3Q2025 Results Presentation



# Group Performance Highlights



- EFG Holding delivered a strong third quarter, with Group revenues up 27% Y-o-Y to EGP6.3 billion, driven mainly by growth at BANK NXT and EFG Finance, offsetting lower revenues at EFG Hermes, which faced a high comparison period from last year's fx and investment gains;
- ≡ Group operating expenses (including provisions & ECL) grew 19% Y-o-Y, largely due to higher G&A expenses across all platforms, alongside increased employee costs and provisions at EFG Finance. Notably, employee expenses inched 9% Y-o-Y, as higher fixed costs reflecting salary adjustments for inflation in Egypt and the impact of slightly weaker EGP on the translation of regional expenses were offset by lower variable compensation;
- ≡ With revenue growth outpacing cost increases, net operating profit and net profit before tax grew 41% and 42% Y-o-Y, respectively. Group taxes fell 12% Y-o-Y on deferred tax gains, leading to a 22% Y-o-Y increase in net profit after tax and minority interest to reach EGP846 million, as BANK NXT and EFG Finance profits fully offset EFG Hermes' losses.

- EFG Hermes delivered an overall weak third quarter despite strong performance from its Sell-side and Buy-side businesses which achieved strong Y-o-Y revenue growth of 27% and 16%, respectively. However, the overall performance was weighed down by losses in Holding & Treasury Activities, following last year's exceptional gains on investments / seed capital and fx. As a result, total revenues fell 20% Y-o-Y to reach EGP2.1 billion;
- Holding & Treasury Activities recorded EGP220 million in losses versus EGP781 million in revenues in 3Q24, mainly due to unrealized losses on investments/seed capital and net interest losses, compared to substantial unrealized capital and fx gains a year earlier;
- EFG Hermes operating expenses (including provisions & ECL) rose 10% Y-o-Y to EGP2.1 billion, mainly on higher G&A expenses, with a modest 2% Y-o-Y increase in employee expenses, due to salary adjustments for inflation in Egypt and weaker EGP translation impact, partly offset by lower variable compensation. Other G&A expenses jumped 34% amid inflation, USD denominated costs and one-off costs related to the pre-operating expenses of the Wealth Management business. Meanwhile, Provisions & ECL recorded a net charge of EGP7 million, largely due to Brokerage margin exposures;
- = As a result, net operating profit dropped 95% Y-o-Y and EFG Hermes recorded a net loss before tax of EGP57 million. Lower tax charges provided partial relief, bringing net loss after tax and minority interest to EGP171 million, compared to a net profit of EGP270 million in 3Q24, primarily due to Holding & Treasury Activities' losses. Excluding Holding & Treasury Activities, EFG Hermes recorded a net profit after tax and minority interest of EGP543 million in 3Q25, up 31% Y-o-Y.

# Group Performance Highlights - Cont'd



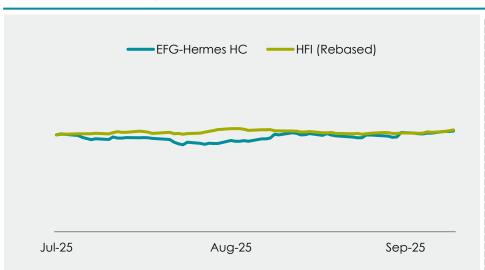
- EFG Finance delivered another strong quarter in 3Q25, with revenues up 38% Y-o-Y to EGP1.5 billion, supported by broad-based growth across nearly all lines of business. Valu led the performance with a 79% Y-o-Y increase in revenues, driven by higher securitization gains, higher net fees & commissions and a 34% rise in loan issuances. Tanmeyah posted 9% Y-o-Y growth, supported by higher interest income, though partially offset by lower fee income. Leasing revenues grew 28% Y-o-Y on higher net interest income and portfolio expansion, while Factoring rose 12% Y-o-Y, mainly on stronger net interest income despite softer fees;
- EFG Finance operating expenses (including provisions & ECL) rose 34% Y-o-Y to EGP1.1 billion, largely due to increased employee expenses, higher provisions and inflation-driven G&A costs. Other G&A expenses rose 12% Y-o-Y, driven by third party collection and listing fees, card issuance and activation costs at Valu and inflationary and USD linked IT expenses. Provisions & ECL surged 93% Y-o-Y, mainly on higher ECL booked by Tanmeyah and to a lesser extent increased provisions at Valu reflecting growth in operations;
- Despite the rise in expenses, revenue growth outpaced costs, pushing net operating profit and net profit before taxes up 48% and 46% Y-o-Y, respectively. Taxes increased 43% Y-o-Y, reflecting stronger profitability—especially at Valu. Consequently, net profit after tax and minority interest increased 28% Y-o-Y to EGP261 million, driven chiefly by Valu's strong performance, followed by Leasing.
- ≡ The Commercial Bank delivered a very strong quarter, with its revenues increasing 119% Y-o-Y to EGP2.7 billion in 3Q25, supported by a larger interest earning asset base, which resulted in a 30% increase in net interest income, as well as significant other revenues from the sale of non-core assets. This was also enhanced by a further 33% Y-o-Y increase in net fees & commissions;
- BANK NXT operating expenses (including provisions & ECL) rose 30% Y-o-Y to EGP672 million in 3Q25, primarily due to a significant increase in office and occupancy costs resulting from the rent of the new head office space, followed by higher employee expenses reflecting salary adjustments and new hires, as well as higher other G&A expenses mainly related to outsourced and consultancy fees and marketing costs. This increase was offset by an 11% decline in provisions and ECL, reflecting a normalized ECL charge pattern as 2024 included higher provisions to enhance coverage ratio of stage 3 NPLs;
- The Bank's net profit after tax added 245% Y-o-Y to reach EGP1.5 billion (of which the Group's share is EGP756 million) in 3Q25, as revenue growth outpaced the growth in expenses.

