



Counter IED/EOD Mines clearance Homeland protection Aviation and private jets



HiSky Aerospace

Counter IED/EOD - Mines Clearance
Homeland Protection

Agency

Project Management

Consultancy



"We protect lives, equip and train the troops, defeat the device, attack the network, and protect your homeland"



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Message from HiSky Aerospace
CEO and Managing Director

Hatem Farrag

Welcome to HiSky Aerospace!

As you navigate our company profile, website, and social media, I hope you learn more about the qualities that make our company an outstanding provider of agency, consultancy and project management services in the defence, security and private jet leasing domains.

Selecting an agent or a representative is a critical decision and one that is likely to impact throughout your business for years to come. The great weight of such a decision encourages me and the HiSky Aerospace team to bring our very best to each engagement.

We focus on building lasting partnerships. There is a significant difference between an agent/representative that your company utilizes and a true partner for your business. A partner is always looking to the future, creating out-of-the-box tactics that will help you strategically position for market leadership over time. We are able to make recommendations that have the greatest possibility of success and are the best fit for the culture of your company.

Our business can be divided into four key areas, namely, counter IED/EOD, mines clearance, homeland protection and private jet leasing. To add further value to these areas, we strive to offer support tailored to the individual needs of our clients as an agent/representative, as well as provision of consultancy and project management services. We have only one objective: to ensure our clients' goals are achieved with the highest level of capability and assurance, and at the lowest possible cost. HiSky Aerospace's clients come to us with confidence that we have the expertise to take service delivery to the next level of performance.

We have earned the trust and respect of government customers for one simple reason—we live out our values. HiSky Aerospace's corporate culture is defined by a simple set of corporate values that define how we operate every single day:

-
- Carry out socially conscious businesses
 - Honesty, integrity, responsibility and accountability for our words and actions
 - Transparent, collaborative, and respectful engagement
 - Follow efficient and effective best practices.

Ever since HiSky Aerospace's establishment in 2006, we have endeavoured to contribute to the safety and security of Egypt, the Middle East and North Africa, with uncompromising integrity and under the motto of "We protect lives, equip and train the troops, defeat the device, attack the network, and protect your homeland." Using this slogan helped us to develop an innovative, comprehensive, and well-coordinated approach in countering terrorism, IED and EOD operations.

HiSky Aerospace firmly believes in investing in prevention and preparedness in addition to response. Buildings, infrastructure, and public spaces have increasingly become the focus of terrorist attacks. Most of the time, facilities underestimate the vulnerability to these occurrences, may have a misconception about likely targets and may be unprepared for such an eventuality.

Today, uncertainty about the global economy and the post-COVID19 "new normal" is widespread. We perceive the changing environment as business opportunities. We remain firm in our commitment to optimizing resources in providing effective services to our international clients, while ensuring that the local market needs for world-class defence and security products are efficiently met. We are building resiliency in our business model through long-term planning and prioritizing disaster preparedness and business continuity.

We are able to draw upon our strong diversified network of partners and profound extensive knowledge of the local political, economic, legal and business environment. We apply the finest business insights to keep our clients at the leading edge.

The market for defence and security is expected to continue growing and technology innovation proceeds rapidly. Moreover, Egypt manages one of the largest militaries in the world, in addition to a growing local defence industry. With 920,000 military personnel, Egypt's military budget currently stands at USD 4.4 billion per year. We are determined to not be satisfied with where we are, and to continue our relentless efforts to expand our business and that of our partners, with a sense of urgency and defined purpose to ensure sustainability of market leadership.

I hope this provides you with a few reasons to get to know and partner with HiSky Aerospace. We look forward to finding out how we can work together to bring service to life and towards an increasingly prosperous business.

Belief



We believe that safety and security is a basic human right. The human capital cannot survive and thrive except in a safe environment.

Vision

Egypt, the Middle East and North Africa will be the safest and securest region where its culture, civilization, heritage, riches and values truly emerge to its full potential to prosper its citizens and fellow humans around the world.

