

# EFG HERMES EARNINGS RELEASE 2Q2020

INVESTOR RELATIONS

**Cairo, August 18, 2020**

EFG Hermes reports the second quarter of 2020 results, with Group earnings of EGP328 million on operating revenues of EGP1.3 billion. The Group's total assets stood at EGP31.6 billion at the end of 2Q20.

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### LISTINGS & SYMBOLS

**The Egyptian Exchange**  
Reuters code: HRHO.CA  
Bloomberg code: HRHO EY  
**London Stock Exchange (GDRs)**  
Reuters code: HRHOq.L  
Bloomberg code: EFGD LI

## FINANCIAL PERFORMANCE

### i. Key Financial Highlights

- ≡ EFG Hermes Group revenues rose 26% Y-o-Y to EGP1.3 billion in 2Q20; with the Investment Bank supporting this increase, as its revenues rose 40% Y-o-Y to EGP1.0 billion in 2Q20. This was supported by markets, and thus the valuation of seed capital/investments spiraling up after it was strongly hit in 1Q20 on the outbreak of the Coronavirus;
- ≡ Sell-side revenues declined 20% Y-o-Y to EGP292 million in 2Q20, largely attributed to lower Brokerage revenues which declined 21% Y-o-Y to EGP234 million as margin income in Egypt and brokerage revenues generated in most markets we trade in contracted Y-o-Y. Investment Banking revenues decreased 13% Y-o-Y to EGP58 million in 2Q20, on lower advisory fees;
- ≡ Buy-side revenues lost 15% Y-o-Y to EGP93 million in 2Q20; on lower Asset Management revenues which declined 22% Y-o-Y to EGP65 million, as management and incentive fees booked by our Regional asset manager, FIM, declined. Private Equity revenues was broadly stable, up 6% Y-o-Y at EGP28 million in 2Q20;
- ≡ EFG Hermes NBFIs revenues during the second quarter was down 7% to EGP299 million despite the heavy weight, Tanmeyah, revenues losing 17% Y-o-Y to EGP229 million; as improvement in valU and Leasing revenues managed to offset part of the decline, with valU's revenues rising 239% to EGP20 million and Leasing adding 21% Y-o-Y to EGP47 million in 2Q20. Meanwhile Factoring revenues rose 100% Y-o-Y to EGP4 million over the same period;
- ≡ Capital markets & treasury revenues rose 142% Y-o-Y to EGP653 million in 2Q20, on fx-gains, higher unrealized gains from the move of seed capital/Investments to Investments through Profit & Loss (FVTPL) from Investments through OCI (FVTOCI); and despite lower interest received from Treasury Operations;
- ≡ Group operating expenses rose 25% Y-o-Y to EGP861 million in 2Q20, on higher employee expenses and higher other operating expenses. However, employee expenses/revenues came at 46%, well below the 50% level;
- ≡ Group net operating profit increased 26% Y-o-Y to EGP477 million in 2Q20, on gains booked on seed capital/investments. Meanwhile, Group net profit after tax and minority interest increased 8% Y-o-Y to EGP328 million in 2Q20, supported by the Investment Bank net profits, which increased 46% Y-o-Y to EGP297 million.

## ii. Group Financial Performance

<i>in EGP million</i>	Group Financial Highlights							
	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
<b>Group Operating Revenue</b>	<b>1,338</b>	<b>965</b>	<b>1,066</b>	<b>39%</b>	<b>26%</b>	<b>2,303</b>	<b>2,340</b>	<b>-2%</b>
Investment Bank	1,038	604	744	72%	40%	1,642	1,714	-4%
NBFIs	299	362	322	-17%	-7%	661	626	6%
<b>Group Operating Expenses</b>	<b>861</b>	<b>827</b>	<b>687</b>	<b>4%</b>	<b>25%</b>	<b>1,687</b>	<b>1,494</b>	<b>13%</b>
<b>Group Net Operating Profit</b>	<b>477</b>	<b>139</b>	<b>379</b>	<b>244%</b>	<b>26%</b>	<b>616</b>	<b>846</b>	<b>-27%</b>
<b>Group Net Operating Margin</b>	<b>36%</b>	<b>14%</b>	<b>36%</b>			<b>27%</b>	<b>36%</b>	
<b>Group Net Profit (Loss) After Tax &amp; Minority Interest</b>	<b>328</b>	<b>90</b>	<b>304</b>	<b>263%</b>	<b>8%</b>	<b>418</b>	<b>676</b>	<b>-38%</b>
Investment Bank	297	113	203	163%	46%	409	492	-17%
NBFIs	31	(22)	101	N/M	-69%	9	185	-95%

Source: EFG Hermes Management Accounts

EFG Hermes Group revenues bounce back in the black, up 26% Y-o-Y to EGP1.3 billion in 2Q20; with the Investment Bank supporting this increase, as its revenues rose 40% Y-o-Y to EGP1.0 billion in 2Q20.

After the adoption of IFRS-9 in 1Q20 and the strong hit to seed Capital/Investments valuations on the back of the COVID-19 outbreak, it is more indicative to look at 1H20 revenue performance rather than the standalone quarter. Losses reported last quarter on the back of the movement of seed capital/Investments to Investments at Fair Value through Profit and Loss (FVTPL) from Investments through OCI (FVTOCI) - IFRS-9, were reversed this quarter as markets and valuations improved Q-o-Q. EFG Hermes Group reported revenues of EGP2.3 billion in 1H20; broadly unchanged, inching down only 2% Y-o-Y; despite exceptionally strong incentive fees of EGP236 million from the Private Equity's wind portfolio exit in the comparable period of last year.

