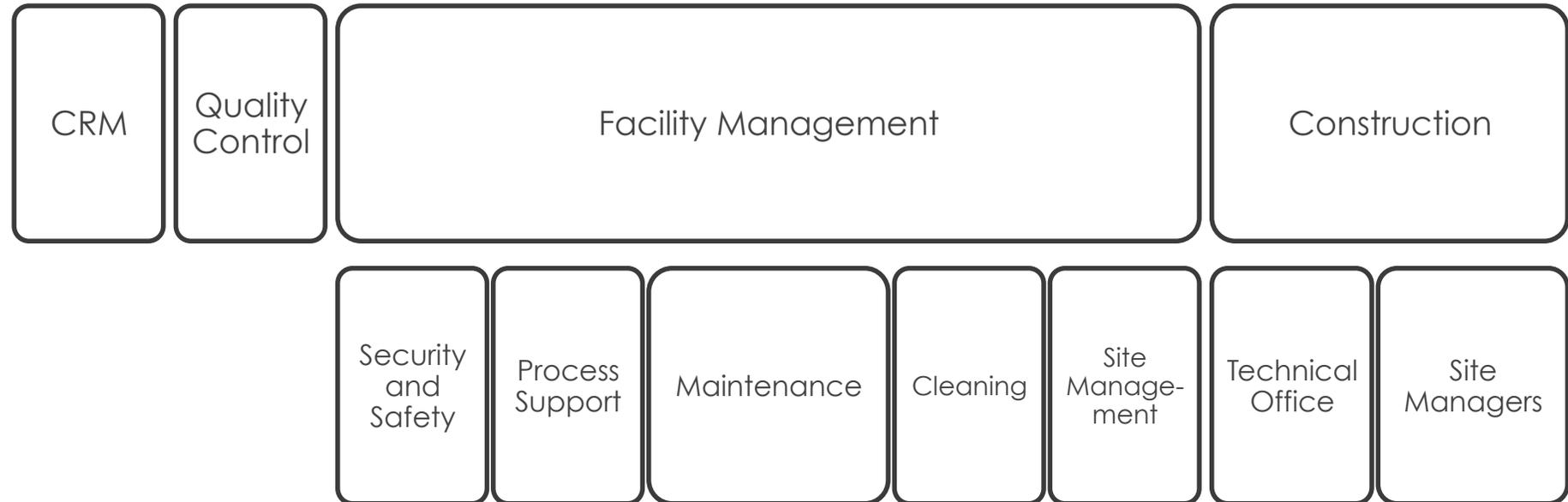
Successful and forward-thinking companies will plan facilities management as an integral part of their strategic approach, rather than considering this a reluctantly incurred, unavoidable overhead. Any company which fails to acknowledge the impact of efficient facilities management runs the risk of eating into potential annual profits. At Mass we are dedicated to promoting the huge benefits of better facilities management





Company Business Divisions

Top Management



Employees Overview

2002
DFMC EGYPT
SERVING 12000M2
WITH 160
EMPLOYEES



2003
DFMC EGYPT
SERVING 20000M2
WITH 240
EMPLOYEES



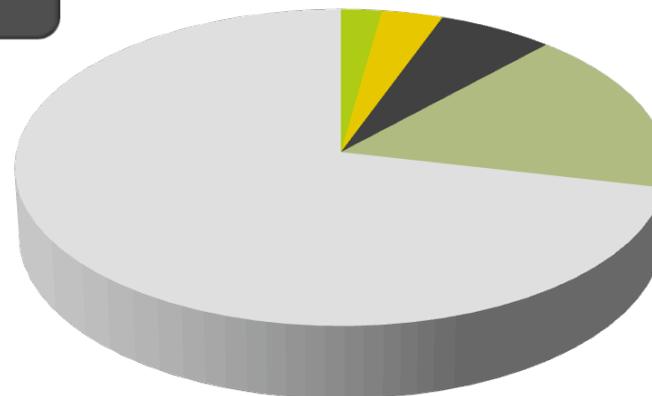
2006
DFMC EGYPT
SERVING 47000M2
WITH 380
EMPLOYEES



