

# EFG Hermes Holding



3Q2021/9M21 Results Presentation



# Group Overview

## Group Performance Highlights

- ≡ Third quarter denotes a significant improvement in the operational performance of the Group's business lines; despite Group headline revenues retreating 17% Y-o-Y to EGP1.2 billion in 3Q21, as the comparable quarter included strong incentive fees from Private Equity's Vortex III exit of EGP349 million and included strong unrealized gains on seed capital revaluation;
- ≡ The strong operational performance in the three quarters of 2021, underpinned the Group revenues, which rose 8% Y-o-Y to EGP4.0 billion in 9M21; an outstanding performance given that the comparable period included Private Equity's exit of Vortex III and strong unrealized and realized gains on investments booked in 9M20;
- ≡ With Group expenses broadly flat in 9M21, inching down 1% Y-o-Y to EGP2.5 billion; the Group reported in 9M21 a net operating profit and a net profit after tax and minority interest up 30% Y-o-Y and 26% Y-o-Y to EGP1.5 billion and EGP1.1 billion, respectively;

- ≡ Sell-side revenues rose 45% Y-o-Y to EGP406 million in 3Q21, on strong revenues booked by Investment Banking and Brokerage. Investment Banking revenues almost tripled rising 184% to reach EGP107 million, on stronger advisory fees and higher deal count. Brokerage revenues gained 23% Y-o-Y to EGP299 million, on higher revenues reported particularly by Egypt operations, followed by Kuwait and the Structured Product desk;
- ≡ NBFIs revenue grew 52% Y-o-Y to EGP507 million in 3Q21 as Tanmeyah and valU added another quarter of strong performance. Tanmeyah reported revenues of EGP355 million, up 36% Y-o-Y, on stronger sales and enhanced margins. valU continued to outperform, with its revenues growing more than threefold Y-o-Y to reach EGP97 million, on Y-o-Y portfolio expansion and better margins. Leasing and Factoring revenues gained 17% Y-o-Y and 28% Y-o-Y to EGP44 million and EGP10 million respectively, on larger portfolio;

- ≡ Capital markets & treasury operations reported a weak quarter, with its revenues losing 58% Y-o-Y to reach EGP156 million in 3Q21; mainly on unrealized losses related to seed capital revaluation, while the comparable quarter included strong unrealized gains related to seed capital revaluation;
- ≡ Group operating expenses declined 14% Y-o-Y to EGP760 million in 3Q21; predominately on lower employee expenses, which came on the back of lower bonus provisions Y-o-Y. Thus, employee expenses/ revenues came at 44% in 3Q21, lower Y-o-Y and Q-o-Q;
- ≡ Group reported a net operating profit and a net profit after tax and minority interest of EGP424 million and EGP356 million in 3Q21, respectively. If we normalized earnings by excluding the exceptional Private Equity's incentive fees booked in the comparable quarter, the Group net operating profit and net profit after tax and minority interest would be up 108% Y-o-Y and 387% Y-o-Y, respectively.

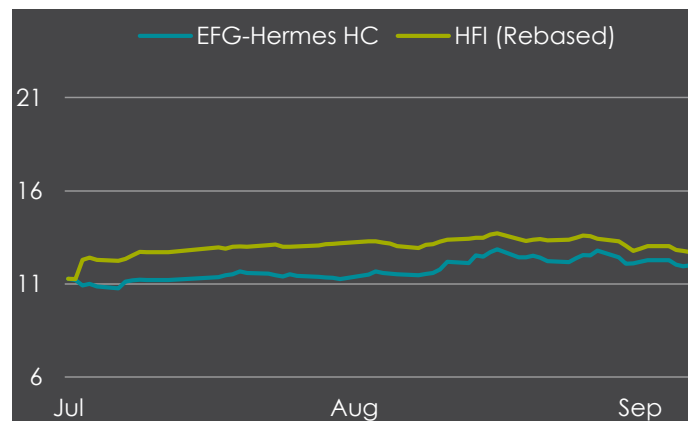
# Group Overview

## Share Information

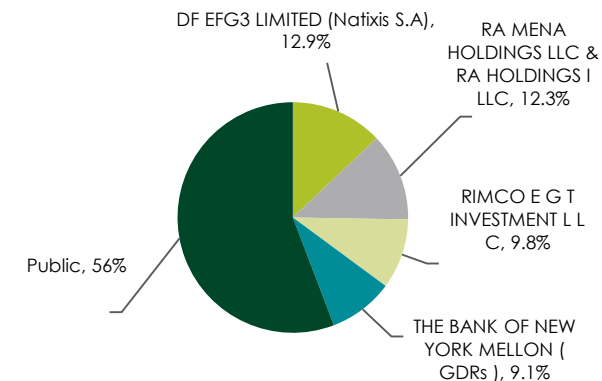
### Stock Performance 3Q21

Close **12.16** ▲ **10%** Q-o-Q  
 Open **11.05** Hi **12.87** Lo **10.77**  
 Average Daily Turnover  
**EGP14.5 mn** ▲ **31%** Q-o-Q  
 Market Cap **EGP11,216 mn** Shares **922.3 mn**

### Stock Price Performance



### Shareholders structure



\*Shareholders structure as of 30<sup>th</sup> of September, 2021

### Analyst Recommendations Analysis

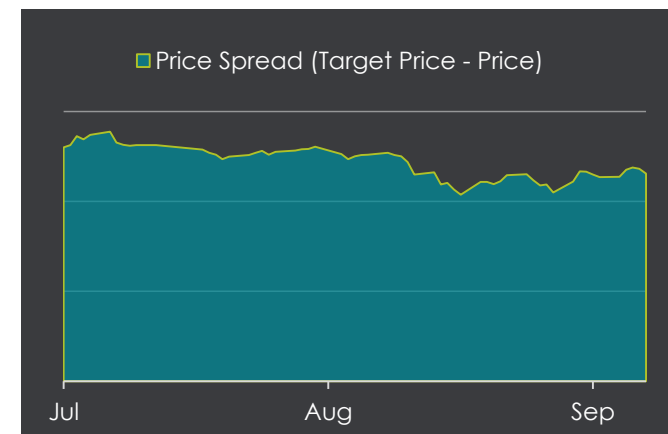
Institution	Recommendation	Target Price	Date
Arqaam	Buy	20.7	Sep-21
Pharos*	Overweight	17.1	May-21
Prime*	Overweight	12.8	May-21
HSBC*	Buy	24.4	Mar-21
HC*	Overweight	17.0	Feb-21

### Consensus Recommendation

**Buy** 5 100%  
**Hold** 0 0%  
**Sell** 0 0%  
**Average Target Price** **EGP 18.41**  
**Spread\*** **EGP 6.25**  
**Potential Upside** **51%**

\*Based on 30<sup>th</sup> September, 2021 closing price

### Price Spread



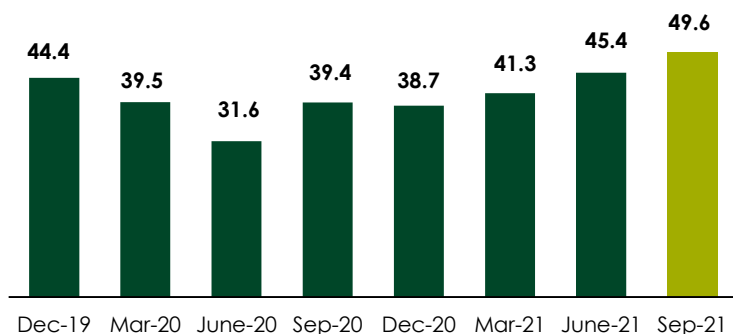
\*Target Prices are adjusted for bonus shares of 1 to 5

# Group Overview

## Balance Sheet

**Total Assets,**  
up 9% Q-o-Q

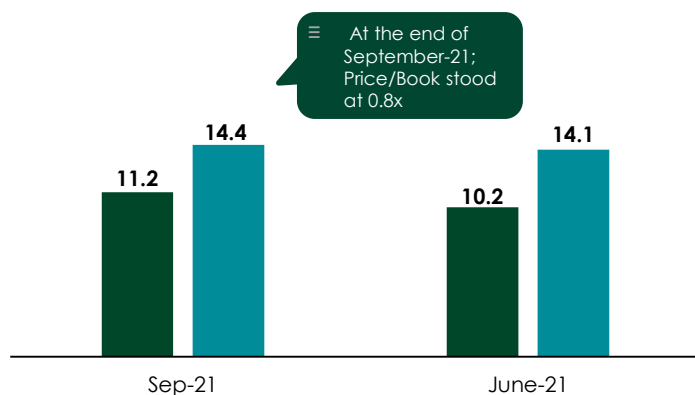
In EGP bn



## Total Equity/Market capitalization

In EGP bn

■ Market Capitalization ■ Shareholders' Equity\*



\* Equity Attributable to Shareholders

## EFG Hermes Balance Sheet as at 30<sup>th</sup> of September 2021

### Assets - Liabilities

In EGP million

Cash and Cash Equivalents	9,847
NBFIs Loans Receivable	8,755
Investment in Associates	121
Merchant Banking Loans	213
Asset Management Seed Capital	2,379
Private Equity Seed Capital	414
Fixed Assets and Real Estate	780
Clients Investments at FVTPL (Structured Products)	3,561
Payables to Clients at FVTPL (Structured Products)	(3,561)
(Receivables - Payables)	(1,669)
(Other Assets - Other Liabilities)	(2,306)
Goodwill and Other Intangible Assets	975
Trading and AFS Investments	1,431
Short Term Bonds	(500)
Short & Long term Loans*	(5,619)
Minority	(379)
<b>Total</b>	<b>14,441</b>

\*Predominantly includes NBFIs borrowings.