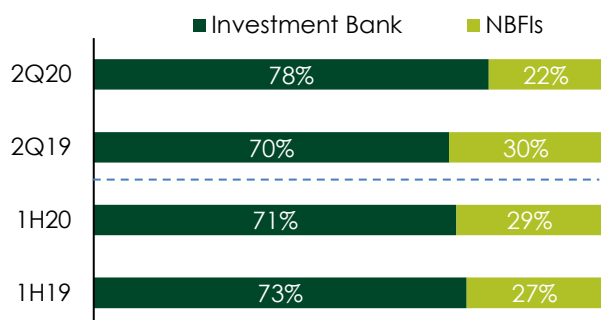
The Group operating expenses rose 25% to reach EGP861 million in 2Q20; on higher employee expenses and higher other operating expenses. Moreover, a better representation for the operating expenses is to consider 1H20 performance; Group operating expenses rose 13% Y-o-Y to EGP1.7 billion on higher loan loss provisions taken by the NBFIs platform in the face of the Coronavirus outbreak and any expected consequences on the performance of the economy. However, employee expenses were broadly unchanged at EGP1.0 billion to reflect the unchanged revenues Y-o-Y in 1H20.

Group net operating profit increased 26% Y-o-Y to EGP477 million in 2Q20, on gains booked on seed capital/investments. Meanwhile, Group net profit after tax and minority interest increased 8% Y-o-Y to EGP328 million in 2Q20, with the increase in profitability pressured by higher tax expense (including deferred tax expense) booked during the reported quarter and stemming from the strong unrealized gains on seed capital/investments.

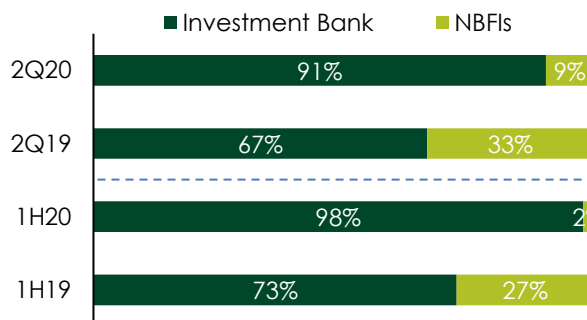
For 1H20, Group net operating profit and the net profit after tax and minority interest declined 27% Y-o-Y and 38% Y-o-Y to EGP616 million and EGP418 million, respectively; mainly on higher loan loss provision booked by the NBFIs during the period, as total NBFIs provisions reached EGP161 million in 1H20 versus EGP41 million in 1H19.

Contribution by Platform

Revenues



NPAT



The NBFIs platform contribution to the Group revenues declined to 22% in 2Q20 as compared to 30% in 2Q19, mainly as the contribution of the Investment Bank increased significantly during the quarter, as its revenues grew 40% Y-o-Y. For 1H20, revenue contribution by the NBFIs inched slightly up by 2 percentage points on a Y-o-Y basis, reflecting a more normalized revenue contribution.

For NPAT, the NBFIs contribution to the Group's profitability declined to 9% in 2Q20 on higher Investment Bank profitability and lower profitability posted by Tanmeyah. Meanwhile, in 1H20, NBFIs profitability and hence its contribution to the Group's profitability was largely wiped-out by strong provisions taken by the platform and taxes related to Tanmeyah's dividends distribution to Finance Holding.

## iii. Business Lines Financial Performance

in EGP million	Group Revenue by Platform							
	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
Brokerage	234	213	297	10%	-21%	447	585	-24%
Investment Banking	58	17	67	251%	-13%	75	103	-27%
<b>Sell-Side</b>	<b>292</b>	<b>229</b>	<b>364</b>	<b>27%</b>	<b>-20%</b>	<b>521</b>	<b>688</b>	<b>-24%</b>
Asset Management	65	61	83	6%	-22%	126	172	-27%
Private Equity	28	44	27	-36%	6%	73	292	-75%
<b>Buy-Side</b>	<b>93</b>	<b>106</b>	<b>110</b>	<b>-12%</b>	<b>-15%</b>	<b>199</b>	<b>465</b>	<b>-57%</b>
Capital Markets & Treasury Operations	653	268	270	143%	142%	921	562	64%
<b>Total Investment Bank</b>	<b>1,038</b>	<b>604</b>	<b>744</b>	<b>72%</b>	<b>40%</b>	<b>1,642</b>	<b>1,714</b>	<b>-4%</b>
Leasing	47	43	39	10%	21%	90	86	5%
Micro - Finance "Tanmeyah"	229	296	275	-23%	-17%	524	527	-1%
Consumer - Finance "valU"	20	20	6	0%	239%	39	9	346%
Factoring	4	4	2	3%	100%	7	4	97%
<b>Total NBFIs</b>	<b>299</b>	<b>362</b>	<b>322</b>	<b>-17%</b>	<b>-7%</b>	<b>661</b>	<b>626</b>	<b>6%</b>
<b>Group Operating Revenue</b>	<b>1,338</b>	<b>965</b>	<b>1,066</b>	<b>39%</b>	<b>26%</b>	<b>2,303</b>	<b>2,340</b>	<b>-2%</b>
<i>Of Which:</i>								
<b>Fee and Commission Revenue</b>	<b>685</b>	<b>697</b>	<b>796</b>	<b>-2%</b>	<b>-14%</b>	<b>1,381</b>	<b>1,778</b>	<b>-22%</b>
<b>Capital Markets &amp; Treasury Operations</b>	<b>653</b>	<b>268</b>	<b>270</b>	<b>143%</b>	<b>142%</b>	<b>921</b>	<b>562</b>	<b>64%</b>

Source: EFG Hermes Management Accounts

Group revenues increased 26% Y-o-Y to EGP1.3 billion in 2Q20; on higher revenues generated by capital markets & treasury operations.