2004
DFMC EGYPT
SERVING 32000M2
WITH 300
EMPLOYEES

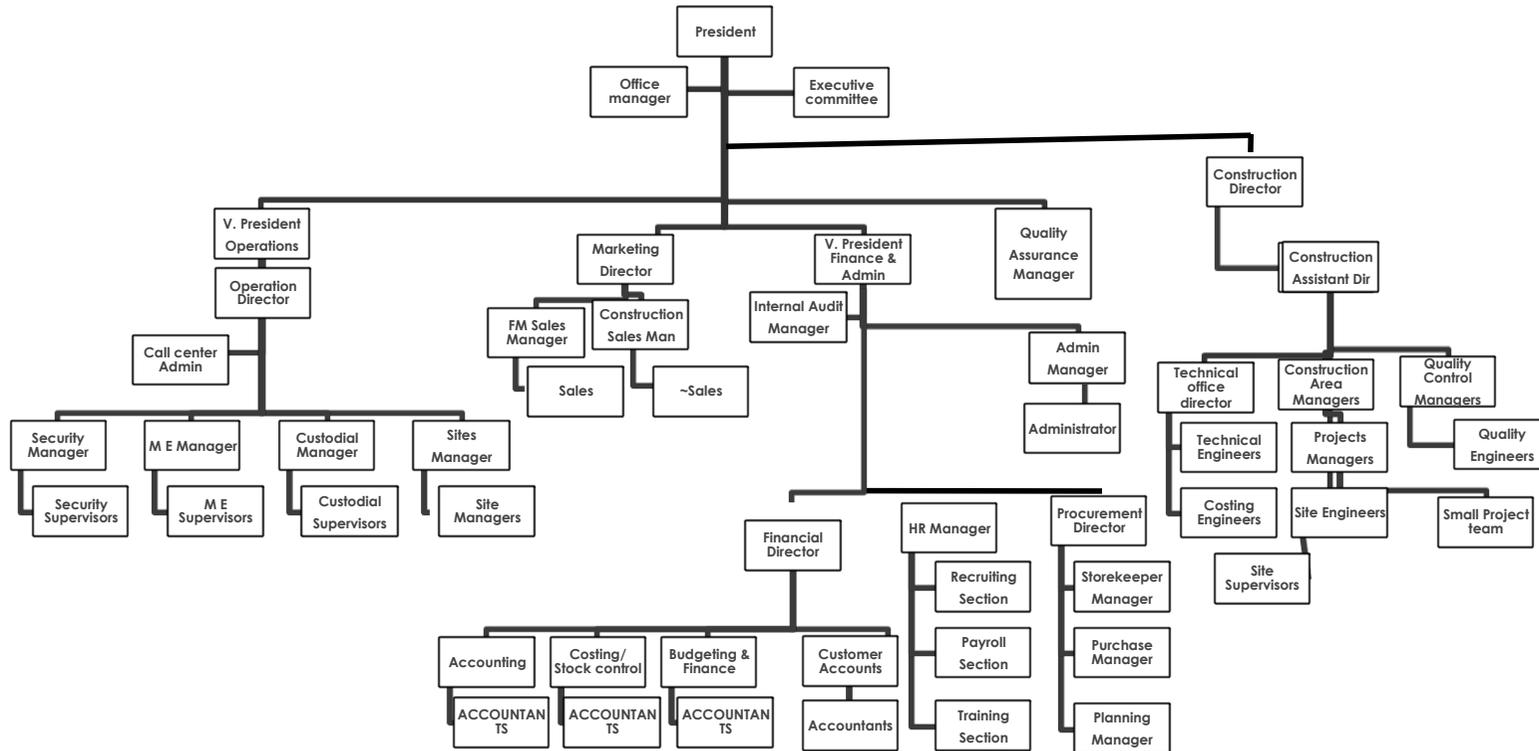


2009
DFMC
SERVING 86000M2
WITH 580
EMPLOYEES



- Top Management (12)
- Mangers (18)
- Engineers (34)
- Supervisors (90)
- Skilled Labors (385)