# **EFG Holding** NVEST

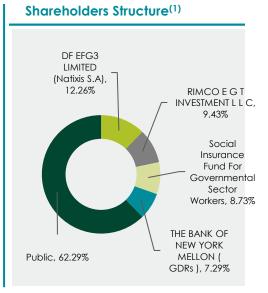
## INVESTOR RELATIONS

# **Share Information**

## **Stock Performance 3Q25**







<sup>(1)</sup>Figures as of 30<sup>th</sup> of September 2025

## **Analysts Consensus Views**

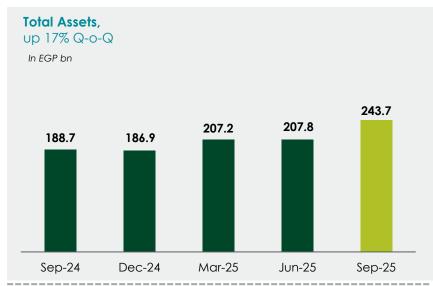
Date	Research House	Recommendation	Target Price
Jun-25	Al Ahly Pharos	Виу	34.8
Jun-25	Thndr	Buy	35.8
May-25	CI Capital	Buy	37.0
Sep-24	Arab African International Securities	Виу	32.3
Jun-24	Arqaam	Виу	22.4
	32.46		



\*Based on 30<sup>th</sup> of September, 2025 closing price

# Balance Sheet







EFG Holding Balance Sheet as at 30 <sup>th</sup> of September 2025			
Assets - Liabilities	In EGP million		
Cash and Cash Equivalents	58,054		
EFG Finance Loans Receivable	27,502		
Commercial Bank Loans	41,857		
Investment in Associates	306		
Merchant Banking Loans	0		
Asset Management Seed Capital	8,355		
Private Equity Seed Capital	2,825		
Fixed Assets and Real Estate	3,940		
Clients Investments at FVTPL (Structured Products)	9,291		
Payables to Clients at FVTPL (Structured Products)	(9,291)		
(Receivables - Payables)	(20,392)		
(Other Assets - Other Liabilities)	(4,067)		
Goodwill and Other Intangible Assets	1,823		
Trading and AFS Investments	7,188		
Investments at Amortized Cost	13,351		
Customer Deposits	(80,872)		
Short Term Bonds	(3,949)		
Short & Long term Loans*	(14,091)		
Minority	(7,109)		
Total	34,720		
*Predominantly includes EFG Finance borrowings.			



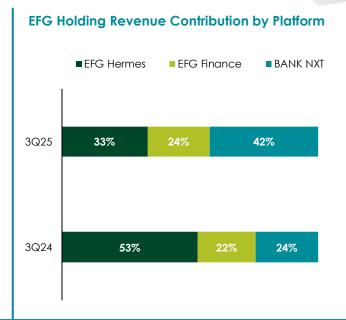
1. Third Quarter Results Review – 3Q2025

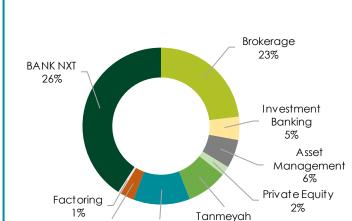
Leasing

3%

# Group Highlights – 3Q2025

# EFG Holding Net Operating Revenue, Up 27% Y-O-Y In EGP mn EFG Hermes EFG Finance BANK NXT 4,995 1,224 1,120 2,651 3Q25 3Q24





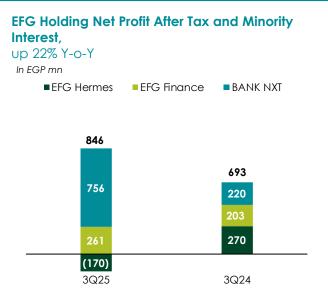
Valu

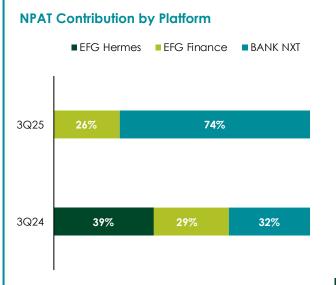
12%

8%

Revenue Breakdown By Line of Business

# EFG Holding Operating Expenses, up 19% Y-o-Y In EGP mn ■ Employee Expenses ■ Other G&A ■ Provisions & ECL Employee Expenses to Operating Revenues came at 34% in 3Q25 3,831 288 1,393 1,393 1,971 3Q25 3Q24