Sell-side revenues declined 20% Y-o-Y to EGP292 million in 2Q20, largely attributed to lower Brokerage revenues which declined 21% Y-o-Y to EGP234 million as margin income in Egypt and brokerage revenues generated in most markets we trade in contracted Y-o-Y. Investment Banking revenues decreased 13% Y-o-Y to EGP58 million in 2Q20, on lower advisory fees.

Buy-side revenues lost 15% Y-o-Y to EGP93 million in 2Q20; on lower Asset Management revenues which declined 22% Y-o-Y to EGP65 million, as management and incentive fees booked by our Regional asset manager, FIM, declined. Private Equity revenues was broadly stable, up 6% Y-o-Y at EGP28 million in 2Q20.

NBFIs revenues weakened 7% Y-o-Y to EGP299 million in 2Q20, as the heavy weight, Tanmeyah recorded revenues of EGP229 million, down 17% Y-o-Y; on lower Y-o-Y quarterly sales and loans issued. Meanwhile, valU continued its upward trajectory, with its revenues rising 239% Y-o-Y to reach EGP20 million in 2Q20, underpinned by its strong sales growth and high interest spreads. Leasing revenues improved 21% Y-o-Y to EGP47 million in 2Q20. Factoring revenues doubled Y-o-Y to come at EGP4 million in 2Q20.

In 1H20, Group revenues was largely stable, inching down 2% to EGP2.3 billion, as weaker Investment Bank fees and commissions was compensated for by higher capital markets and treasury operations and higher NBFIs revenues. Fees and commissions declined 22% Y-o-Y to EGP1.4 billion in 1H20; mainly as the comparable period included strong Private Equity incentive fees and 1Q20 included EGP44 million of losses booked by the Fixed Income desk.

## iv. Group Operating Expenses

<i>in EGP million</i>	Group Operating Expenses							
	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
<b>Employees Expense</b>	<b>610</b>	<b>444</b>	<b>472</b>	<b>37%</b>	<b>29%</b>	<b>1,054</b>	<b>1,077</b>	<b>-2%</b>
Employees Exp./Operating Rev.	46%	46%	44%			46%	46%	
Employees Exp./Operating Exp.	71%	54%	69%			62%	72%	
<b>Other Operating Expenses</b>	<b>251</b>	<b>382</b>	<b>216</b>	<b>-34%</b>	<b>16%</b>	<b>633</b>	<b>418</b>	<b>52%</b>
Other Operating Exp./Operating Rev.	19%	40%	20%			27%	18%	
Other Operating Exp./Operating Exp.	29%	46%	31%			38%	28%	
<b>Total Operating Expenses</b>	<b>861</b>	<b>827</b>	<b>687</b>	<b>4%</b>	<b>25%</b>	<b>1,687</b>	<b>1,494</b>	<b>13%</b>

Source: EFG Hermes Management Accounts

Group operating expenses rose 25% Y-o-Y to EGP861 million in 2Q20, on higher employee expenses and higher other operating expenses. However, employee expenses/revenues came at 46%, well below the 50% level.

Employee expenses rose 29% Y-o-Y to EGP610 million in 2Q20; mainly on higher variable portion of the employee expenses associated with higher revenues; and on higher salaries (fixed costs) as Tanmeyah's headcount increased Y-o-Y and higher medical expenses recorded by Tanmeyah (COVID-19 related testing and PPE).

Other operating expenses rose 16% Y-o-Y to EGP251 million in 2Q20; mainly on the back of higher IT License and support, consultancy and audit services fees, taxes; which overshadowed lower travel, events, and sale & lease back expenses.

Data Communication expenses increased 15% Y-o-Y to EGP49 million, primarily due to Tanmeyah's higher IT licenses and support expense related in part to the digitalization of the loans initiation process. Consultancy & Service fees rose 33% Y-o-Y to EGP46 million, on higher services fees paid by Tanmeyah for the securitization and higher audit fees. Tel. & Mobile expenses rose 29% Y-o-Y to EGP5 million in 2Q20, on higher mobile expenses. Meanwhile, occupancy expense increased 9% Y-o-Y at EGP38 million in 2Q20 on rent associated with Tanmeyah's larger Y-o-Y branch network. Loan loss provisions rose 10% Y-o-Y to EGP23 million in 2Q20, on higher provisions booked by Leasing. General expenses added 75% Y-o-Y to EGP70 million in 2Q20, mainly on higher taxes and other expenses; yet despite lower sale & lease back expense.

On the lower side, office expense declined 40% Y-o-Y to EGP3 million on lower office supplies usage as almost all employees across different offices were working from home. Travel expenses declined 83% Y-o-Y to EGP3 million, on travel halts/bans during 2Q20. Promotional and advertising expenses declined 16% Y-o-Y to EGP12 million on the cancelation of one of Brokerage's two conferences.

Group operating expenses rose 13% Y-o-Y to EGP1.7 billion in 1H20, mainly on higher precautionary loan loss provision booked by the NBFIs during 1Q20. Post the adoption of IFRS-9 and the movement of seed capital/investments to filter into the P&L through the revenue line, and with the sharp volatility seen in markets over the past couple of quarters, it is better to look at the 1H expenses when attempting to measure performance of the Group as employee expenses fluctuates with revenues during the quarter. Employee expenses was largely flat Y-o-Y, down 2%, at EGP1.1 billion in 1H20. This resulted in employee expense/revenues of 46%, stable Y-o-Y.