Company Structure



Quality Control

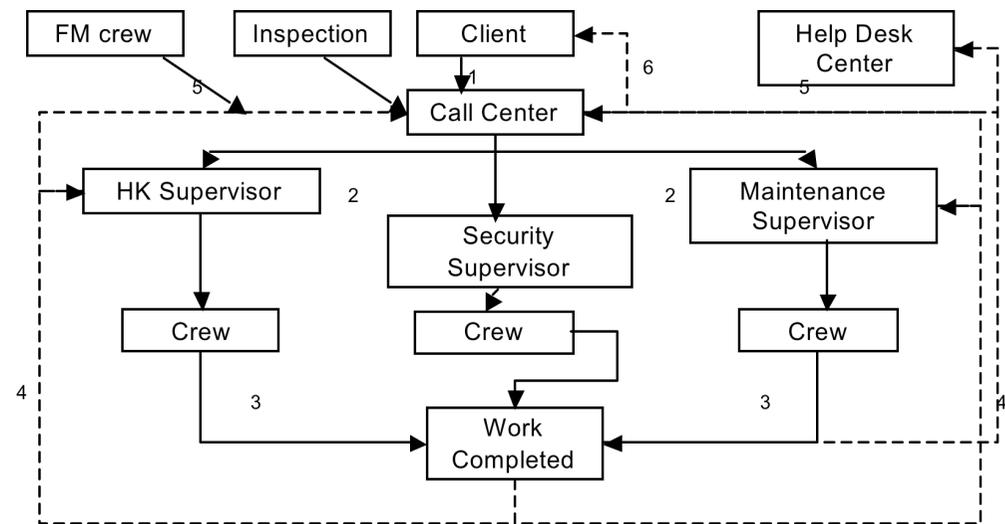
ISO certification

For the time being DFMC has no ISO certification but we are planning:

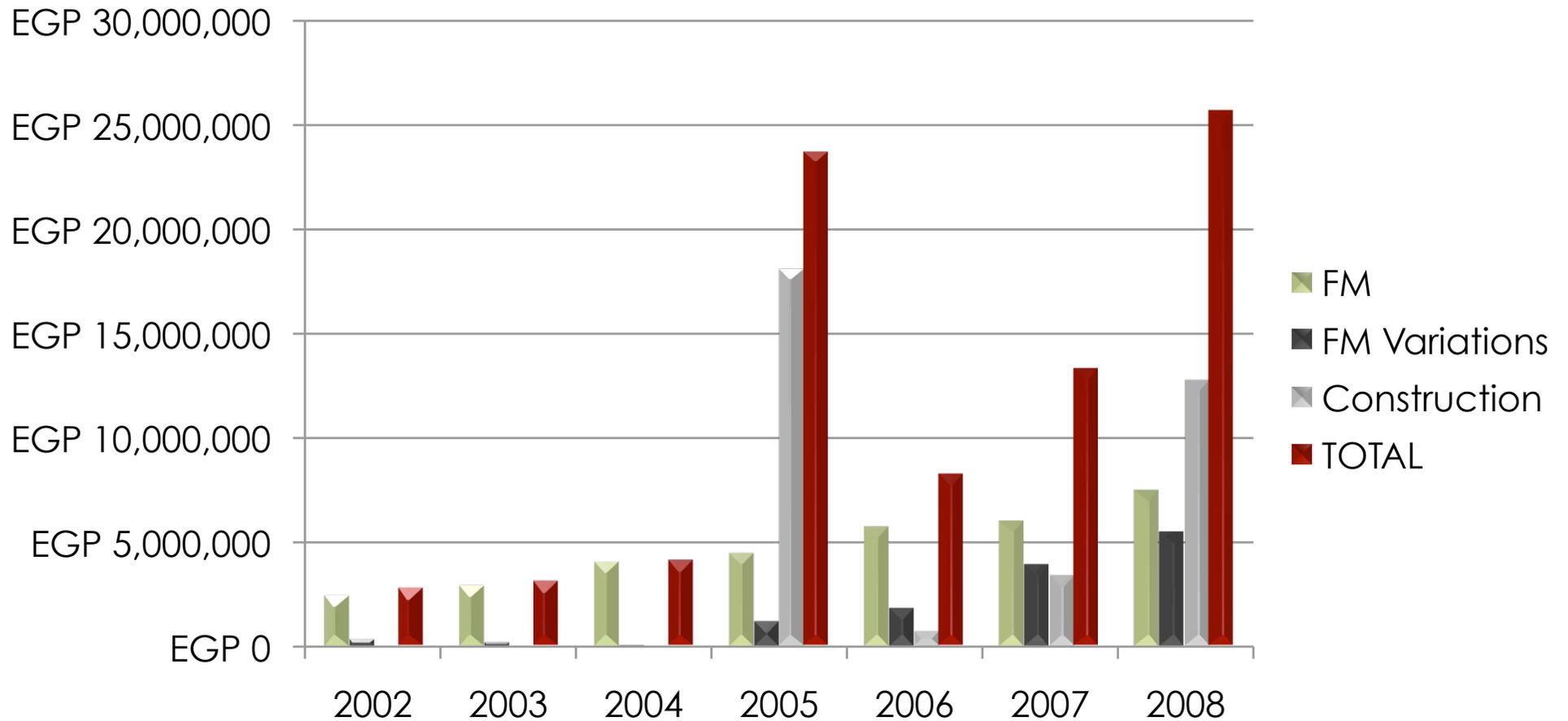
To get the ISO 9001 by 2011 and the ISO 14001 by 2012