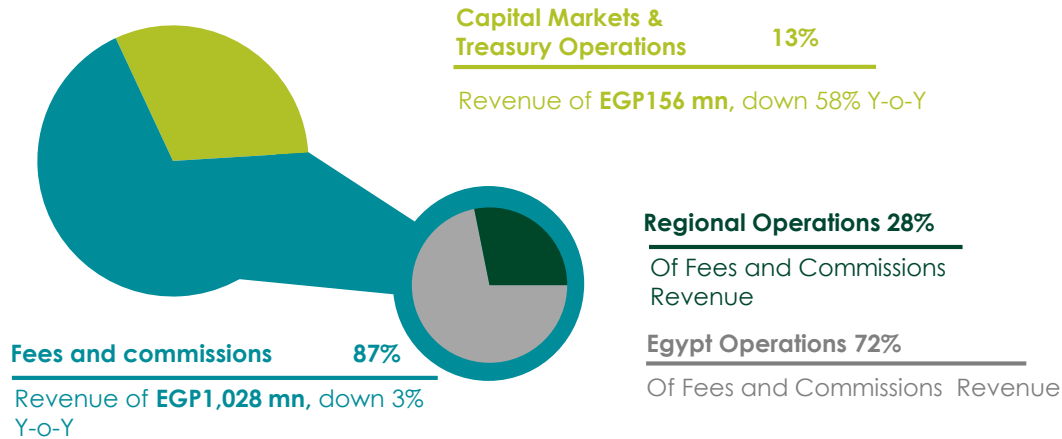


## I. Third Quarter Results Review – 3Q2021

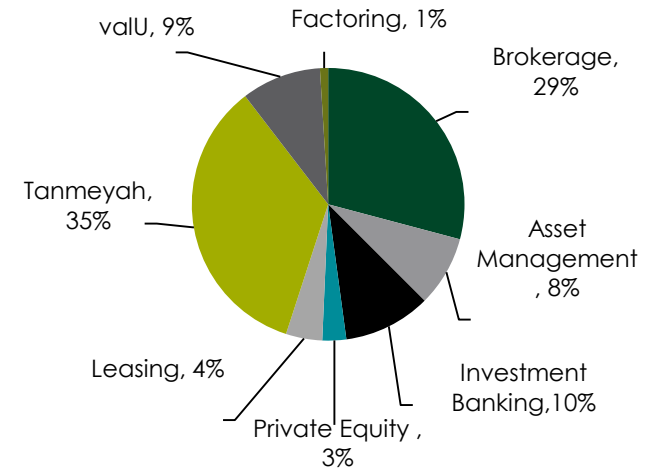
# Group Overview

## Group Financial Highlights – 3Q2021

### EFG Hermes Revenue Breakdown



### Fees and Commissions Revenue Breakdown

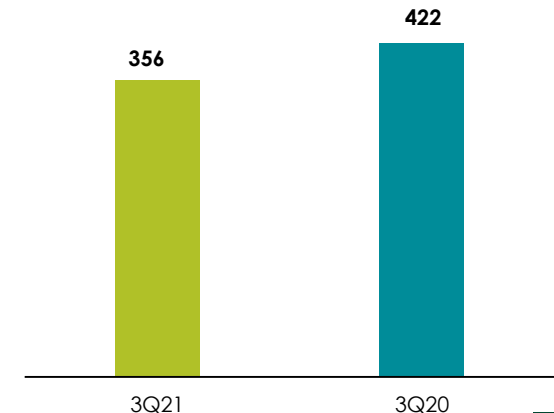
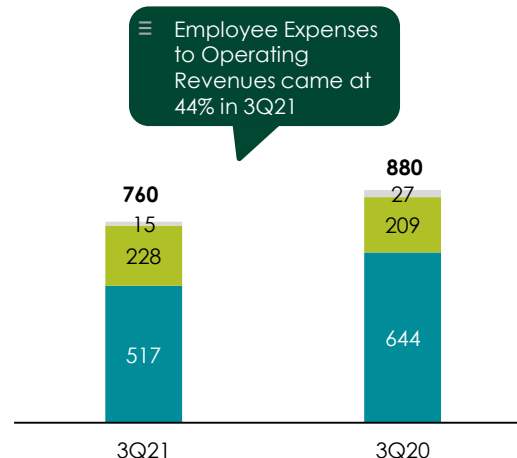
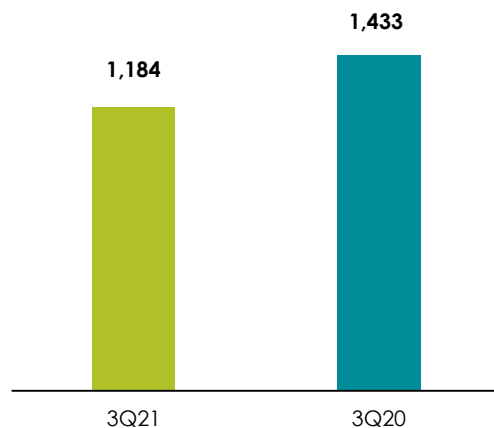


### EFG Hermes Operating Revenue, down 17% Y-o-Y In EGP mn

### EFG Hermes Operating Expenses, down 14% Y-o-Y In EGP mn

### EFG Hermes Net Profit After Tax and Minority Interest, down 16% Y-o-Y In EGP mn

- Provisions & ECL
- Other Operating Expenses
- Employees Expense



# Group Overview

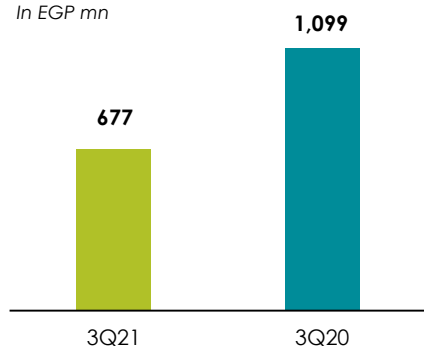
## Platforms Financial Highlights – 3Q2021