## OPERATIONAL PERFORMANCE

### i. Brokerage

#### Operational Performance Update

Most of our MENA and Frontier markets ended in the black in 2Q20, recouping part of the losses recorded in 1Q20, after the outbreak of COVID-19. Meanwhile, volumes ended on a mixed note, with some markets' volumes rebounding while other declining on the back of poor investors' sentiment or lower number of trading days (lockdown or prolonged Eid breaks). EFG Hermes Brokerage (which reflect MENA and Frontier markets' executions, Structured Products and Fixed Income) total executions reached USD13.3 billion in 2Q20, down 4% Q-o-Q mainly on lower executions in Kuwait, Structured Products, Qatar and UAE. On a Y-o-Y, executions declined 11% Y-o-Y predominately on lower executions in KSA, followed by Qatar.

However, Brokerage revenues in 2Q20 came at EGP234 million, up 10% Q-o-Q, predominately on a weaker comparable quarter which included losses recorded by the Fixed Income desk of EGP44 million; yet on a Y-o-Y basis, revenues declined 21% Y-o-Y on lower revenue generated by most of the countries' operations. For 1H20, Brokerage revenue declined 24% Y-o-Y to EGP447, predominately on lower revenue generated by Egypt operations, losses incurred by the FI desk in 1Q20, and generally lower revenues generated by the rest of the MENA markets.

in EGP million	Brokerage Revenue							
	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
Egypt	114	92	126	23%	-10%	206	265	-22%
UAE	28	38	41	-26%	-32%	66	74	-11%
KSA	26	21	37	24%	-29%	47	56	-17%
Kuwait	20	33	27	-40%	-28%	53	60	-13%
Oman	0	3	3	-81%	-83%	3	7	-58%
Jordan	3	2	4	3%	-31%	5	6	-21%
Pakistan	3	5	2	-43%	77%	8	5	60%
Kenya	12	11	9	4%	25%	23	18	27%
Nigeria	8	15	22	-48%	-64%	23	27	-14%
Frontier Markets	9	7	5	15%	58%	16	19	-16%
Structured Products	7	29	17	-75%	-57%	36	36	2%
Fixed Income	5	(44)	4	N/M	43%	(39)	11	N/M
<b>Total Revenue</b>	<b>234</b>	<b>213</b>	<b>297</b>	<b>10%</b>	<b>-21%</b>	<b>447</b>	<b>585</b>	<b>-24%</b>

Source: Management Accounts

In terms of pure total commissions booked in different markets, Egypt returned to its position as the top contributor to Brokerage commissions with a 29.0% in 2Q20. Frontier markets (which includes Nigeria, Kenya, Pakistan & other Frontier executions), the UAE markets (Dubai, Abu Dhabi and Nasdaq Dubai) and KSA shared the second place with a contribution of roughly 14% each. For 1H20, Egypt secured the top position with 23.5% contribution, while Kuwait came second with 16.6%, followed by Frontier markets with a 15.7%, and UAE markets with a contribution of 15.1%.

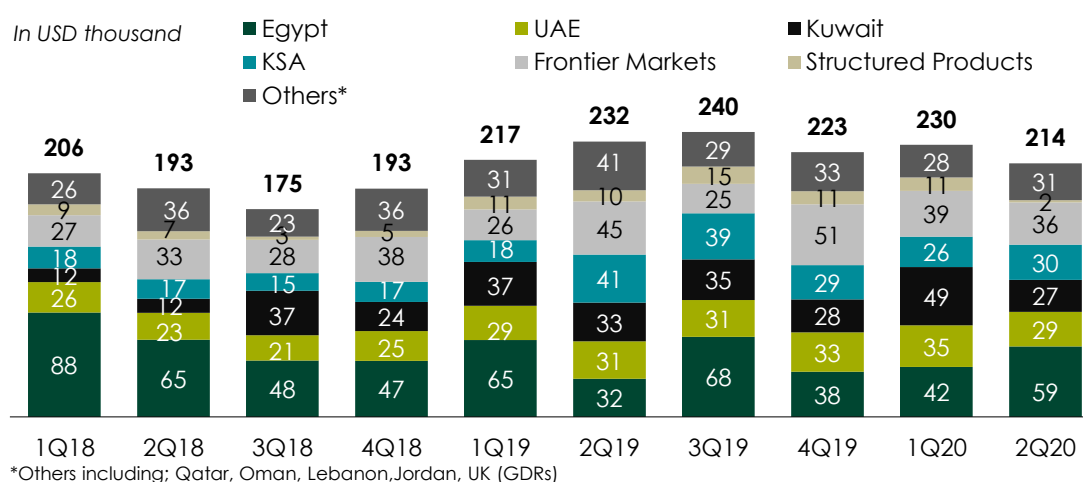
## Commissions Breakdown by Market

Markets	2Q20	1H20
Egypt	29.0%	23.5%
DFM	6.6%	6.9%
ADX	5.6%	5.9%
Nasdaq Dubai	2.0%	2.3%
KSA	14.0%	12.9%
Kuwait	13.3%	16.6%
Oman	0.8%	1.2%
Qatar	7.9%	7.4%
Jordan	0.6%	0.5%
Frontier Markets	14.2%	15.7%
Structured Products	0.8%	3.0%
Others	5.0%	4.1%
<b>Total</b>	<b>100%</b>	<b>100%</b>

Source: EFG Hermes and Regional Exchanges

The below chart highlights the average daily commissions (ADC) generated by Brokerage and reported in USD. Aggregate average daily commissions for the Brokerage business decreased 7% Q-o-Q to reach USD214 thousand in 2Q20, predominately due to lower average daily commissions generated by Kuwait; on the other hand, Egypt's average daily commissions improved as volumes increased Q-o-Q, thus supporting Brokerage's ADC for the quarter. On a Y-o-Y, average daily commissions decreased 8% mainly on lower commissions generated by Nigeria, KSA, Structured Products and Qatar.