Mission

HiSky Aerospace's mission is to become the leading agent in Egypt to supply aerospace, defense and security innovative solutions, and world-class technologies, products and systems that cause no unnecessary harm and are at best prices for the markets in Egypt, the Middle East and North Africa. It is our mission to make every business experience an exceptional one for our customers and suppliers. HiSky finds the niche business opportunity and brings in renowned aerospace, defense and security suppliers of premier quality products and sees the business through to complete fruition. Through its mission, HiSky genuinely lives up to its belief and is firmly determined to work diligently towards attaining its vision and applying its values.

Values

- Carry out socially conscious businesses
- Honesty, integrity, responsibility and accountability for our words and actions
- Transparent, collaborative, and respectful engagement
- Follow efficient and effective best practices.



Basic Data

Location: Cairo, Egypt.

Website: www.hiskyeg.com

Work sectors: Counter IED/EOD, mines clearance, homeland protection, and aviation and private jets.

Areas of expertise: Agency services, consultancy, market analysis, development of market-entry strategies, monitoring of business opportunities and creation of investment cases, pre- and after-sale services, project management including operations and logistics, as well as technical support relevant to projects'/clients' needs.

Geographical coverage: Egypt, North Africa, and the Middle East.

Business partners: International agencies, multinational companies, public and private sectors, governmental entities and non-governmental organizations.

Staff: Sixteen highly qualified staff of both genders specialized in technical areas relevant to the following work streams:

- Aviation and private jets;
- Security, demining and defence;
- Business administration, and financial, strategic and project management;
- Outsourcing and assembling of specialized teams take place as and when needed.

HiSky is TRACE certified: HiSky Aerospace has successfully completed TRACE certification, an internationally recognized due diligence review. Certification by TRACE signifies that HiSky Aerospace has completed internationally accepted due diligence procedures and has been forthcoming during the review process. TRACE certification underscores HiSky's commitment to commercial transparency and anti-bribery compliance.

Contact

Hatem Farrag
CEO and Managing Director

HiSky Aerospace
(Counter IED/EOD, Mines Clearance & Homeland Protection)
13 Giza Street, 12211 Giza, EGYPT

Tel.: +20 (0) 122 210 6102 / +20 (0) 100 210 6102

E-mail: hatem@hiskyeg.com

Website: www.hiskyeg.com





Products and Services

HiSky has a diversified portfolio, cross-cutting several areas and handling different types of clients and projects in the field of C-IED Tools, equipment, homeland protection, as well as aviation and private jets leasing. The multiplicity in our projects, activities and network gained us rich experience, increased expertise and enhanced our added value in our services and approach. We are able to identify business opportunities, find innovative solutions, create market entry strategies and ensure a successful business journey towards our clients' goals and supremacy in the markets where we operate.

Cross-sectoral services: Agency, managerial, consultancy, coordination and logistics services

- **Agency:** Full representation during tendering, contract negotiations, advice and support prior, during and post implementation, including pre- and after-sale services;
- **Consultancy:** Carrying out situation analysis, monitoring of business opportunities and creating investment cases, strategy development, making recommendations, finding innovative solutions and problem-solving support;
- **Investment and strategic support:** Development of market entry strategies, provision of investment plans and clients' portfolios that are diversified in terms of sectors, work streams, and stakeholders and relevant to the market of interest;
- **Technical support:** Provision of technical advice and timely assembling of highly-qualified technical staff on call all through the project life cycle;
- **Project and operations management:** Provision of project management services since inception till project completion, including ground support and operations coordination; and
- **Logistics support:** Organizing, liaising and facilitating meetings, travels, events and logistics.

C-IED tools, equipment & homeland protection

- Airfield lighting systems, portable EOD x-ray systems, optical and night vision systems;
- Motion and acoustic sensors;
- Fingerprint and identity systems;
- Military and policing training programmes from world-class experts; and
- Agency services and representation for aerospace, defence, security, and demining companies.

Aircraft and private jets leasing: Charter flights (groups/incentive/special operation), wet and dry leasing, business VIP jets sale and leasing; and

Airline companies' setup: Feasibility, economic and technical studies, as well as airlines representation.