# EFG Hermes Highlights – 3Q2025

## **EFG Hermes Operational Highlights**



Brokerage Executions 44% Y-o-Y, -1% Q-o-Q



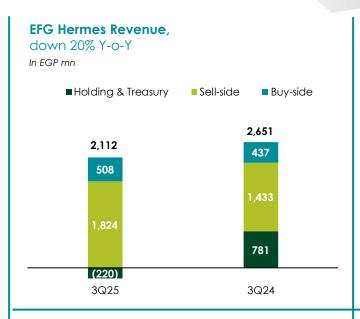
**Research Coverage** 



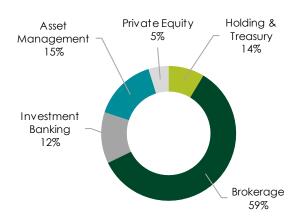
Investment Banking
Deals Size

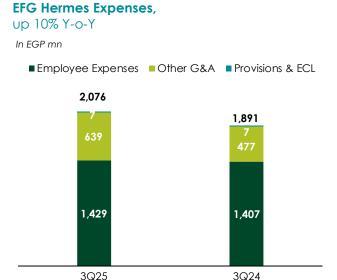


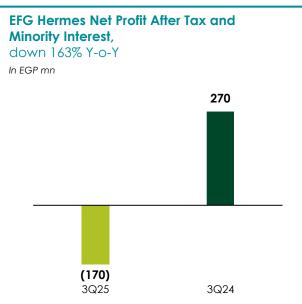
Buy-Side AuMs -2% Q-o-Q, 12% Y-o-Y











# Brokerage Overview – 3Q2025

## **Executions and Market Shares**





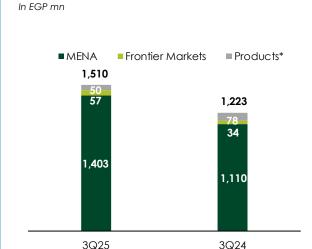
Executions (2)

\$295 mn

(1) Excluding special transactions and including GDRs (2) Including Pakistan

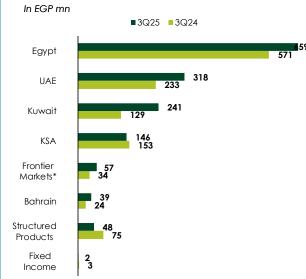
\$2.1 bn

## **Brokerage Revenue by Region**



\* Includes Structured Products and Fixed Income

## **Brokerage Revenue by Country (Operations)**



\* Frontier Markets includes Pakistan, Nigeria, Kenya, and Other Frontier markets

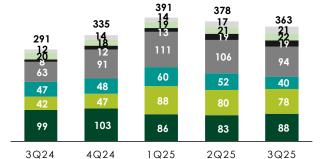
## **Average Daily Commissions**

In USD thousand

N/A



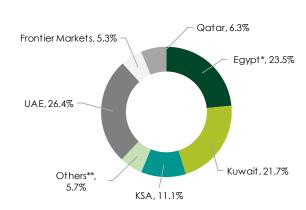
■ Egypt\* ■ Kuwait ■ KSA ■ UAE ■ Frontier Markets ■ Qatar ■ Others\*\*



\*Egypt includes GDRs

\*\*Others including Oman, Lebanon, Jordan, Bahrain, London, New York, Bonds, Structured products, Abwab MENA, and EFG Hermes One

## Fees Contribution by Market/Product



\*Egypt includes GDRs

\*\*Others including Oman, Lebanon, Jordan, Bahrain, London, New York, Bonds, Structured products, Abwab MENA, and EFG Hermes One \*\*\*Based on 3Q25 figures

# Investment Banking & Research Overview -3Q2025

# **Investment Banking**



September 2025



aramex (US\$ 1,170)

**Buy-Side Advisor** September 2025





(US\$ 21 mn)