## Average Daily Commissions



Source: EFG Hermes and Regional Exchanges



## Brokerage Market Share &amp; Executions

<i>in USD million</i>	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
<b>Egypt*</b>								
Market share	45.2%	48.0%	47.8%	-2.8%	-2.6%	46.3%	46.3%	0.0%
Executions	2,035	1,786	969	13.9%	110.0%	3,821	2,937	30.1%
<b>UAE - DFM</b>								
Market share	27.6%	39.0%	27.7%	-11.4%	-0.1%	32.8%	29.7%	3.1%
Executions	1,270	1,517	983	-16.3%	29.2%	2,787	2,019	38.0%
<b>UAE - ADX</b>								
Market share	49.6%	49.7%	39.2%	-0.1%	10.4%	49.6%	41.6%	8.0%
Executions	1,297	1,455	1,650	-10.9%	-21.4%	2,752	3,103	-11.3%
<b>UAE - Nasdaq Dubai</b>								
Market share	70.4%	47.7%	59.4%	22.7%	11.0%	58.5%	60.2%	-1.7%
Executions	1,043	779	667	33.8%	56.5%	1,822	1,122	62.4%
<b>KSA</b>								
Market share	2.5%	4.0%	7.6%	-1.5%	-5.1%	3.0%	6.4%	-3.4%
Executions	3,762	2,975	5,408	26.4%	-30.4%	6,738	7,603	-11.4%
<b>Kuwait</b>								
Market share	30.5%	34.5%	32.6%	-4.0%	-2.1%	32.7%	36.1%	-3.4%
Executions	1,891	2,836	2,194	-33.3%	-13.8%	4,727	4,749	-0.5%
<b>Oman</b>								
Market share	26.0%	21.2%	19.8%	4.8%	6.2%	22.5%	24.0%	-1.5%
Executions	46	98	75	-52.7%	-38.2%	144	185	-22.1%
<b>Jordan</b>								
Market share	12.3%	5.0%	11.7%	7.3%	0.6%	7.3%	8.6%	-1.3%
Executions	23	21	53	12.3%	-56.3%	44	83	-47.1%
<b>Pakistan</b>								
Market share	5.1%	6.1%	5.8%	-1.0%	-0.7%	5.6%	5.0%	0.6%
Executions	147	199	122	-26.2%	20.5%	345	243	42.2%
<b>Kenya</b>								
Market share	46.7%	37.4%	37.2%	9.3%	9.5%	41.8%	29.3%	12.5%
Executions	172	153	119	12.2%	44.7%	326	190	71.4%
<b>Nigeria</b>								
Market share	21.4%	25.9%	23.3%	-4.5%	-1.9%	24.2%	19.6%	4.6%
Executions	110	216	249	-49.1%	-55.9%	325	343	-5.1%
<b>Frontier</b>								
Market share	N/A	N/A	N/A	N/M	N/M	N/A	N/A	N/M
Executions	243	169	172	44.3%	41.1%	412	317	29.9%
<b>Structured Products</b>								
Market share	N/A	N/A	N/A	N/M	N/M	N/A	N/A	N/M
Executions	73	346	296	-78.8%	-75.2%	419	558	-25.0%

\*Market share calculation is based on executions excluding special transactions

\*\*Executions in Qatar, Bahrain, Lebanon, UK (GDRs) and others represent an additional 9% of total Brokerage executions in 2Q20 and 1H20

Source: EFG Hermes and Regional Exchanges

## Egypt

The Egyptian equities market rebounded in 2Q20, with the Hermes Financial Index (HFI) regaining some of its lost ground, rising 15.0% Q-o-Q and the market volumes increasing 40% Q-o-Q in 2Q20. The increase in volumes came despite the Holy month of Ramadan and this year's extended Eid Holiday falling in 2Q20.

The Firm maintained its first place ranking on the EGX for 2Q20 and 1H20, with a market share (excluding special transactions) reaching 45.2% for the second quarter and 46.3% for the first half of 2020.

Foreign participation accounted for 24% of the market in 2Q20 and 26% in 1H20, with EFG Hermes successfully capturing 50% and 55%, respectively, of the foreign flows.



## UAE – Dubai

Following COVID-19 sell-off in 1Q20, the Dubai market Index gained some of its lost value, with the DFMGI up 16.6% Q-o-Q in 2Q20. Market volumes increased 19% Q-o-Q in 2Q20 triggered by FTSE quarterly rebalancing and associated EM futures expiry in June. Moreover, the rally prompted domestic retail investors to sell the small real estate names, thus contributing further to the increase in the market's volume.

The Firm retained its number one ranking on the DFM for second quarter and first half of 2020 with a market share of 27.6% and 32.8%, respectively.

Foreign participation came at 26% in 2Q20, whereas EFG Hermes has successfully captured 41% of the foreign institutional flow. Meanwhile, foreign participation in 1H20 accounted for 27%, of which EFG Hermes captured 44%.