### EFG Hermes Revenue Breakdown by Platform

#### Investment Bank Revenues

down 38% Y-o-Y

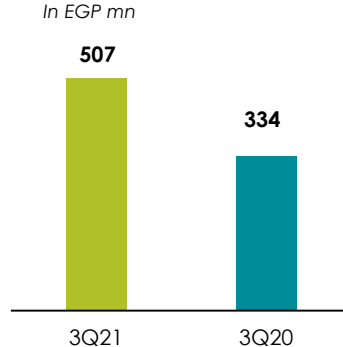
In EGP mn



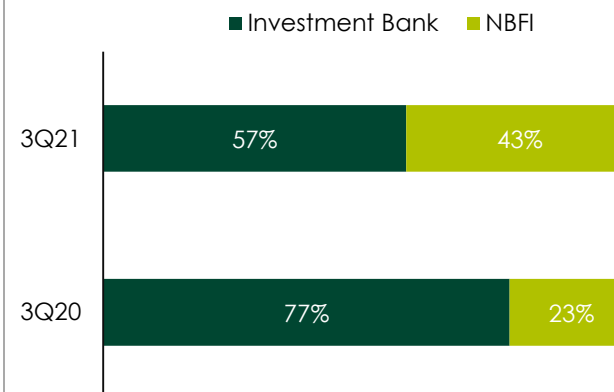
#### NBFIs Revenues

up 52% Y-o-Y

In EGP mn



### Revenues Contribution by Platform

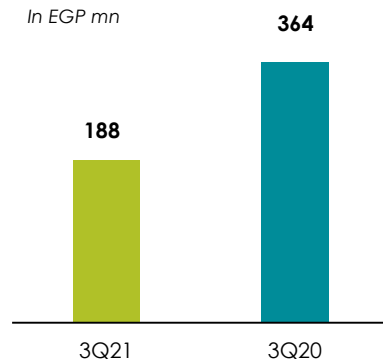


### EFG Hermes NPAT Breakdown by Platform

#### Investment Bank NPAT

down 48% Y-o-Y

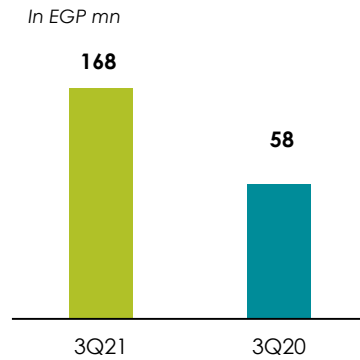
In EGP mn



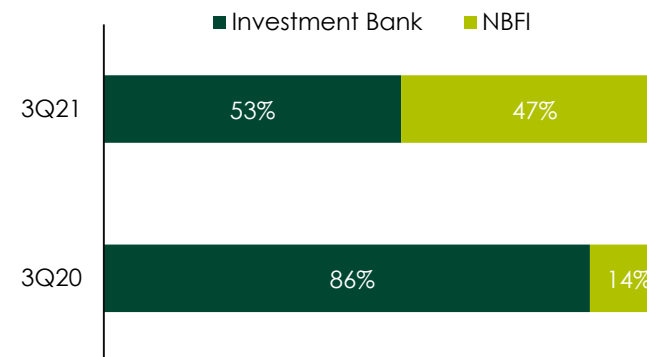
#### NBFIs NPAT

up 189%

In EGP mn



### NPAT Contribution by Platform



# Investment Bank Overview

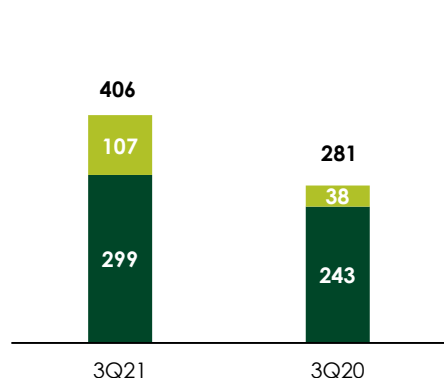
## Investment Bank Highlights – 3Q2021

### Investment Bank Revenue Breakdown by Platform

#### Sell-Side Revenues, up 45% Y-o-Y

In EGP mn

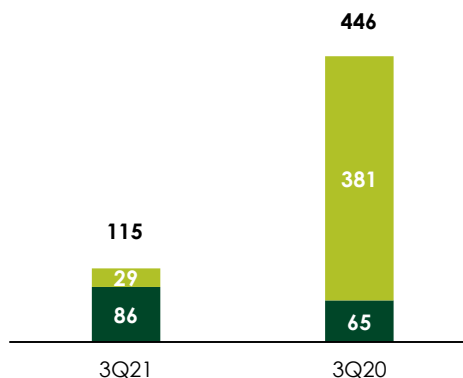
■ Brokerage ■ Investment Banking



#### Buy-Side Revenues, down 74% Y-o-Y

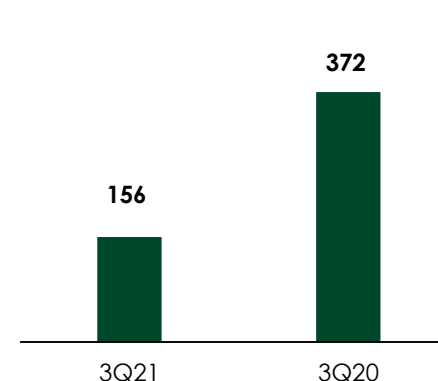
In EGP mn

■ Asset Management ■ Private Equity

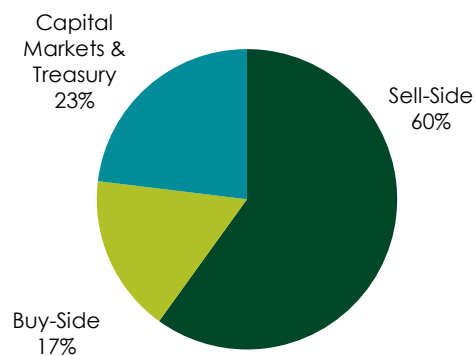


#### Capital Markets Revenues, down 58% Y-o-Y

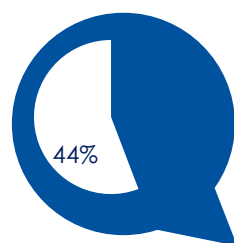
In EGP mn



#### Revenues Contribution by Platform

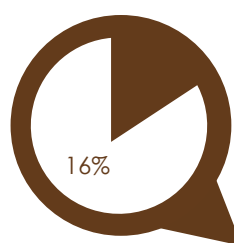


#### Investment Bank Revenue breakdown



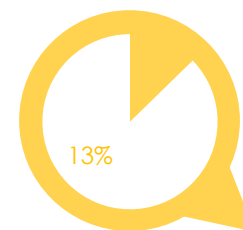
##### Brokerage

Revenues of **EGP299 mn**,  
up 23% Y-o-Y



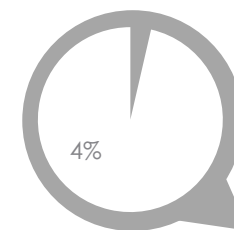
##### Investment Banking

Revenues of **EGP107 mn**,  
up 184% Y-o-Y



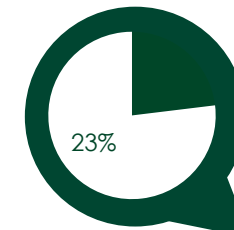
##### Asset Management

Revenues of **EGP86 mn**,  
up 32% Y-o-Y



##### Private Equity

Revenues of **EGP29 mn**,  
down 92% Y-o-Y



##### Capital Markets & Treasury Operations

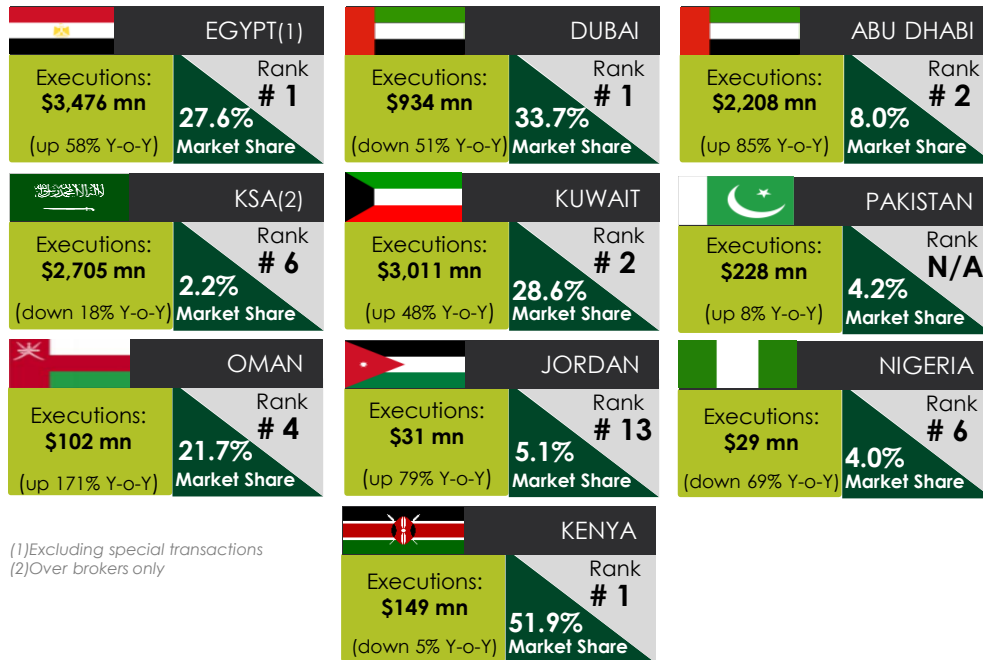
Revenues of **EGP156 mn**,  
down 58% Y-o-Y



# Investment Bank Overview

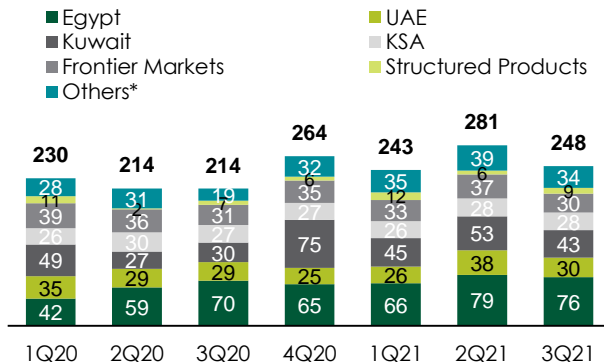
## Brokerage Overview – 3Q2021

### Direct Presence



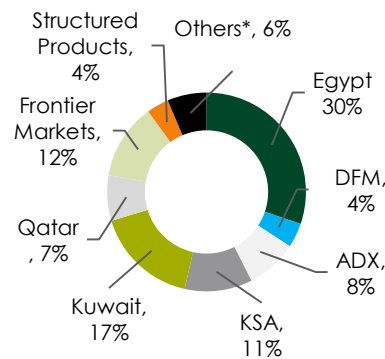
### Average Daily Commissions

In USD thousand



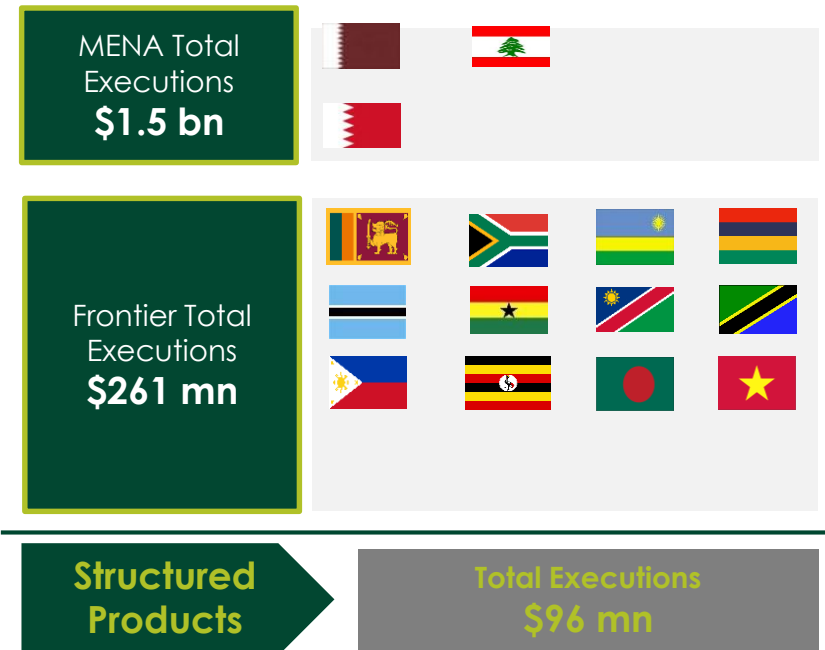
\*Others including: Qatar, Oman, Lebanon, Jordan, UK (GDRs), Bonds and EFG Hermes One

### Fees Contribution by Market/Product



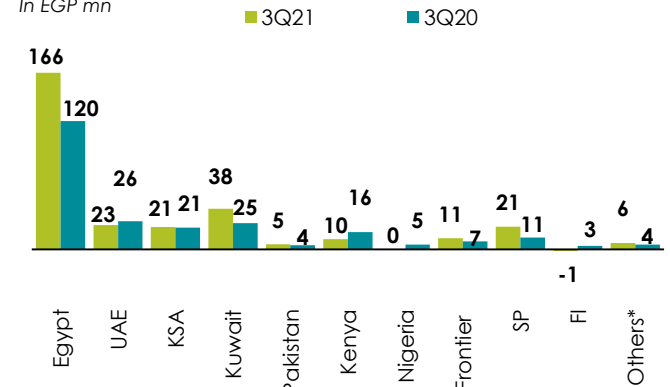
\*Others including: Qatar, Oman, Lebanon, Jordan, UK (GDRs), Bonds and EFG Hermes One  
\*\*Based on 3Q21 figures

### Indirect Presence



### Brokerage Revenue by Country (Operations)

In EGP mn



\*Others including: Oman, Jordan, and Bahrain

# Investment Bank Overview

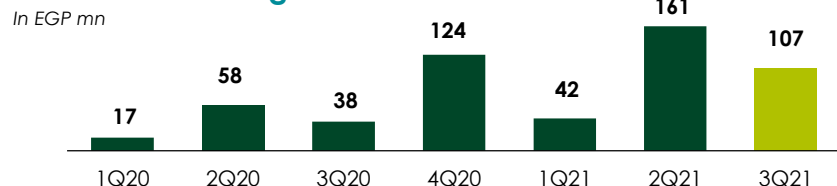
IB and PE Overview – 3Q2021

## Investment Banking



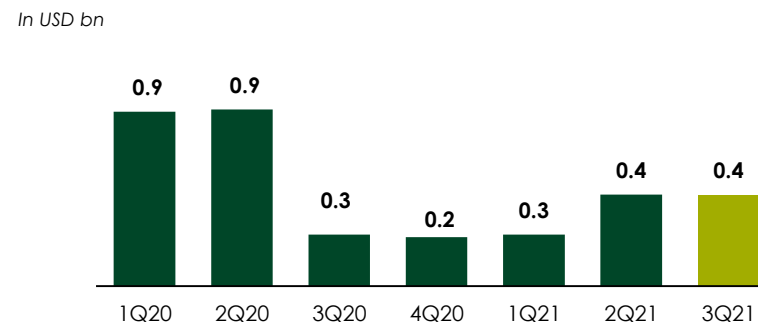
- ≡ EFG Hermes Investment Banking division successfully advised on three equity transactions, three M&A transactions, and three debt transactions worth an aggregate value of USD2.6 billion in 3Q21;
- ≡ On the debt front, the Investment Banking division managed to close the first securitization issuance for valU, worth USD20.5 million, the division also advised Premium International for Credit Services on the fifth issuance in a transaction worth USD13.4 million. The team also acted as sole arranger on the USD21.8 million issuance for SODIC;
- ≡ On the M&A front, the team successfully concluded advisory on the following deals: Agthia Group on the acquisition of a majority stake in Egyptian meat producer Ismailia Investments (Atyab) for a total value of USD154 million, Raya Contact Center on the acquisition of an 85% stake of Bahrain-based call center company Gulf Customer Experience (Gulf CX) in a deal worth USD12.2 million, and finally successfully advised China Three Gorges South Asia Investment Ltd on the acquisition of UAE-based wind and solar developer Alcazar Energy for a total value of USD485 million;
- ≡ The team executed three equity transactions as it successfully advised on two subsequent landmark IPOs on the ADX as the division advised Adnoc Drilling, the largest National drilling company on its USD1.1 billion listing, as well as advising on USD731 million IPO of Mubadala-owned Al Yah Satellite Communications (Yahsat). Moreover, the team also advised Fawry on the USD80 million accelerated equity offering of a 4.3% stake on the EGX .

## Investment Banking Revenue



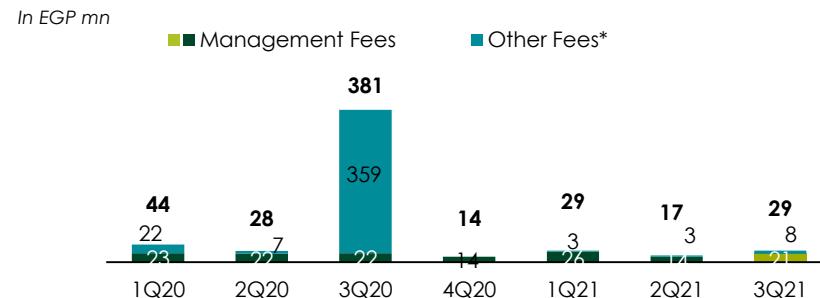
## Private Equity

### Private Equity AUMs Evolution



- ≡ Vortex Energy IV, a global renewable energy platform managed by the private equity arm of EFG Hermes, has entered into a definite agreement with Ignis Energy Holdings. Vortex Energy will inject over EUR625 million through its newly launched Vortex Energy IV Fund and its co-investors into Ignis via a series of capital injections, which will be deployed over the coming few years subject to certain conditions;
- ≡ The fund's education platform entered into definitive agreements in 3Q21 with the founders of AIA, an international school located in Alexandria, to acquire and operate the school's management company. The transaction marks the Fund's first investment out of Cairo and adds c.1 thousands student capacity to the platform.