Financial Advisor, MLA, and Underwriter September 2025



Sole

Coordinator

August 2025



(US\$ 32 mn) Financial Advisor, MLA, and Underwriter August 2025



**Bond Issuance** Through Securitization (US\$ 10 mn) Financial Advisor, MLA, and Underwriter

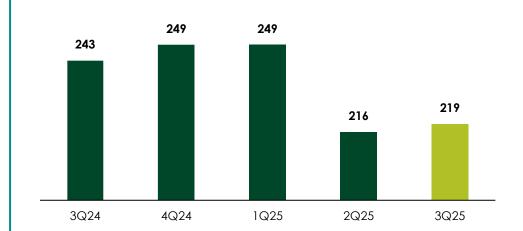
August 2025



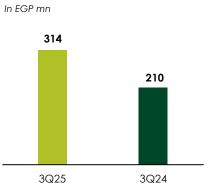
## Research

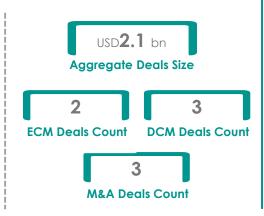
## **Research Coverage Universe**

Number of Companies

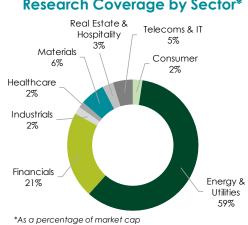


## **Investment Banking Revenue**





## Research Coverage by Sector\*

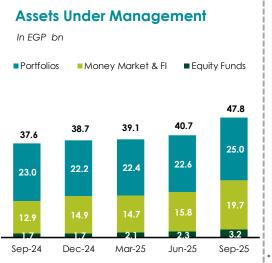


## **Research Coverage by Country**

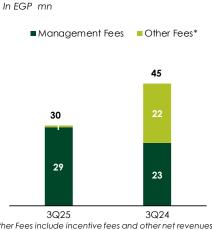


# Asset Management Overview – 3Q2025

# **Egypt Asset Management**

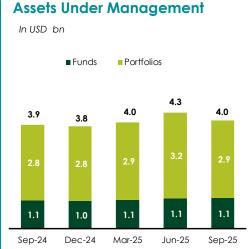


## Revenue Breakdown



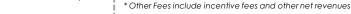
## Other Fees include incentive fees and other net revenues

# Regional Asset Management "FIM"

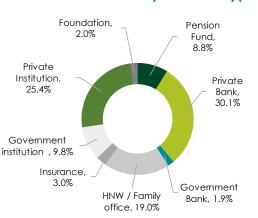


## Revenue Breakdown



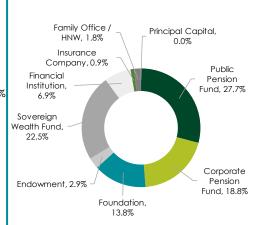


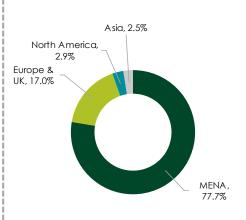
## AuMs Breakdown by Investor Type | AuMs Breakdown by Fund Type





## AuMs Breakdown by Investor Type | AuMs Breakdown by Region



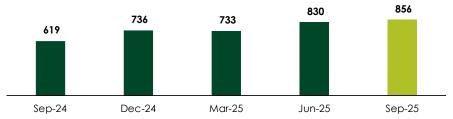


# Private Equity Overview – 3Q2025

## **Private Equity**

## **Private Equity AuMs Evolution**

In USD mn

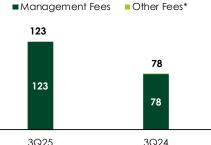


- Vortex Energy manages approximately EUR360 million through Vortex Energy IV and its coinvestment vehicles. Vortex Energy is currently advancing on new strategies, amongst them a
  new fund initiative which centers on energy transition in Central and Eastern Europe.
- ≡ The Fund fully deployed its c.USD147 million committed capital between 2019-2022 to build and develop Egypt Education Platform. EEP's portfolio currently includes: (i) 23 schools and preschools with a total capacity of c.25k students and housing more than 12k enrolled students, (ii) education content developer which serves between 3-4mn students annually, and (iii) a transportation business transporting between 3-4k students daily with a fleet comprising more than 650 vehicles.
- ≡ The Saudi Education Fund was launched in 2H24, targeting to raise capital commitments amounting to USD300 million, of which USD135 million were secured in the fund's first closing in January 2025.
- UpH has shown strong results in 3Q25, with revenues increasing 52% Y-o-Y.

## **Private Equity Revenue**

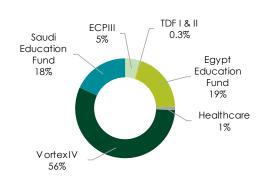
In EGP mn
■ Manaç

123



\* Other Fees includes incentive fees and other net revenues

## **AuMs by Platform**





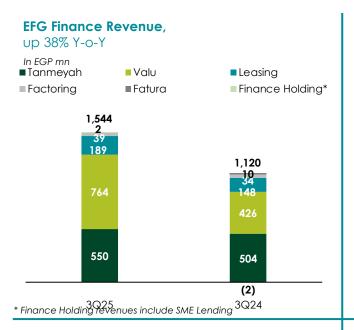
## Awards/Rankings

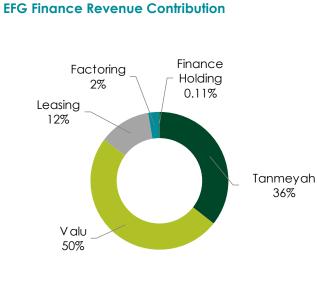






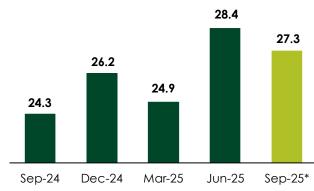
# EFG Finance Highlights – 3Q2025







In EGP bn



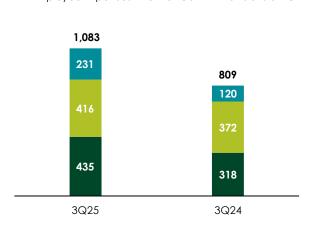
\*Excludes Leasing securitization of EGP1,399 million, and Valu securitization of EGP4.233 million