Internal Quality Control

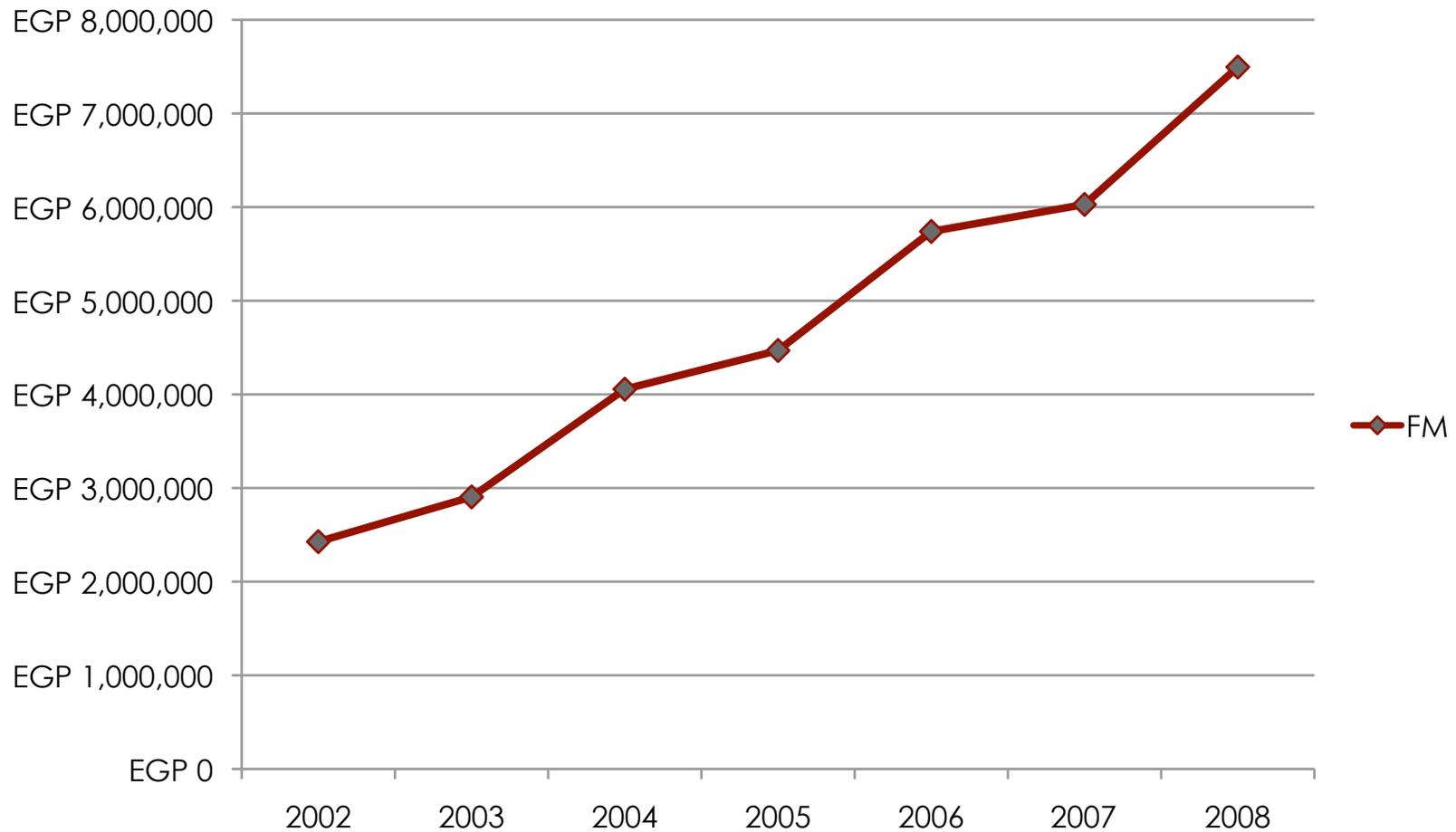
- ✓ DFMC works with its own quality system based on the British standard and the Egyptian standards to create its own benchmark as a mix of local and international standard.
- ✓ Our Call center and Facilities Inspectors constantly monitor the performance of our employees and constantly update our knowledge base



Total Turnover Charts



Facility Management Turnover



Our Trusting Clients



PRICEWATERHOUSECOOPERS 



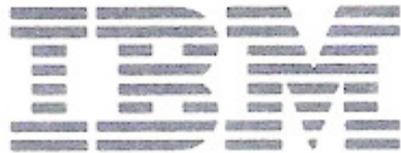
البريد المصري
EGYPT POST



PALM HILLS
DEVELOPMENTS



NAEEM



MEMBER OF THE
DELAWARE GROUP



*References upon request

Thank You

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