Added value

- **Strong diversified network of key partners** and profound extensive knowledge of the political, economic, legal and business environment wherever HiSky operates;
- **Business intelligence, consultation and knowledge** sharing in support of projects and operations all through their life cycle;
- **Adaptability to local context, resources, best practices**, as well as provision of information intelligence as per the local market needs and business context;
- **Keeping clients up-to-date on local situation** in all relevant areas to ensure opportunities are captured and risks mitigated, turning them into investment cases in support of our clients' strategic priorities;
- **Streamlining logistics, operations and procedures** to ensure best business practices, cost-effectiveness and efficiency of processes, operations and projects;
- **Partnership building and technical teams assembling** as relevant to the client's and project's needs; and
- **Creating enabling environments, business opportunities** and ensuring smart use of resources to secure our clients' leadership and accomplish their goals.

Business Cases

Counter IED/EOD, mines clearance and homeland protection

HiSky Aerospace is proud to be the agent and representative of renowned international security and defence companies providing high-end equipment, innovative solutions, world-class technologies, systems and training to support Counter IED and EOD disposal operations, mines clearance, and homeland protection..





HiSky Aerospace finds the niche business opportunity and brings in prominent aerospace, defense and security manufacturers, and sees the business through to complete fruition.

HiSky manages logistics, ground operations, and supply of necessary tools, equipment, machinery and technology. This includes training, maintenance, as well as pre- and post-sale technical and logistics support. Additionally, we carry out stakeholders mapping and network with relevant governmental bodies and non-governmental partners locally, regionally and internationally to support successful businesses.

HiSky Aerospace Counter Terrorism and C-IED Hub

Project history and intervention

HiSky Aerospace has an innovative, comprehensive and well-coordinated approach in countering terrorism and C-IED operations. HiSky believes in investing in prevention and preparedness in addition to response. Buildings, infrastructure and public spaces have increasingly become the focus of terrorist attacks. Most of the time, facilities underestimate the vulnerability to these occurrences, may have a misconception about likely targets and may be unprepared for such an eventuality. Also, little is known about the level of preparedness to deal with this contingency.

During Egypt's first ever major tri-service (air, land & sea) international defence exhibition (EDEX), Cairo, Egypt, 3-5 December 2018, HiSky Aerospace pioneered convening HiSky Counter Terrorism and C-IED Hub, which represents a collective aligned effort and an initiative to effectively address the complete counter terrorism cycle and the different threats of violence and explosives. This Hub provides an exceptional opportunity for better coordination, complementarity and alignment for increased efficiencies, and effective response. This creative approach will ensure procurement needs are met timely, smartly and at the best possible prices.

The Hub includes world-class companies who collectively supply bespoke products, services and training opportunities to support each phase in countering terrorist attacks from prevention, preparedness to response. Members of the Hub are: Armtrac Ltd, ATOM Training, Guartel Technologies Ltd, Scanna, United Shield International Limited, and Vallon GmbH.

HiSky Counter Terrorism and C-IED Hub offers a wide range of services and products throughout the prevention, preparedness and response cycle against terrorist attacks and explosive devices.

The Hub's services and products include:

- Exploring the risk and crisis management of facilities and a range of public and private buildings;
- Assessing the needs, making recommendations and proposing plans for prevention, preparedness and response to terrorist attacks and explosive devices;
- Supplying necessary equipment, systems and solutions to detect, defuse, dispose and protect against attacks and explosives;
- Police and military training and capacity building for prevention, preparedness and response.

Security and demining of the North-western Desert in Egypt

Project history

Egypt is contaminated with mines and explosive remnants of war (ERW), especially with unexploded ordnance (UXO) from World War II. The precise extent of contamination remains unknown. The joint Egypt/ the United Nations Development Programme (UNDP) project document of November 2006 referred, improbably, to 2,680 km² of contamination, which is almost four times the total estimated area of contamination in Afghanistan. The total number of casualties is unidentified, although according to the "Landmine Monitor," landmines and UXOs have claimed 8,313 casualties (697 killed and 7,616 injured), of which 5,015 were civilians. These figures are believed to apply only to casualties occurring in the Western Desert since 1982.





The scope and density of the landmine and UXO problem in Egypt has a serious impact on development, particularly as it expands to facilitate the large population growth forecast for the next 15 to 20 years. Economic and natural resources are tremendous in those contaminated areas. Government researchers estimate that approximately 3 million fedans of the north-western coast and inland desert area are suitable for cultivation and pastures. Groundwater reservoirs in the area amount to some 1 billion cubic meters. As for petroleum and mineral resources, roughly 4.8 million barrels of petroleum and 13.4 trillion cubic feet of natural gas are available in the region.