### Private Equity Revenue



\* Other Fees includes incentive fees, upfront fees and other revenues

# Investment Bank Overview

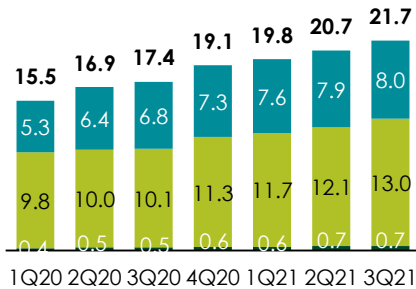
## Asset Management Overview – 3Q2021

### Egypt Asset Management

#### Assets Under Management

In EGP bn

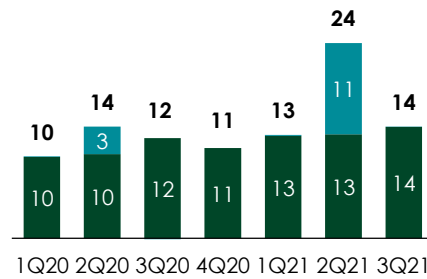
- Portfolios
- Money Market & Fixed Income
- Egypt Equity Funds



#### Revenue Breakdown

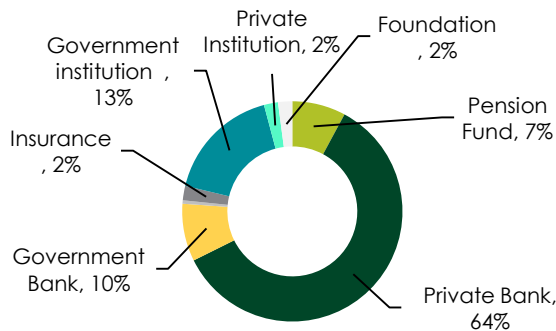
In EGP mn

- Management Fees
- Other Fees\*

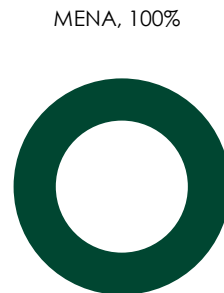


\* Other Fees include incentive fees and other revenues

#### AuMs Breakdown by Investor Type



#### AuMs Breakdown by Region

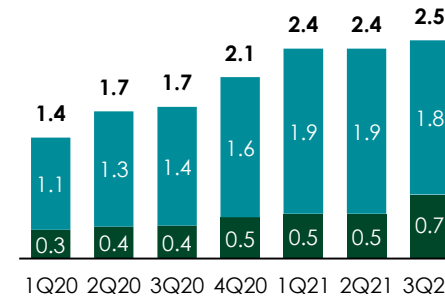


### Regional Asset Management "FIM"

#### Assets Under Management

In USD bn

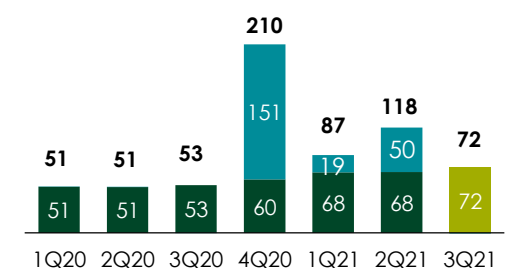
- Regional Portfolios
- Regional Funds



#### Revenue Breakdown

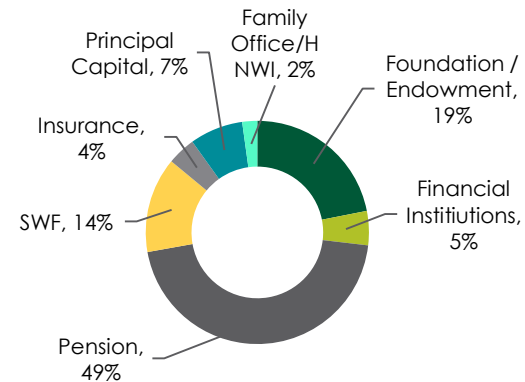
In EGP mn

- Management Fees
- Other Fees\*

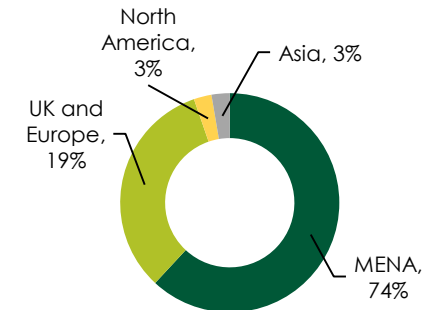


\* Other Fees include incentive fees and other revenues

#### AuMs Breakdown by Investor Type



#### AuMs Breakdown by Region

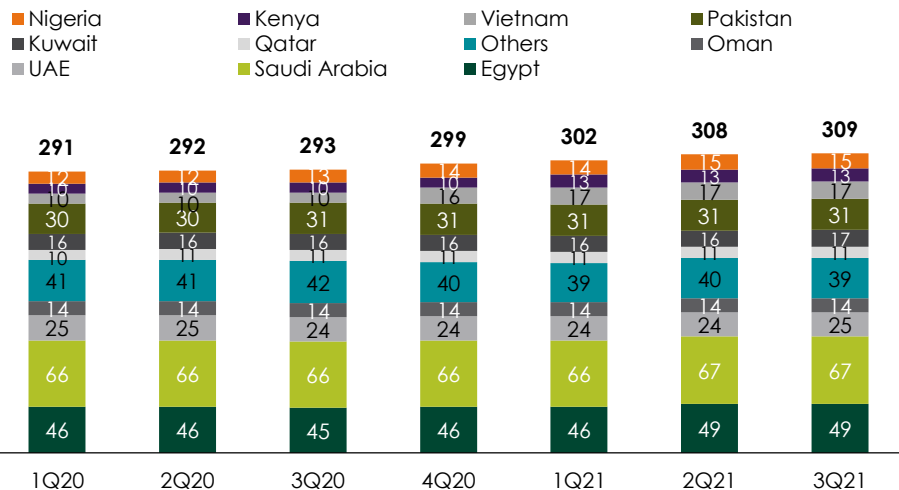


# Investment Bank Overview

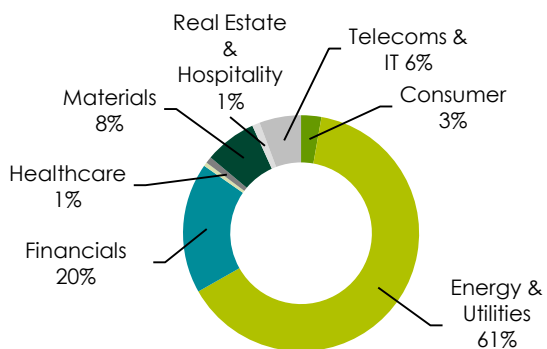
## Research Overview – 3Q2021

### Research Coverage Universe

Number of Companies



### Research coverage by Sector



≡ In 3Q21, the team initiated coverage on 4 stocks, two in MENA: i) Al Yah Satellite Communications, a UAE based satellite company; ii) Boursa Kuwait, the Kuwait stock exchange, and two additional stocks in Frontier: i) Ceylon Cold Stores, a supermarket chain in Sri Lanka; and ii) MTN Nigeria, the leading telecommunications stock in Nigeria.

### Awards/Rankings

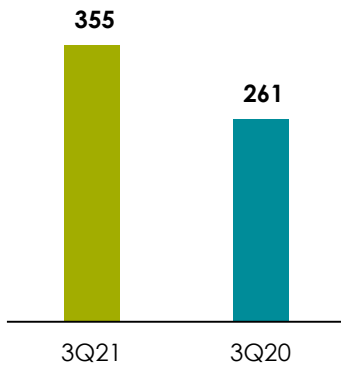


# NBFIs Overview

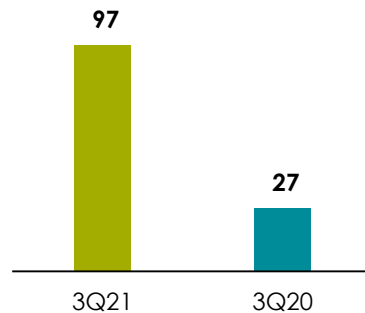
NBFIs Financial Highlights – 3Q2021

## NBFIs Revenue Breakdown by Platform

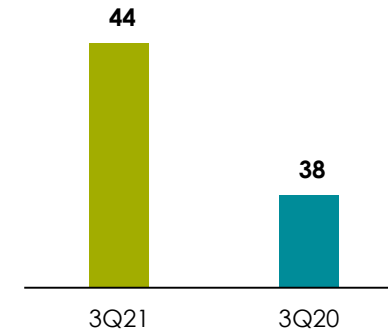
**Tanmeyah Revenues,**  
up 36% Y-o-Y  
In EGP mn



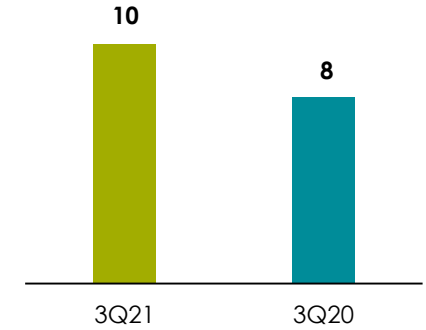
**valU Revenues,**  
up 257% Y-o-Y  
In EGP mn



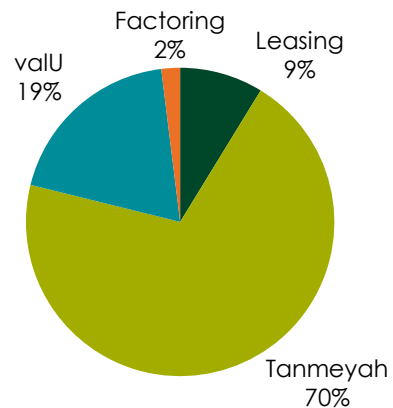
**Leasing Revenues,**  
up 17% Y-o-Y  
In EGP mn



**Factoring Revenues,**  
up 28% Y-o-Y  
In EGP mn



### NBFIs Revenues Contribution

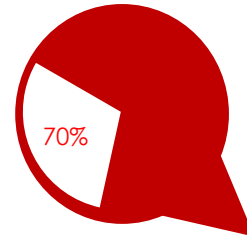


### NBFIs Revenue Breakdown



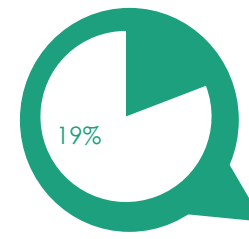
#### Leasing

Revenues of **EGP44 mn,**  
up 17%Y-o-Y



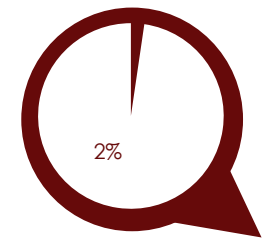
#### Tanmeyah

Revenues of **EGP355 mn,**  
up 36% Y-o-Y



#### valU

Revenues of **EGP97 mn**  
up 257% Y-o-Y



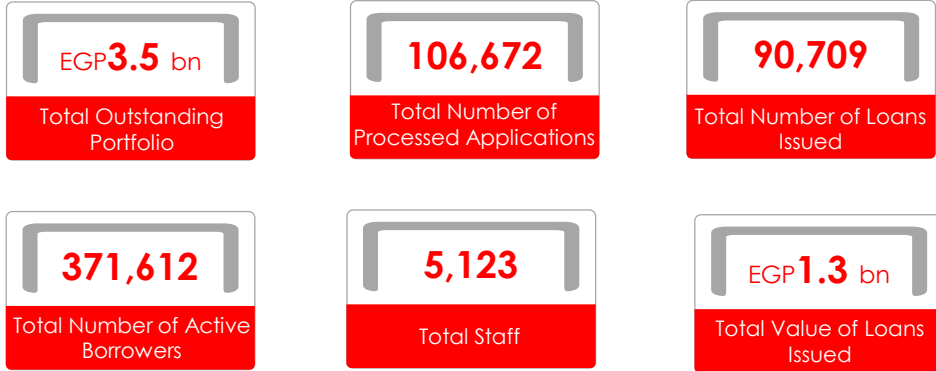
#### Factoring

Revenues of **EGP10 mn,**  
up 28% Y-o-Y

# NBFIs Overview

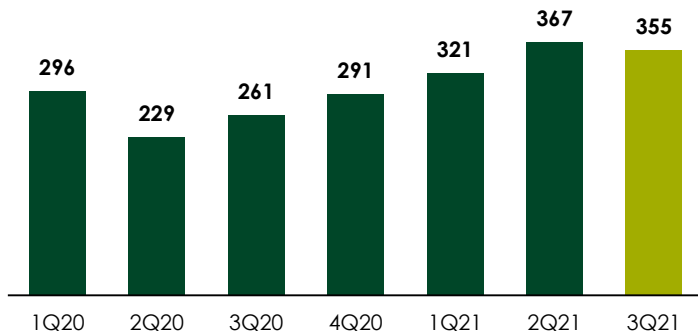
## Tanmeyah and valU Operational and Financial Overview – 3Q2021