## UAE – ADX

On the ADX, the ADI bounced up, recovering part of its losses recorded in 1Q20, climbing 14.8% Q-o-Q in 2Q20, while volumes continued its downwards trend, declining 11% Q-o-Q.

EFG Hermes managed to win the majority of FTSE-related business in June and the Firm's value traded almost doubled M-o-M in June supported by the firm's western institutional business. This supported EFG Hermes maintain its first place spot in 2Q20 and 1H20, with a market share of 49.6% for its 2Q20 and 1H20.

Similarly, foreign participation represented 40% of the market activity in 2Q20 and 1H20; with EFG Hermes successfully capturing 54% of those foreign flows





in both periods.

### UAE – Nasdaq Dubai

EFG Hermes managed to execute most of the flow related to the delisting of DP World in the second quarter, and maintained its top ranking position in 2Q20 and 1H20 with a market share of 70.4% and 58.5% respectively.



### Saudi Arabia

The Tadawul All Share Index recouped some of its lost value, adding 11% Q-o-Q, while volumes continued to rise, more than doubling, up 102% Q-o-Q in 2Q20. The increase in volumes is attributed to ARAMCO's acquisition of 70% stake in SABIC in a transaction worth SAR260 billion.



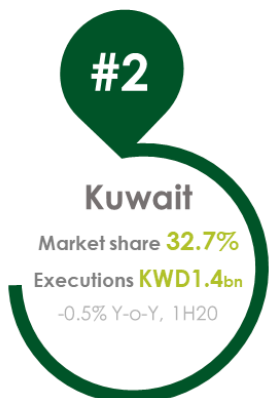
The swaps business did not exceed 0.1% of the total market's turnover in 2Q20; while, the QFI volumes reached SAR30.8 billion to account for 5.6% in 2Q20. Thus the swaps and the QFI volumes combined reached SAR31 billion 2Q20, representing 5.7% of the market's turnover; with EFG Hermes successfully capturing 4.3% of this business in 2Q20.

EFG Hermes market share came at 2.5% in 2Q20, the decline in the Firm's market share is attributed to ARAMCO's special transaction executed by another broker. Consequently, 1H20 market share declined to 3.0%. In terms of ranking, EFG Hermes held 3<sup>rd</sup> place ranking among pure brokers (non-commercial banks) and a 2<sup>nd</sup> place ranking among foreign brokers in the quarter and the first half of the year.

Moreover, in the Sukuk & Bonds market, EFG Hermes KSA's market share came at 9% and was ranked 5<sup>th</sup> amongst the general brokers' ranking during 2Q20.

### Kuwait

The Kuwait main market Index regained some of its losses recorded in 1Q20, adding 6.4% Q-o-Q in 2Q20; meanwhile, volumes declined 19.7% during the same period, amid investors' uncertainty regarding 2Q20 results and dividends distribution by the banking sector.



EFG Hermes IFA's held 2<sup>nd</sup> place in terms of ranking for 2Q20 and 1H20; with a market share of 30.5% and 32.7% respectively. The slight decline in the Firm's market share is attributed to lower foreign institutional activity in the market in addition to trading investors' mix being skewed towards retail, individuals or local funds with many of these investors executing through commercial banks' brokerage arms.

Consequently, foreign participation declined to 12% of the total market volume in 2Q20 from 17% a quarter earlier; of which EFG Hermes captured around 57% of the foreign flow in 2Q20. Meanwhile, foreign participation in 1H20 accounted for 15%, of which EFG Hermes captured



55%.

### Oman

The Omani market MSM Index rose slightly, up 2% Q-o-Q in 2Q20. Meanwhile, volumes declined 67% Q-o-Q mainly as 1Q20 included larger special transactions as compared to 2Q20.

EFG Hermes Oman's market share increased to 26% in 2Q20, as a result of an increase in HNW investors and local institutional activity. In terms of ranking, the Firm ranked 2<sup>nd</sup> in 2Q20. Moreover, the Firm's market share came at 22.5% in 1H20, with a fourth place ranking.

Foreign participation came at 17% of the market turnover, with EFG Hermes capturing 17% of those flows during 2Q20. For 1H20, foreign participation came at 12%, with EFG Hermes accounting for 23% of this foreign activity.

### Jordan

The Amman Stock Exchange Index lost 3.9% Q-o-Q in 2Q20 while volumes plummeted 74% Q-o-Q, as the market was under complete lockdown for almost half of the trading days during the second quarter (trading halted from March 18<sup>th</sup> up until May 9<sup>th</sup>).

The Firm's market share increased to 12% to come at 3<sup>rd</sup> place ranking in 2Q20, up from 5% market share and 15<sup>th</sup> place ranking in 1Q20, on the back of heightened activity by foreign institutional investors after trading was resumed. Thus taking 1H20 ranking to 9<sup>th</sup> place and market share of 7.3%.

### Pakistan

Positive news flow during 2Q20 supported the market performance, with the Pakistani Index KSE100 adding 17.8% during the quarter on positive news flow which included: the relief package announced by the government; aggressive interest rate cuts; the additional flows from the IMF, ADB and the world Bank; and with no additional taxes imposed. However volumes were muted, slipping 6% Q-o-Q in 2Q20. Foreigners continued to be net sellers, cutting down their exposure – selling c.USD155 million during the second quarter and taking the cumulative sale since the beginning of 2020 to c.USD315 million. Within the local space, retail and mutual funds were the major buyers, whereas banks were the only sellers.

EFG Hermes Pakistan market share came at 5.1% in 2Q20 versus 6.1% a quarter earlier, on lower local institutional activity and lower foreign executions.