Not to mention, the land is also suitable for wildlife reserves, and offers a number of archaeological, environmental and astronomical activities suitable for tourism. Towards the large-scale development of the region, the UNDP has supported the Egyptian Ministry of Planning in formulating a US\$ 10 billion development programme.

Multiple development opportunities in that region could have a considerable impact not only on the North West Coast, but also on the national economy. About 400,000 jobs could be created, and about 1.5 million people should be able to move into the area by 2022.

In recognition of the fact that demining is no longer merely a humanitarian issue but rather a major developmental concern, The Ministry of International Cooperation (MIC) and the UNDP have established the Executive Secretariat for Mine Clearance and the Development of the North West Coast. It is the main body responsible for coordinating and monitoring development plans for the region and related mine action activities.

Project intervention

Within the overarching mine clearance arrangement set by MIC and UNDP, HiSky developed and managed a demining project in close collaboration with the Egyptian Ministry of Defence (MOD), Ministry of Interior (MOI) and MIC.

HiSky was successful in pulling together highly qualified technical team, mobilizing resources from international development agencies targeting development of the North Western Desert in Egypt. In this endeavour, HiSky partnered with relevant entities and companies for provision of necessary tools and machinery, as well as setting up operational processes and managing the project from inception till full implementation.

The project involved mines detection, clearance and assurance, as well as managing relevant ground operations and logistics. HiSky ensured that necessary machinery and technology were made available from the private sector through partnering with renowned companies working in this field, e.g. Armtrac Ltd., providing equipment such as Armtrac demining A400.