### KPIs

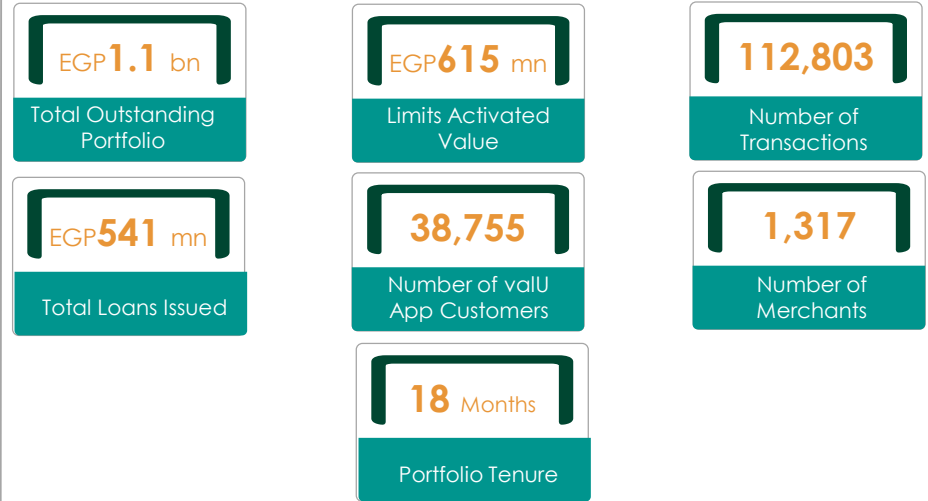


### Tanmeyah Revenue

In EGP mn



### KPIs



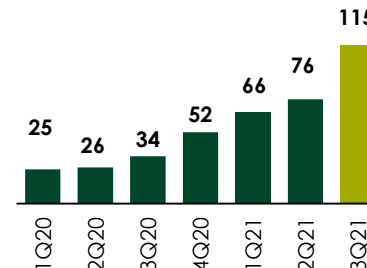
Cairo, Alexandria, Hurghada,  
Tanta, Mansoura, Ismailia, Portsaid, Assiout  
Menoufia, Menia & Damanhour

Existing Governorates

### valU Revenue

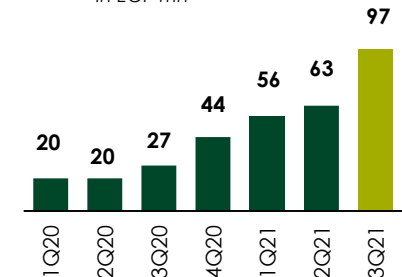
#### Gross Revenue

In EGP mn



#### Net Revenue

In EGP mn



# NBFIs Overview

## Leasing and Factoring Operational and Financial Overview – 3Q2021

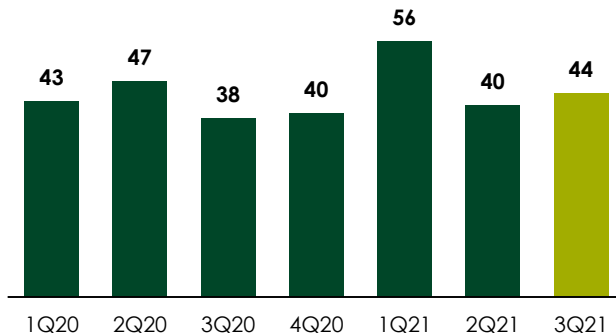
### EFGHERMES LEASING

#### KPIs



#### Leasing Revenue

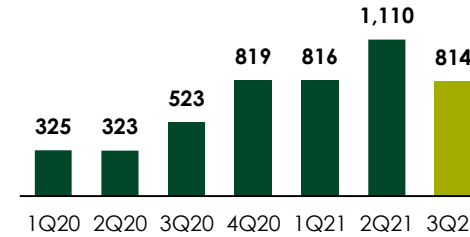
In EGP mn



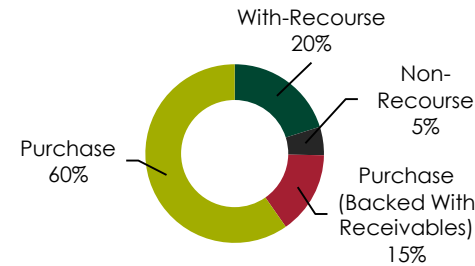
### EFGHERMES FACTORING

#### Factoring Portfolio

In EGP mn

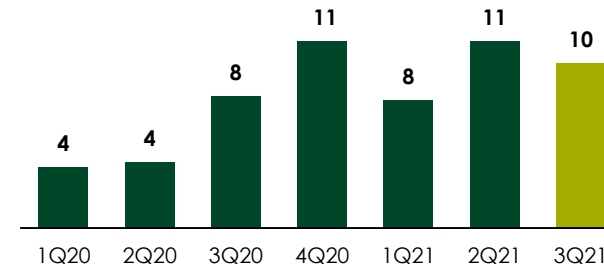


#### Portfolio Analysis



#### Factoring Revenue

In EGP mn





## II. Nine Months Results Review – 9M2021

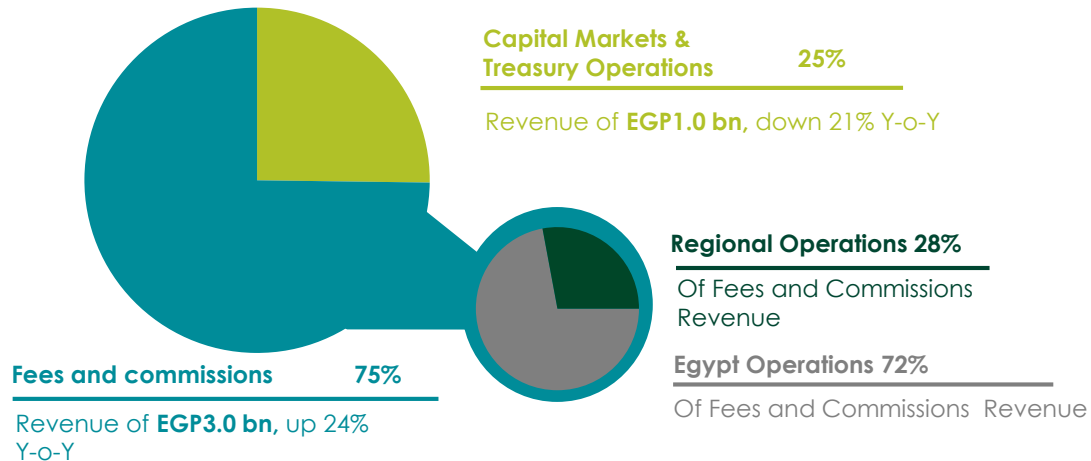
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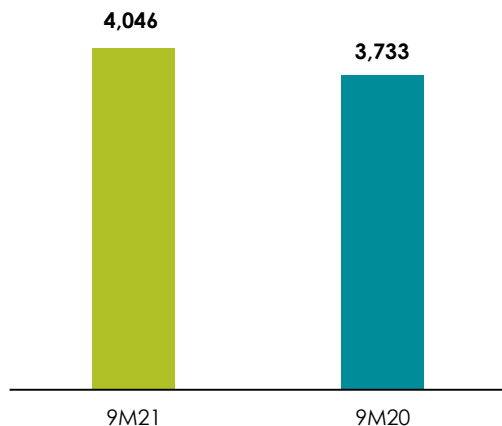
# Group Overview

## Group Financial Highlights – 9M2021

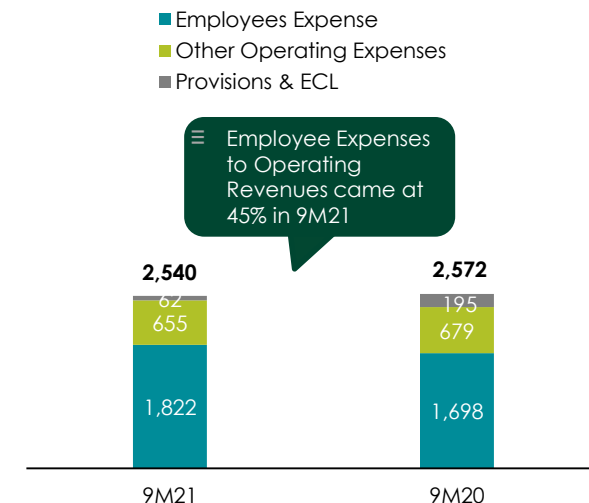
### EFG Hermes Revenue Breakdown



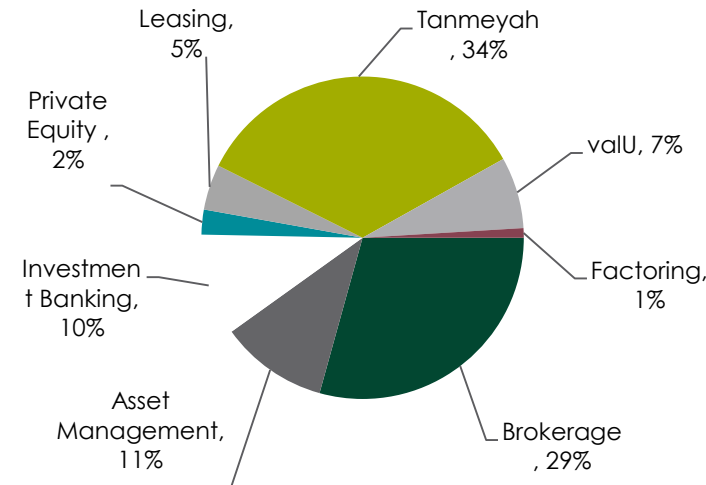
### EFG Hermes Operating Revenue, up 8% Y-o-Y In EGP mn



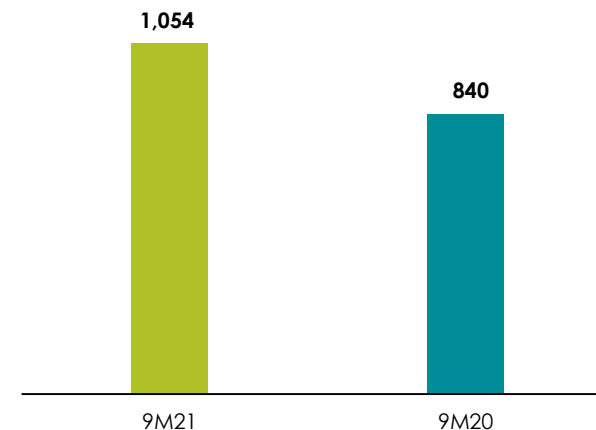
### EFG Hermes Operating Expenses, down 1% Y-o-Y In EGP mn



### Fees and Commissions Revenue Breakdown



### EFG Hermes Net Profit After Tax and Minority Interest, up 26% Y-o-Y In EGP mn



# Group Overview

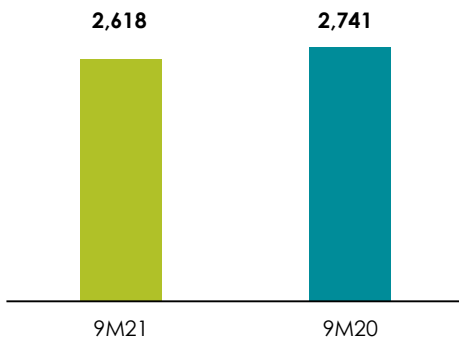
## Platforms Financial Highlights – 9M2021