#2

Oman

Market share **22.5%**  
Executions **OMR55.7mn**  
-22% Y-o-Y, 1H20

#3

Jordan

Market share **7.3%**  
Executions **JOD31.1mn**  
-47% Y-o-Y, 1H20

N/A

Pakistan

Market share **5.6%**  
Executions **PKR57.6bn**  
+59% Y-o-Y, 1H20

## Kenya

The Kenyan market continued its downward trend in 2Q20, with the NASI declining 1.2% Q-o-Q and volumes declining 10% Q-o-Q in 2Q20; mainly on foreign investors sell-off in favour of safe havens and losses recorded by large cap stocks, as unfavorable macroeconomic environment and uncertainties concerning the impact of COVID-19 took its toll.

EFG Hermes Kenya was ranked 1<sup>st</sup> for 2Q20 and 1H20, with a market share of 46.7% and 41.8%, respectively.

## Nigeria

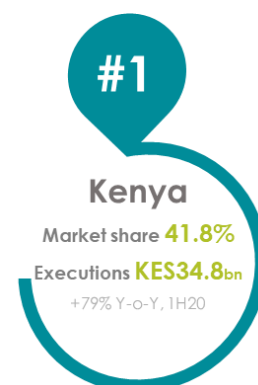
In 2Q20, the Nigerian Stock Exchange gained some of the losses recorded in 1Q20, with the Index up 14.9% Q-o-Q, as the rebound in oil prices in 2Q boosted investors' confidence, particularly local players; this together with foreign investors reinvesting into the equity market as they were unable to repatriate investment proceeds outside Nigeria. Meanwhile, volumes declined 40% Q-o-Q as Nigeria entered into a full lockdown at the beginning of 2Q20.

EFG Hermes Nigeria held first place ranking in 2Q20, with a market share of 21.4%. This takes the Firm's market share to 24.2% 1H20, representing a second place ranking.

## Vietnam

The Vietnamese market picked up in 2Q20, with the VN-Index adding 24.5% Q-o-Q in 2Q20, and volumes up 15.5% Q-o-Q. Although Vietnamese economy recorded the lowest GDP growth in the past 10 years (0.36% in 2Q20), the economy is nearly back to normal with latest PMI report of June soared to 51.1 from 42.7 in May. Meanwhile, Vietnam also attracted more FDI projects given US – China trade dispute.

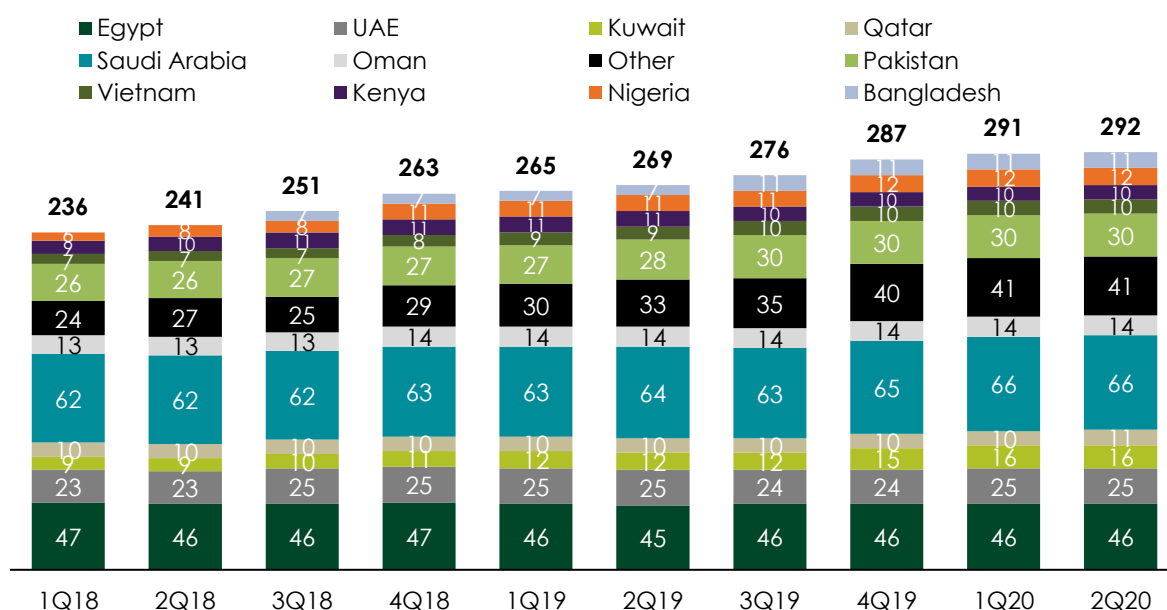
Our business in Vietnam still has not picked up in numbers materially given restriction on worldwide travelling in general and stricter foreign travelling restriction in Vietnam. The Firm's market share recorded 0.07% in 2Q20 up from 0.03% a quarter earlier.