## **EFG Finance Expenses**,

up 34% Y-o-Y

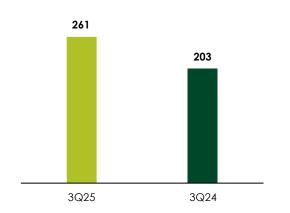
In EGP mn

■ Employee Expenses ■ Other G&A ■ Provisions & ECL



# EFG Finance Net Profit After Tax and Minority Interest,

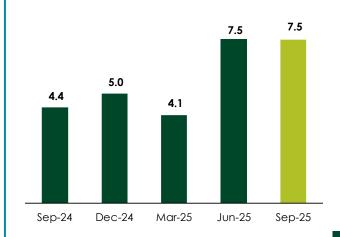
up 28% Y-o-Y



## **EFG Finance Tangible Equity**,

flat Q-o-Q

In EGP bn



## INVESTOR RELATIONS

# Tanmeyah & Valu Overview – 3Q2025





**76,115**Number of Processed

**Applications** 

**KPIs** 

34,353

Number of Loans

295,326

Number of Active
Borrowers

**5,933**Total Staff

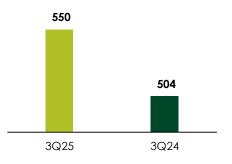
## **Outstanding Portfolio**

In EGP bn



## Tanmeyah Revenue

In EGP mn







(1)Includes Valu prepaid cards spending transactions

## **Outstanding Portfolio**

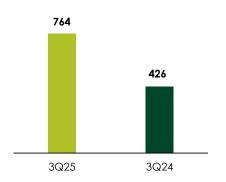
In EGP bn



\*Excludes Securitized Portfolio of EGP4,233 million

## Valu Revenue

In EGP mn



# EFG Corp-Solutions Overview – 3Q2025



# Leasing

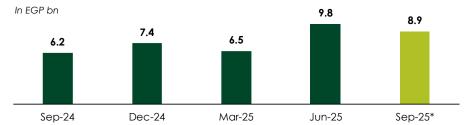
## **KPIs**







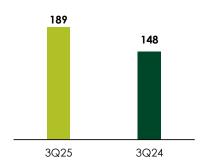
## **On-Books Portfolio**



<sup>\*</sup>Excludes Securitized Portfolio principal amount of EGP1,399 million

## **Leasing Revenue**

In EGP mn

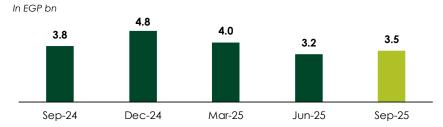


# **Factoring**

## **KPIs**

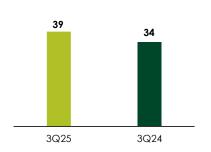


## **Outstanding Portfolio**



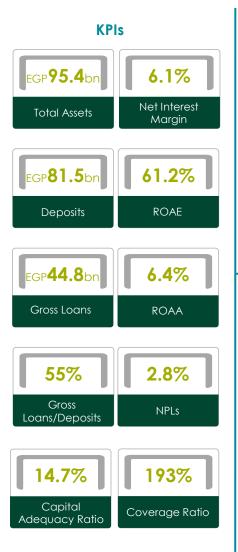
## **Factoring Revenue**

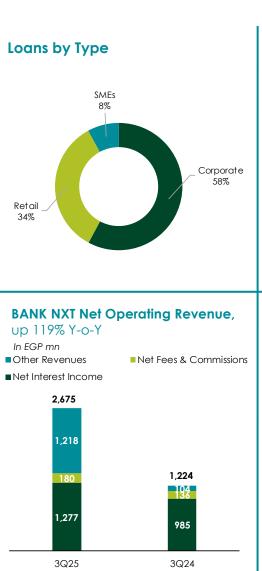
In EGP mn

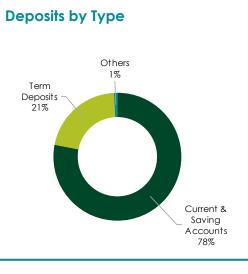


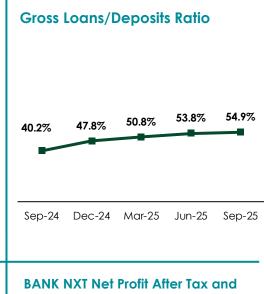
# BANK NXT. **EFG Holding**

# BANK NXT Highlights – 3Q2025

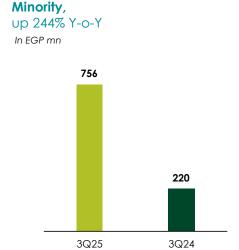








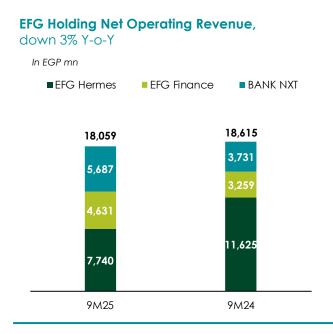


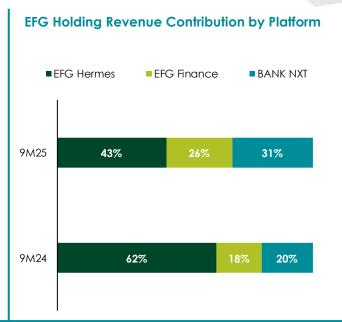


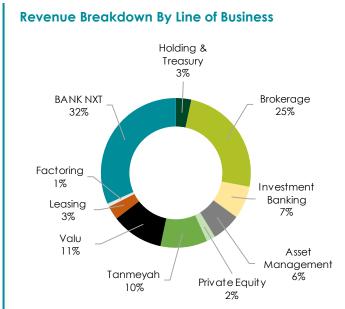


# II. Nine Months Results Review – 9M2025

# Group Highlights – 9M2025







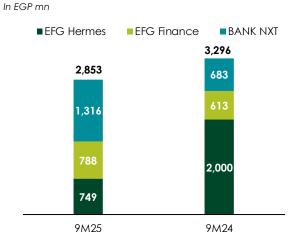