### EFG Hermes Revenue Breakdown by Platform

#### Investment Bank Revenues

down 4% Y-o-Y

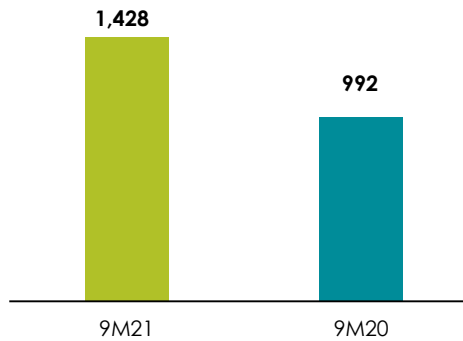
In EGP mn



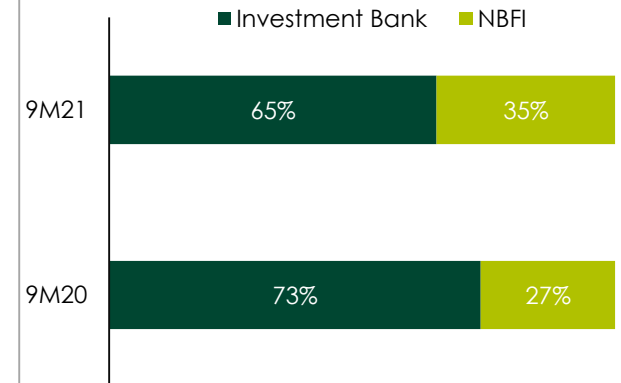
#### NBFIs Revenues

up 44% Y-o-Y

In EGP mn



### Revenues Contribution by Platform

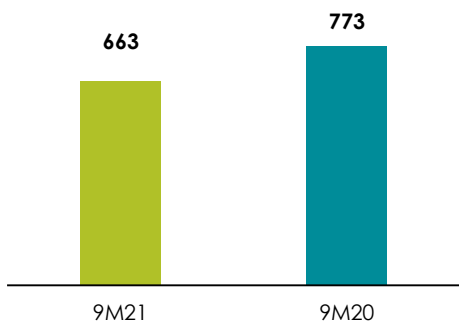


### EFG Hermes NPAT Breakdown by Platform

#### Investment Bank NPAT

down 14% Y-o-Y

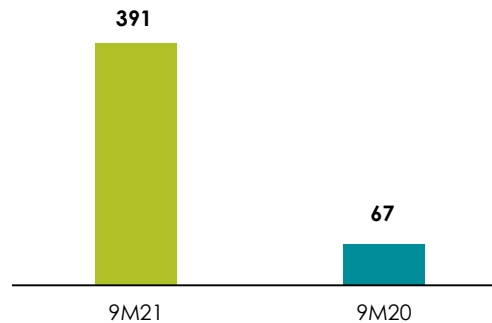
In EGP mn



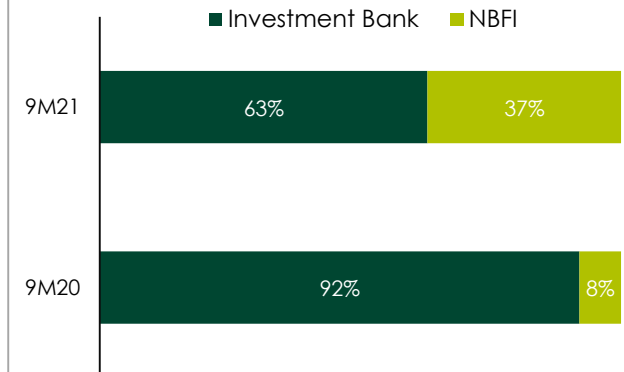
#### NBFIs NPAT

up 485% Y-o-Y

In EGP mn



### NPAT Contribution by Platform



# Investment Bank Overview

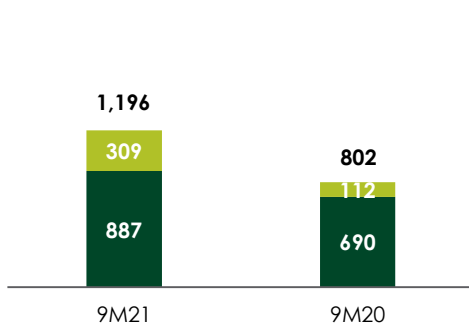
## Investment Bank Highlights – 9M2021

### EFG Hermes Revenue Breakdown by Platform

#### Sell-Side Revenues, up 49% Y-o-Y

In EGP mn

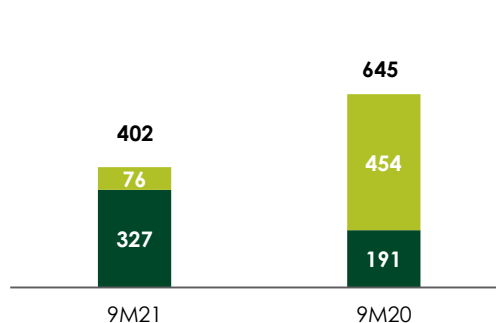
■ Brokerage ■ Investment Banking



#### Buy-Side Revenues, down 38% Y-o-Y

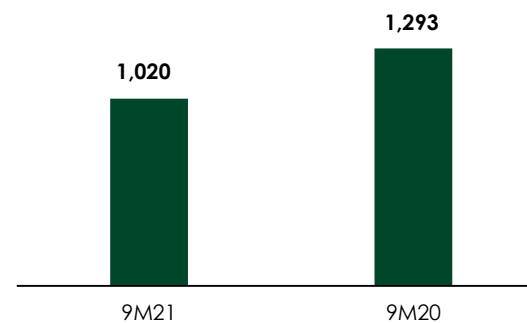
In EGP mn

■ Asset Management ■ Private Equity

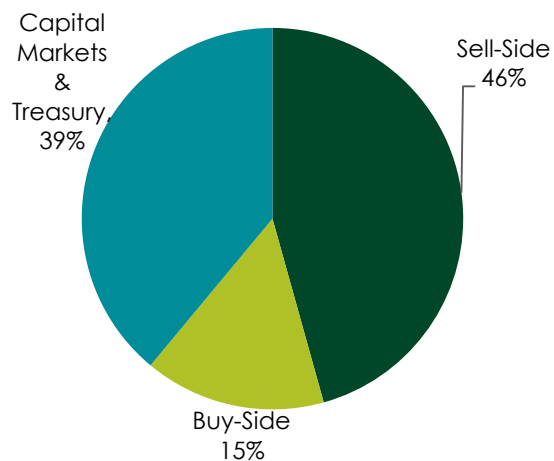


#### Capital Markets Revenues, down 21% Y-o-Y

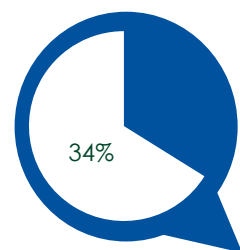
In EGP mn



### Revenues Contribution by Platform

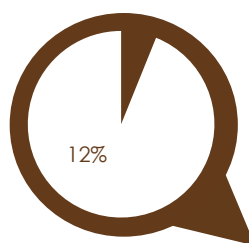


### Investment Bank Revenue breakdown



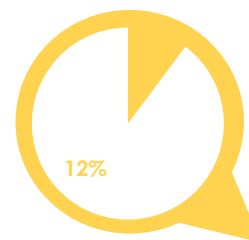
#### Brokerage

Revenues of **EGP887 mn**,  
up 29% Y-o-Y



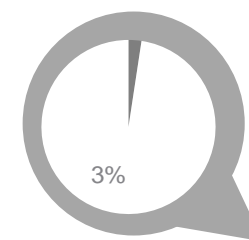
#### Investment Banking

Revenues of **EGP309 mn**,  
up 175% Y-o-Y



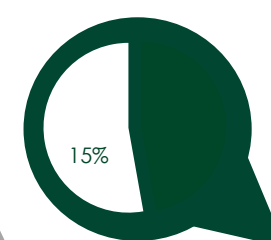
#### Asset Management

Revenues of **EGP327 mn**,  
up 71% Y-o-Y



#### Private Equity

Revenues of **EGP76 mn**,  
down 83% Y-o-Y



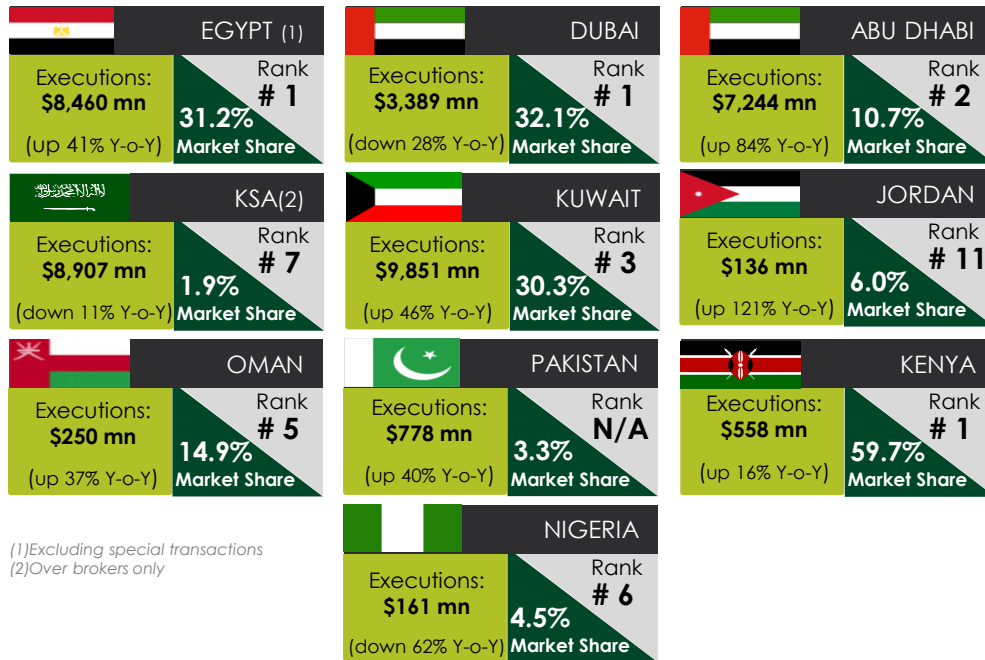
#### Capital Markets & Treasury Operations

Revenues of **EGP1,020 mn**,  
down 21% Y-o-Y

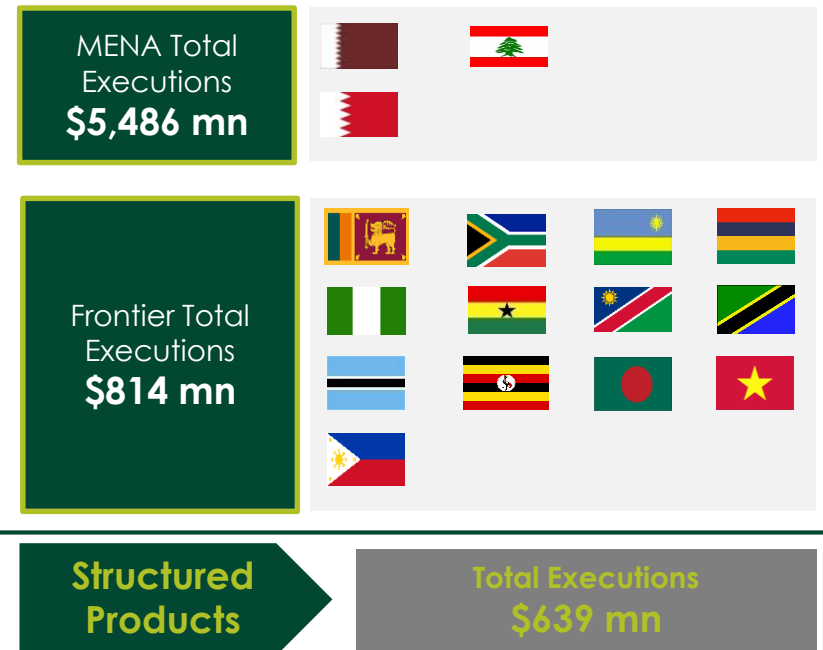
# Business Lines Overview

## Brokerage Operational and Financial Overview – 9M2021

### Direct Presence

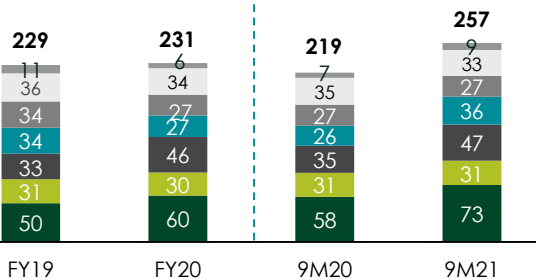
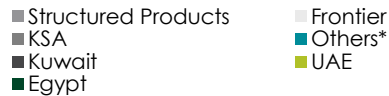