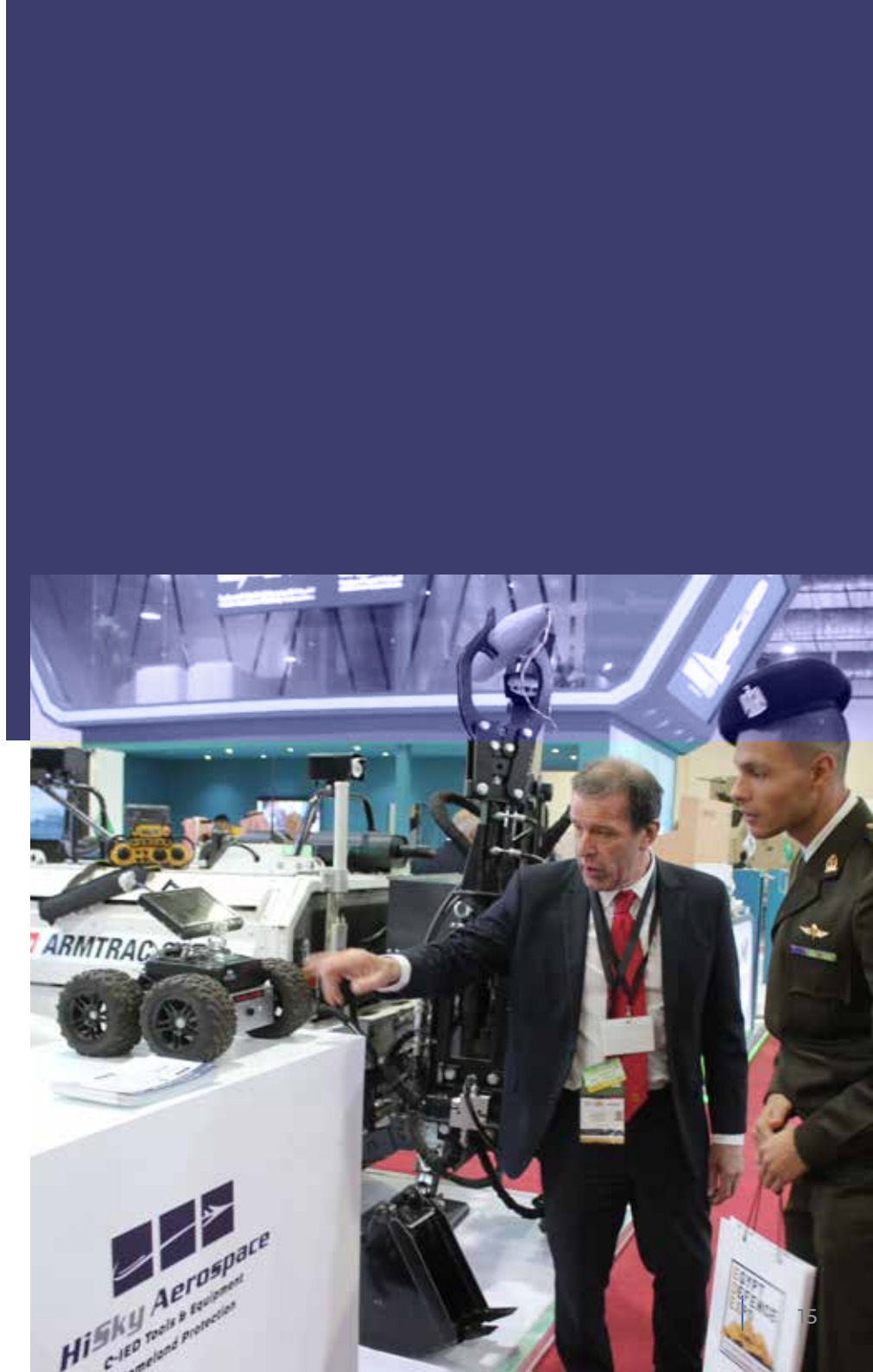
Aviation and private jets

HiSky Aerospace tackles aviation and private jets business with an innovative style. It is not just about selling or leasing jets, but rather a problem-solving and cost-effective holistic approach towards the market demand and potential opportunities. HiSky provides full state-of-the-art services throughout all related operations.

Private jets leasing

Project history and intervention

Upon request by the Prime Minister's Cabinet (PMC) in Egypt, HiSky Aerospace carried out an extensive research and studies of the private jet market in the Middle East and Europe. HiSky provided the PMC with consultancy services on flight routes and cost-effective solutions to the aviation needs of the PMC. These included providing consultancy, strategic support and project management services necessary for the launch of the enterprise and its smooth operations.



Clients and Partners

Counter IED/EOD, mines clearance, and homeland protection

Ministry of Defence, Egypt	Ministry of Interior, Egypt
Ministry of International Cooperation, Egypt	The Egyptian Airport Company, Egypt
Mines Action Programme, Egypt	Armtrac Ltd., UK
ATOM Training, UK	DefenCell, UK
Force Ware GmbH, Germany	Guartel Technologies Ltd., UK
ISS Global (Dfuze), UK	Point Blank Enterprises, Inc, USA
RolaTube Technology Ltd, UK	Richmond Defence Systems Ltd., UK
Scanna, UK	United Shield International, UK
Vallon GmbH, Germany	

Aviation and private jets

Lufthansa Consulting, Germany	International Flight Network, Spain
Air Masters, France	Value Group, Italy
Midwest Airlines, Egypt	Air Partners, UK
Smart Aviation, Egypt	Freetown Airport, Sierra Leone
Cleopatra Aviation, Egypt	Prime Minister's Cabinet, Egypt
Royal Jordanian Airlines, Jordan	United Nations Peace-keeping Air Transport





Let us work together to help promote your business or protect your homeland

We are very much interested to hear from you, and we are confident that working together we can help promote your business, achieve your goals, or protect your homeland. In a few simple steps we can start an efficient process towards a long-term fruitful partnership:

- Reach out and let us know about your goals and business aspirations
- Our team will brainstorm, evaluate the local environment, approach key stakeholders, and assess niche business opportunities
- We will get back to you with concrete suggestions for a way forward tailored to your business needs
- Together we can make these opportunities a reality and ensure that you achieve your goals and vision for success in an efficient and most effective fashion.





HiSky Aerospace

Counter IED/EOD - Mines Clearance
Homeland Protection

How can we help promote your business or protect your homeland?

Partner with HiSky Aerospace and let's do it together!

Contact

Hatem Farrag
CEO and Managing Director

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