## **EFG Holding Operating Expenses**,

down 1% Y-o-Y

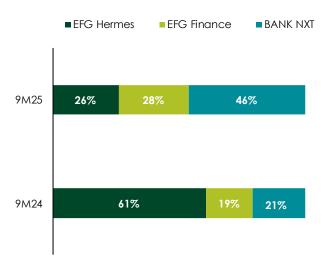


## **EFG Holding Net Profit After Tax and Minority** Interest.

down 13% Y-o-Y



## **NPAT Contribution by Platform**



# EFG Hermes Highlights – 9M2025

## **EFG Hermes Operational Highlights**



**Brokerage Executions** 36% Y-o-Y



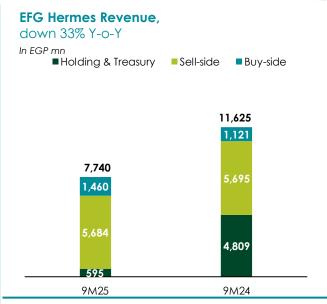
**Research Coverage** 



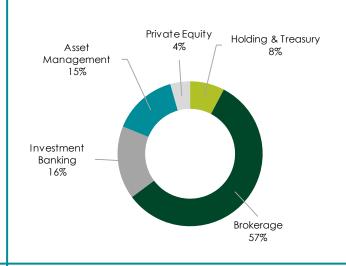
**Investment Banking Deals Size** 



**Buy-Side AuMs** 12% Y-o-Y

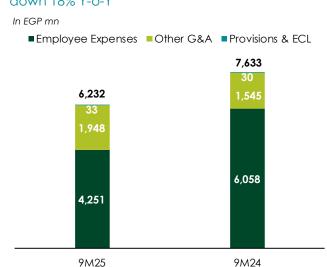








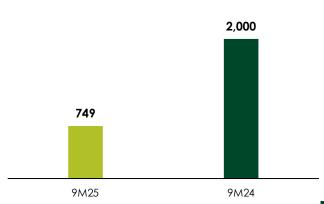
down 18% Y-o-Y



## **EFG Hermes Net Profit After Tax and** Minority Interest,

down 63% Y-o-Y

In EGP mn



# Brokerage Overview – 9M2025

## **Executions and Market Shares**

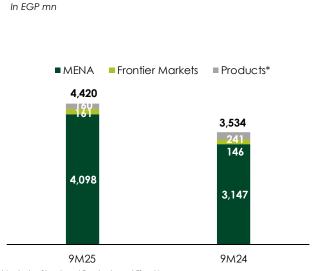






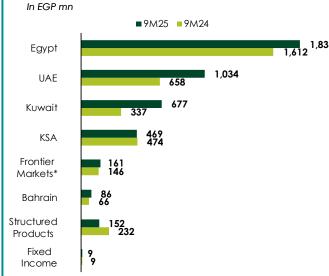
(1) Excluding special transactions and including GDRs (2) Including Pakistan

## **Brokerage Revenue by Region**



\* Includes Structured Products and Fixed Income

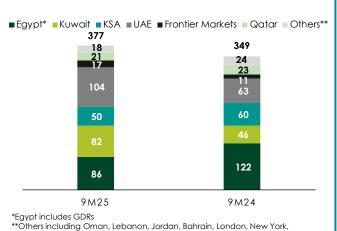
# Brokerage Revenue by Country (Operations)



\* Frontier Markets includes Pakistan, Nigeria, Kenya, and Other Frontier markets

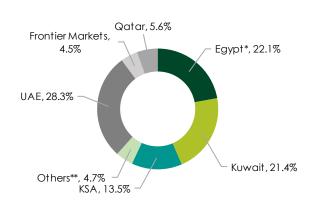
## **Average Daily Commissions**

In USD thousand



Bonds, Structured products, Abwab MENA, and EFG Hermes One

## Fees Contribution by Market/Product



\*Egypt includes GDRs

\*\*Others including Oman, Lebanon, Jordan, Bahrain, London, New York, Bonds, Structured products, Abwab MENA, and EFG Hermes One \*\*\*Based on 9M25 figures

Awards/Rankinas

# Investment Banking & Research Overview -9M2025

**Investment Bankina** 



## Advisory on the acquisition of stake in aramex

**Buy-Side Advisor** 

September 2025





September 2025



(US\$ 21 mn)

Financial Advisor.