### Indirect Presence



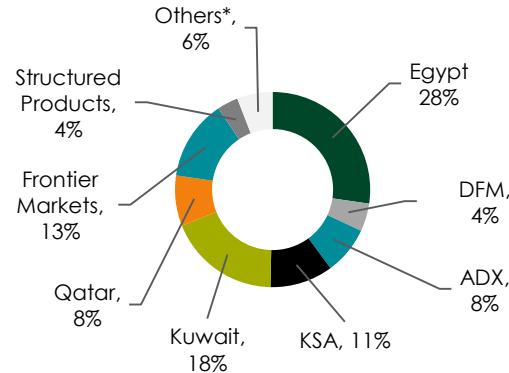
### Average Daily Commissions

In USD thousand



\*Others including: Qatar, Oman, Lebanon, Jordan, UK (GDRs), Bonds and EFG Hermes One

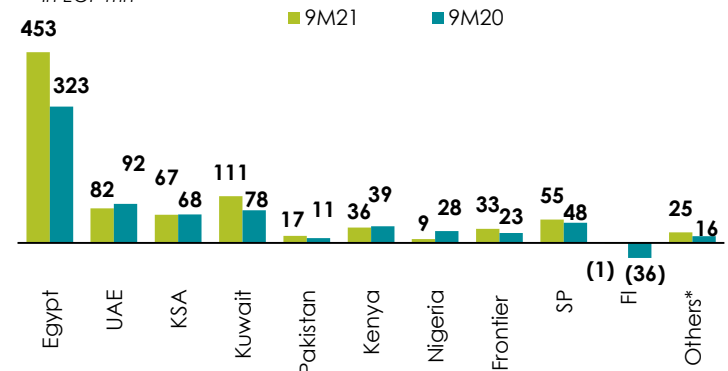
### Fees Contribution by Market/Product



\*Others including: Qatar, Oman, Lebanon, Jordan, UK (GDRs), Bonds and EFG Hermes One  
\*\*Based on 9M21 figures

### Brokerage Revenue by Country (Operations)

In EGP mn



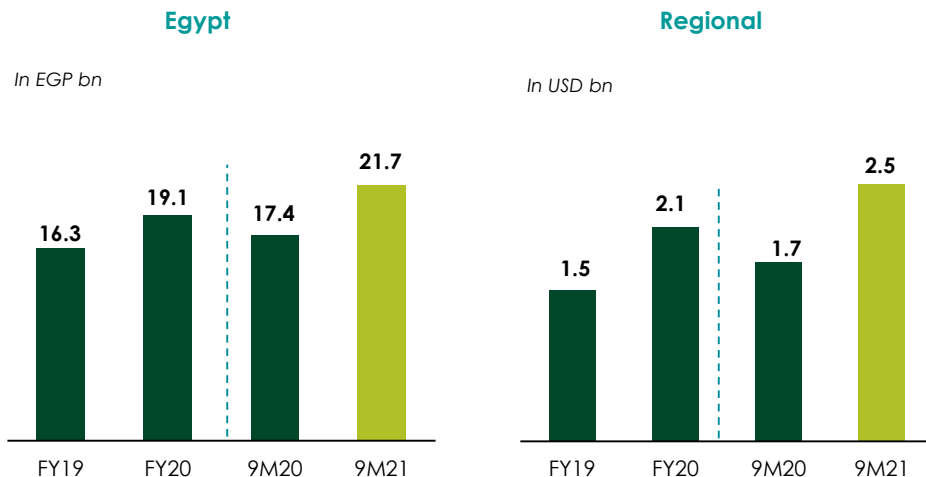
\*Others include Jordan, Oman and Bahrain.

# Business Lines Overview

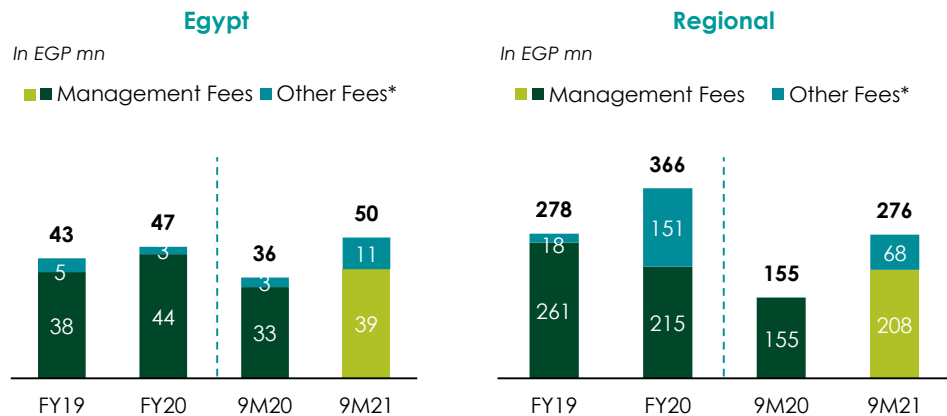
## AM and PE Operational and Financial Overview – 9M2021

### Asset Management

#### Asset Management AuMs Evolution



#### Asset Management Revenue



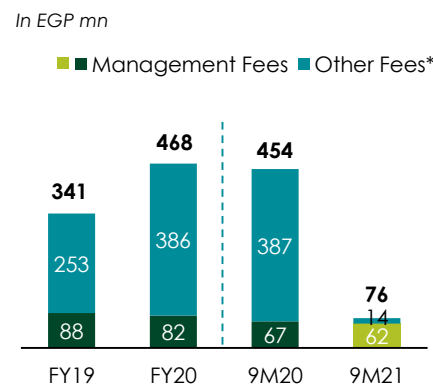
\* Other Fees includes incentive fees and other revenues

\* Other Fees includes incentive fees and other revenues

### Private Equity

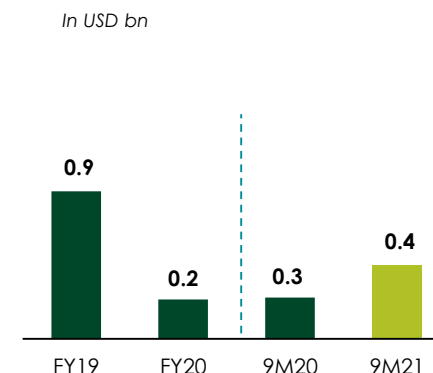
- Beaufort managed to establish Vortex Energy IV, and has reached its first close of USD200 million.
- Besides, Vortex Energy IV signed an agreement with Ignis Energy Holdings. The transaction will see Vortex IV and its co-investors inject EUR626 million over a series of capital injections, which will be deployed over the coming few years subject to certain conditions;
- The Egypt Education fund "EEF" has successfully completed its third closing in March 2021 which saw additional commitments of USD 15 million. The fund's total commitments currently stand at almost USD 150 million;
- The EEF in June 2021 added Al Hayat International Academy, which ranks as one of Egypt's top education establishments with c1 4 thousands enrolled students, to its portfolio;
- Finally, the platform entered into definitive agreement in 3Q21 with the founders of AIA, an international school located in Alexandria, to acquire and operate the school's management company. The transaction marks the Fund's first investment out of Cairo and adds c.1 thousands student capacity to the platform.

#### Private Equity Revenue



\* Other Fees includes incentive fees and other revenues

#### Private Equity AuMs Evolution



# Business Lines Overview

## IB Operational and Financial Overview- 9M2021

### Investment Banking

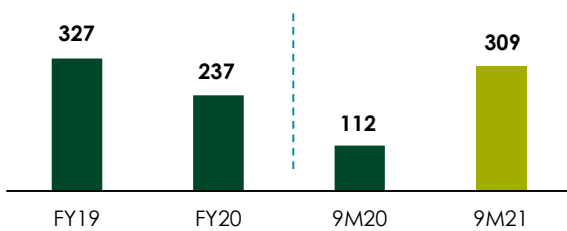
 <b>Securitization (Fifth Issuance)</b> (USD 13,439,490) Financial Advisor, MLA, and Underwriter July 2021	 Advisory on Accelerated Equity Offering of a 4.3% stake (USD 80,000,000) EFGHERMES Sole Financial Advisor & Joint Bookrunner August 2021	 Advisory on Acquisition of a 100% stake in  (US\$ 485,000,000) Buy Side Advisor August 2021	 Advisory on Initial Public Offering  (US\$ 1,100,000,000) Joint Bookrunner September 2021	 Advisory on Acquisition of an 85% Stake  (US\$ 12,200,000) Buy Side Advisor September 2021	 Securitization (First Issuance) (USD 20,544,586) Financial Advisor, Arranger, Bookrunner & Underwriter September 2021	 Advisory on Acquisition of a 70% Stake  (US\$ 153,911,787) Buy Side Advisor September 2021
<b>Bank Audi</b> Advisory on Sale of its Egyptian Subsidiary to  (Undisclosed) Sell-Side Advisor May 2021	 Innovative Energy Advisory on Take Private and De-listing of  (USD 177,912,650) Financial Advisor May 2021	 Advisory on Rights Issue (US\$ 25,477,707) EFGHERMES Sole Bookrunner & Financial Advisor June 2021	 Advisory on Sale of a 100% Stake EFGHERMES  (Undisclosed) Sell-Side Advisor June 2021	 Advisory on Initial Public Offering  (US\$ 731,000,000) Joint Bookrunner July 2021	 SODIC for Securitization S.A.E. Securitization (First Issuance) (USD 21,847,134) Financial Advisor, Arranger July 2021	
 Securitization (USD 71,337,580) Financial Advisor, MLA, and Underwriter March 2021	 Advisory on Initial Public Offering (USD 144,000,000) Joint Bookrunner March 2021	 Advisory on Acquisition of Shifa Al Munthaza (Undisclosed) Financial Advisor March 2021	 Lease Financing (USD 24,837,681) Financial Advisor April 2021	 Dual Listing on  Financial Advisor & Bookrunner May 2021		
 Securitization (Fourth Issuance) (USD 10,835,346) Financial Advisor, MLA, and Underwriter January 2021	 Advisory on Acquisition of  (Undisclosed) Buy-Side Advisor January 2021	 Advisory on Sale of a 100% stake in  (USD 10,000,000) Sell-Side Advisor January 2021	 Debt Arrangement (USD 43,000,000) Financial Advisor, Arranger January 2021	 Securitization (First Issuance) (USD 44,728,435) Financial Advisor, MLA, and Underwriter January 2021	 Advisory on Initial Public Offering (USD 137,600,000) Joint Bookrunner March 2021	

### Awards

 <b>Best Debt Bank in Africa</b> Global Finance-Best investment Banks 2021	 <b>Sukuk Deal of the year</b> Global Finance-World's Best Islamic Financial Institutions Awards 2021
 <b>Best Investment Bank in Frontier Markets</b> Global Finance-Best investment Banks 2021	 <b>Research &amp; Asset Allocation Advice: 1<sup>st</sup> Rank</b> Euromoney Private Banking and Wealth Management Survey
 <b>Best Buy Now Pay Later Platform-valU</b> Entrepreneur ME	 <b>Best E-Payment Entity-Paytabs</b> Entrepreneur ME
 <b>Most Notable Listing (Sulaiman Al Habib Medical Services' IPO)-Main Market</b> Saudi Capital Markets Award (SCMA)	 <b>30 biggest Asset Managers 2021</b> Forbes Middle East
 <b>Best Corporate &amp; Investment Bank in Egypt</b> Asiamoney	 <b>Number 1 Research House in African EX-SA Equities</b> Financial Mail Top Analyst Awards 2021
 <b>Best Brokerage Services</b> AGF Service Providers Awards 2021	 <b>Top Fintech Apps in the Middle East 2021-valU-BNPL</b> Forbes Middle East

### Investment Banking Revenue

In EGP mn



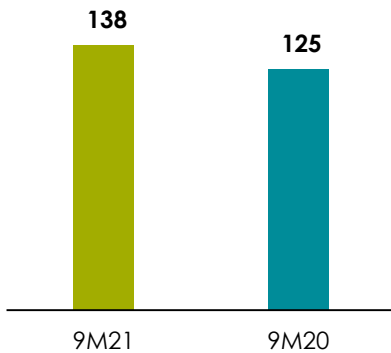
≡ EFG Hermes' Investment Banking division successfully concluded 25 equity, M&A, and debt transactions in 9M21 worth an aggregate value of USD4.1 billion.

# NBFIs Overview

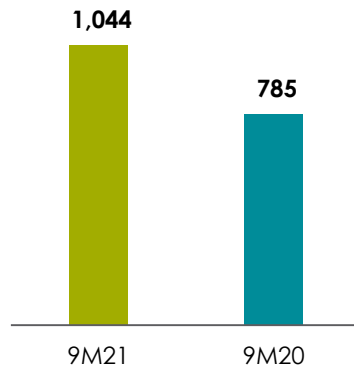
NBFIs Financial Highlights – 9M2021

## EFG Hermes Revenue Breakdown by Platform

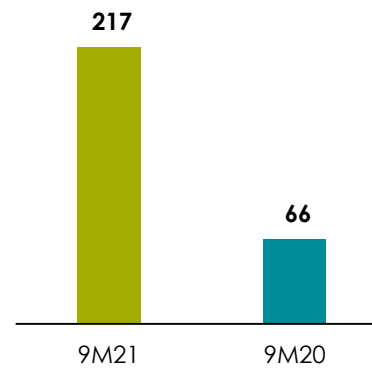
**Leasing Revenues,**  
up 10% Y-o-Y  
In EGP mn



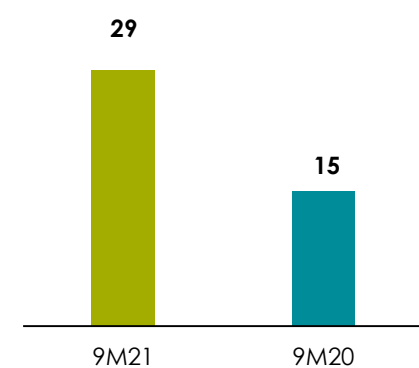
**Tanmeyah Revenues,**  
up 33% Y-o-Y  
In EGP mn



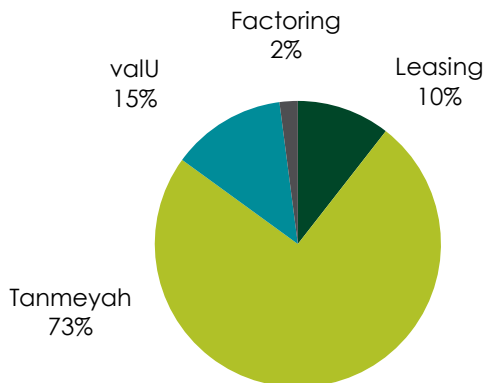
**valU Revenues,**  
up 227% Y-o-Y  
In EGP mn



**Factoring Revenues,**  
up 90% Y-o-Y  
In EGP mn



### NBFIs Revenues Contribution

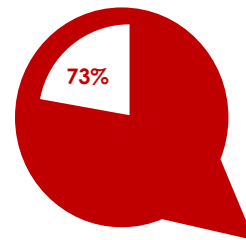


### NBFIs Revenue breakdown



#### Leasing

Revenues of **EGP138 mn,**  
up 10% Y-o-Y



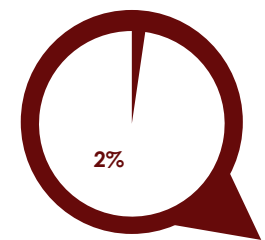
#### Tanmeyah

Revenues of **EGP1,0 bn,**  
up 33% Y-o-Y



#### valU

Revenues of **EGP217 mn,**  
up 227% Y-o-Y



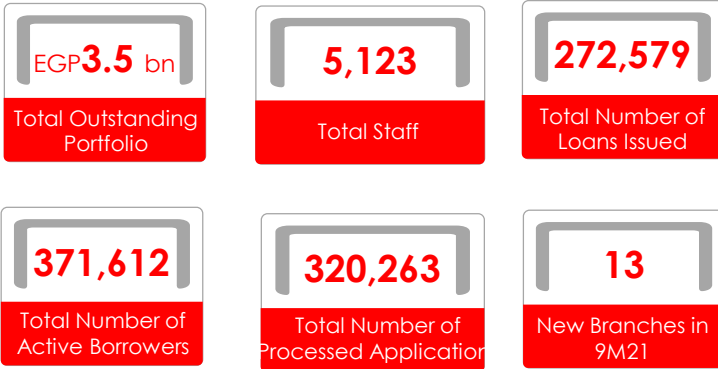
#### Factoring

Revenues of **EGP29 mn**  
up 90% Y-o-Y

# NBFIs Overview

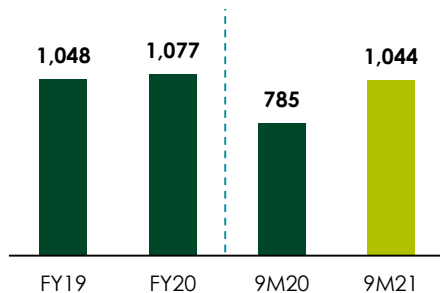
## Tanmeyah and valU Operational and Financial Overview – 9M2021

### KPIs

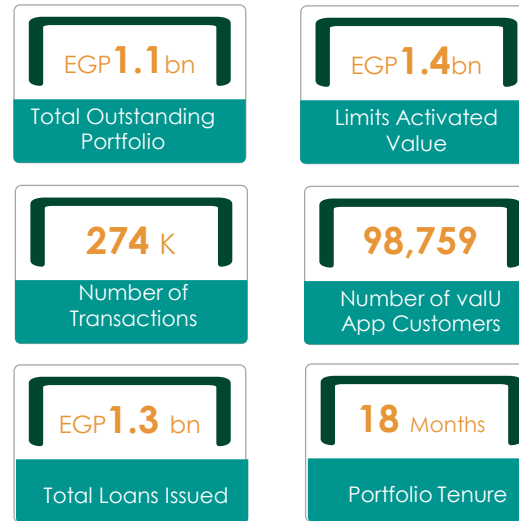


### Tanmeyah Revenue

In EGP mn



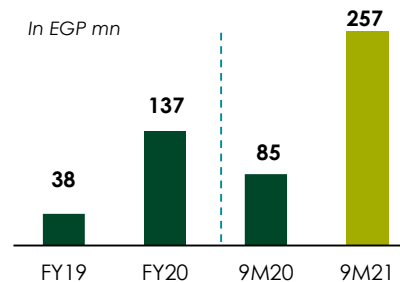
### KPIs



### valU Revenue

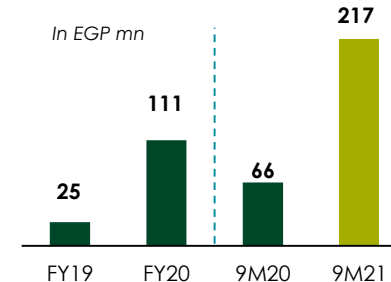
#### Gross Revenue

In EGP mn



#### Net Revenue

In EGP mn



### Market Share- 8M21

Rank	Company	Market Share
1	Contact	26.5%
2	B Tech	19.2%
3	valU	11.3%
4	Aman	9.6%
5	Maashroey	8.6%
6	Premium International	7.5%
7	Abdul Latif Gamil	3.1%
8	Rawaj	2.7%
9	Mansour	2.5%

Cairo, Alexandria, Hurghada, Tanta, Mansoura, Ismailia, Portsaid, Assiout, Menoufia, Menia, & Damanhour

Existing Governorates



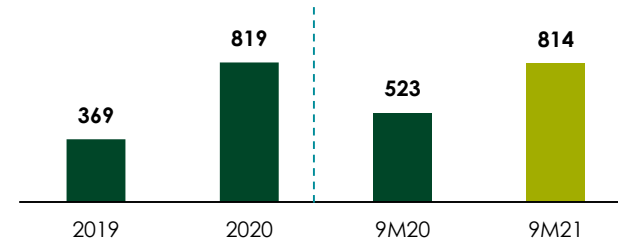
# Business Lines Overview

## Leasing and Factoring Operational and Financial Overview – 9M2021

### KPIs



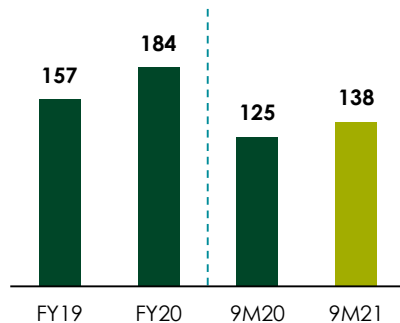
### Factoring Portfolio



### Leasing Revenue

### Market Share- 8M21

In EGP mn

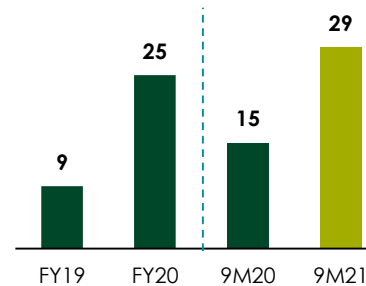


Rank	Company	Market Share
1	BM Lease	22.7%
2	Corplease	15.3%
3	<b>EFG Hermes Leasing</b>	<b>9.4%</b>
4	Global Corp	6.3%
5	GB Lease	5.5%
6	El Tawfiq for Leasing	4.6%
7	Cairo Lease	4.2%
8	Al Ahly Lease	3.9%
9	Others	28.2%

### Factoring Revenue

### Market Share- 8M21

In EGP mn



Rank	Company	Market Share
1	<b>EFG Hermes Factoring</b>	<b>18.8%</b>
2	Egypt Factoring	17.2%
3	Drive Factoring	16.5%
4	QNB Al Ahly Factoring	13.5%
5	BM Factoring	9.3%
6	Others	24.7%

# Disclaimer

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EFG Hermes Holding SAE has its address at Building No. B129, Phase 3, Smart Village, Km 28 Cairo Alexandria Desert Road, 6 October, Egypt and has an issued capital of EGP 4,611,709,340