MLA, and Underwriter

September 2025





BUROMONBY



# **Valu\***

**Bond Issuance** Through Securitization (US\$ 10 mn) Financial Advisor, MLA, and Underwriter August 2025











June 2025



**Valu\*** 

Sell Side Advisor June 2025

## **VOLU\***

Bond Issuance Through Securitization (US\$ 17.2 mn) Financial Advisor. MLA, and Underwriter June 2025

**Valu\* Bond Issuance** 

July 2025

Through Securitization (US\$ 20.9 mn) Financial Advisor, MLA, and Underwriter May 2025

**≡ EFG Corp-Solutions** Corporate Bond

(US\$ 53 mn) Financial Advisor, MLA, and Underwriter May 2025



May 2025



March 2025

CIRA EDUCATION

Mandatory Tender

Offer

Through MLA, and

**Valu\*** Bond Issuance Securitization (US\$ 9.3 mn) Financial Advisor. Underwriter March 2025

✓ bedaya Bond Issuance Through Securitization (US\$ 33 mn) Financial Advisor. MLA, and Underwriter





Advisory on the acquisition of (Undisclosed)

March 2025

معارف

**Buy Side Advisor** November 2024

## V=/.Y.D IPO MSX (US\$ 333 mn) JGC March 2025

IPO ADX (US\$ 163 mn) JGC & JBR March 2025

**Investment Banking Revenue** 



ADNOC Gas

(US\$ 2,840 mn) February 2025

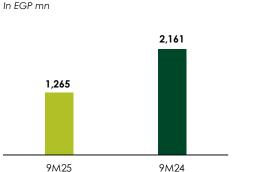


**₹** SEIC JFA January 2025





**Aggregate Deals Size** 





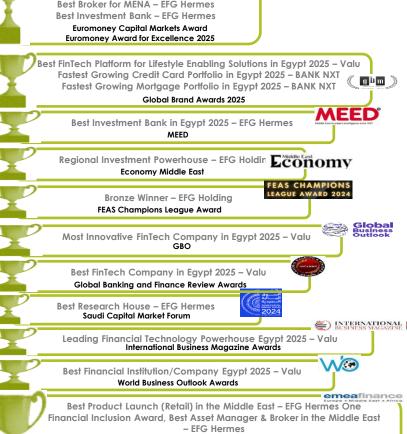


World Business Outlook Awards Best Equity House & Broker in Kuwait - EFG Hermes IFA Best Broker in Saudi Arabia – EFG Hermes KSA Best Asset Manager in UAE – FIM Partners

> EMEA Finance Middle East Banking Awards 2024 Top Asset Managers List - EFG Hermes Top FinTech List - Valu Middle East's 100 Most Powerful Businesswomen – EFG Holding/Mona Zulficar

World Business Outlook Awards

Best Broker in UAE - EFG Hermes UAE

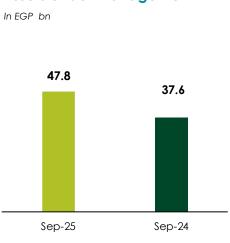


Forbes

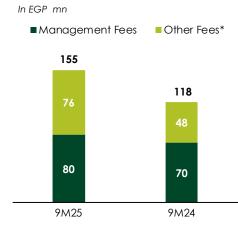
# Asset Management Overview – 9M2025

# **Egypt Asset Management**

# Assets Under Management



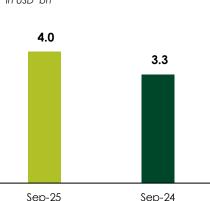
## Revenue Breakdown



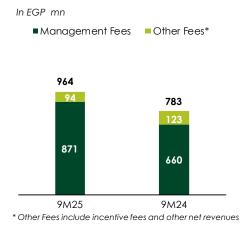
## \* Other Fees include incentive fees and other net revenues

## **Regional Asset Management "FIM"**

# Assets Under Management In USD bn

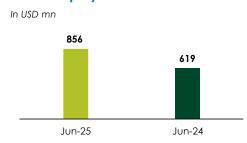


## Revenue Breakdown



# **Private Equity**

## **Private Equity AuMs Evolution**



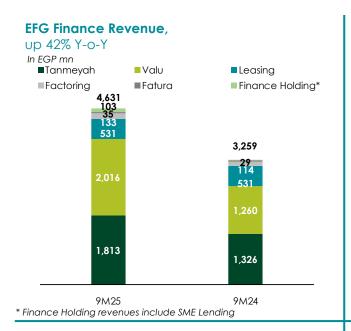
- EEP is currently pursuing several growth avenues across its different business verticals and under different business models with focus on PropCo/OpCo partnerships and management agreement models, in addition to 2 new schools currently under development and targeting CoD in 2027.
- The Saudi Education Fund completed several investments in the Saudi market surpassing USD110 million. Its portfolio currently includes 6 international schools in Riyadh with a combined capacity of c.14k students and an existing student population surpassing 3k students. EFG is currently advancing discussions with several investors to grow the fund's capital commitments, whole screening opportunities to accelerate growth.
- ≡ UpH is well positioned for a solid performance in FY25, supported by solid traction in export markets, continued portfolio & product mix optimization, competitive pricing of UpH's standard injectables portfolio, and the launch of a wide range of new product offerings in the B2B and B2C segments.

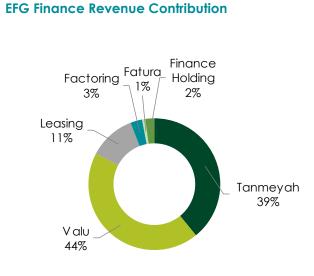
## Private Equity Revenue

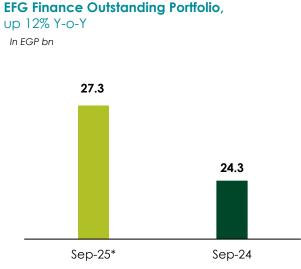


\* Other Fees includes incentive fees and other net revenues

# EFG Finance Highlights – 9M2025







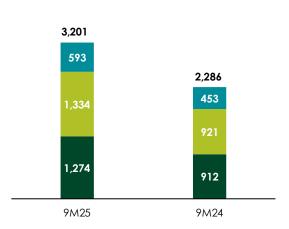
\*Excludes Leasing securitization of EGP1,399 million, and Valu securitization of EGP4,233 million

## **EFG Finance Expenses**,

up 40% Y-o-Y

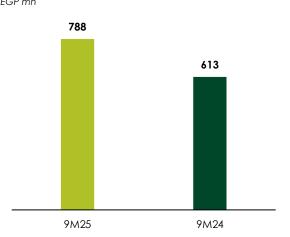
In EGP mn

■ Employee Expenses ■ Other G&A ■ Provisions & ECL



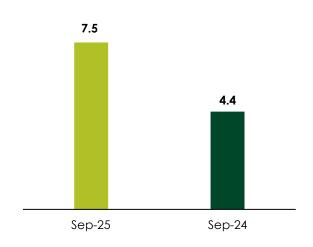


up 28% Y-o-Y

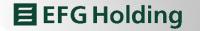


## **EFG Finance Tangible Equity**,

up 70% Y-o-Y



# Tanmeyah & Valu Overview – 9M2025







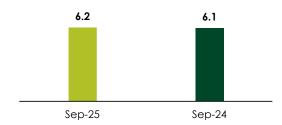






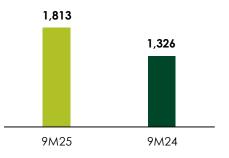
## **Outstanding Portfolio**

In EGP bn



## Tanmeyah Revenue

In EGP mn







(1)Includes Valu prepaid cards spending transactions

## **Outstanding Portfolio**

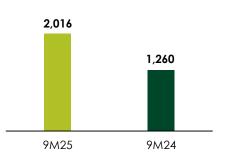
In EGP bn



\*Excludes Securitized Portfolio of EGP4,233 million

## Valu Revenue

In EGP mn



# EFG Corp-Solutions Overview – 9M2025



# Leasing

## **KPIs**







## \* Above Corridor

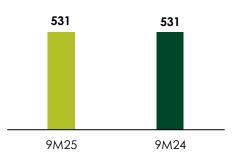
## **On-Books Portfolio**



<sup>\*</sup>Excludes Securitized Portfolio principal amount of EGP1,399 million

## **Leasing Revenue**

In EGP mn



# **Factoring**

## **KPIs**



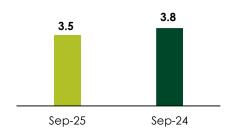
Average Ticket Size





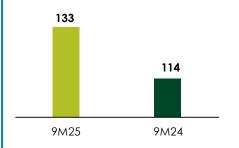
## **Outstanding Portfolio**

In EGP bn



## **Factoring Revenue**

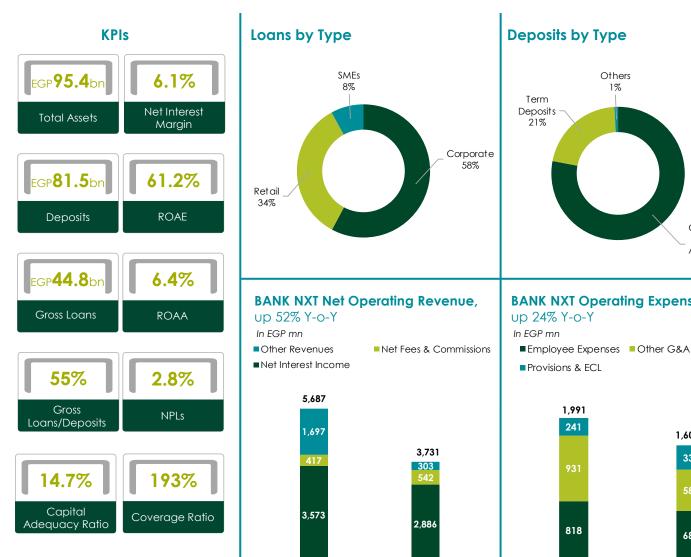
In EGP mn



40.2%

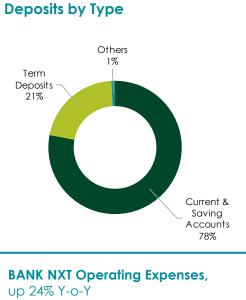
# BANK NXT. **EFG Holding**

# BANK NXT Highlights – 9M2025



9M25

9M24



1,606

339

682

9M24

241

818

9M25



**Gross Loans/Deposits Ratio** 

54.9%

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EFG 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 7,298,030,040