ii. Research

Research Coverage Universe

Number of Companies



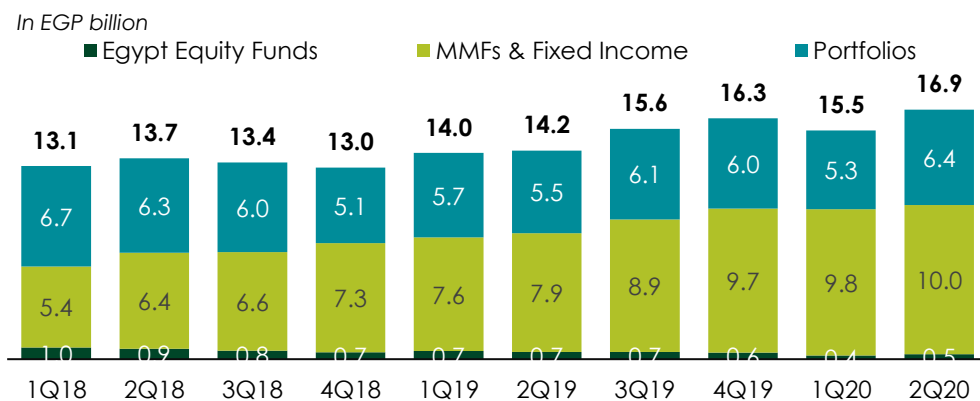
Source: EFG Hermes Research

In 2Q20, our analysts were able, whilst working remotely, to host EFG Hermes' first online conference, which received positive feedback from clients. The research team has also hosted virtual roadshows to offset the fact that analysts have been unable to travel to meet our clients across the globe –with an overwhelmingly positive feedback. In terms of our MIFID II clients and soft dollar payments, we have not seen any major knock-on effects from COVID-19, so far, but this may have a lag effect, especially as we are not arranging any company / country visits for our clients.

During the quarter, we initiated coverage on two stocks, both in MENA: i) Sulaiman Al Habib Medical Services, KSA's largest private healthcare company; and ii) Nakilat, a Qatari LNG shipping company. Overall, we cover just over 290 stocks, spread across 22 countries; however, we expect to see a large increase in frontier coverage in the next quarter.

### iii. Asset Management

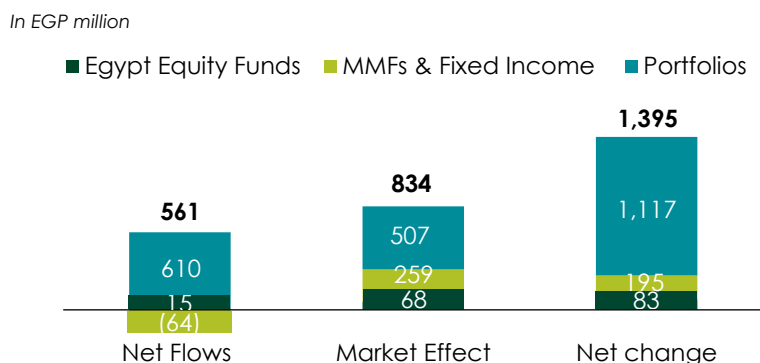
#### Egypt Assets under Management Evolution



Source: EFG Hermes Asset Management

EFG Hermes Egypt Asset Management AuMs reached EGP16.9 billion at the end of 2Q20, a decent increase of 9% Q-o-Q. The rebound in the Egyptian equity market together with the allocation of new equity portfolios were the main drivers for the AuMs growth in the second quarter. Net inflows represented 3.6%. Meanwhile, market appreciation added 5.4% to the total AuMs size.

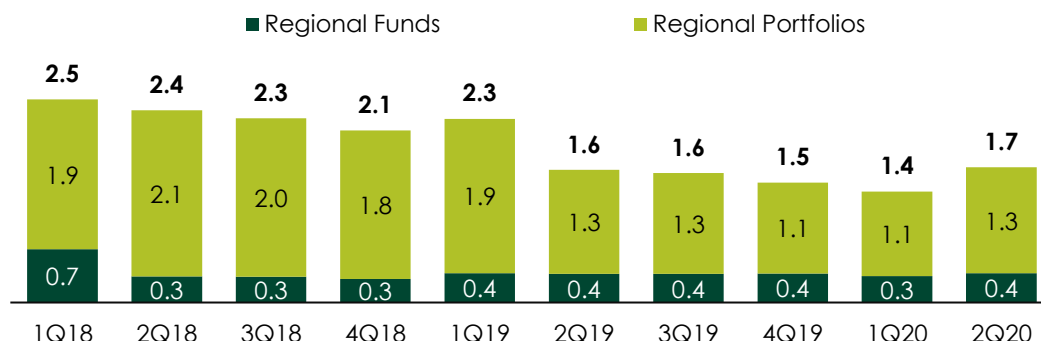
#### Quarterly Change in Egypt Mandates



Source: EFG Hermes Asset Management

### Regional Assets under Management “FIM” Evolution

In USD billion

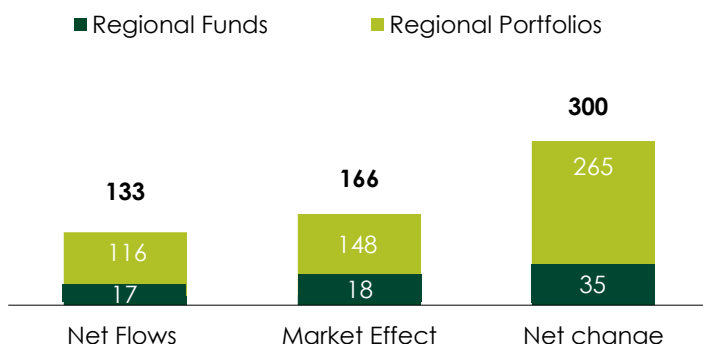


Source: FIM

EFG Hermes Regional Asset Management (FIM) AuMs increased 21.7% Q-o-Q to close 2Q20 at USD1.7 billion. This significant appreciation in the AuMs is attributed to market-wide recovery and significant investor inflows. Markets positive performance added 12.0% to the total AuMs, and net inflows represented the remaining 9.6% of the increase.

### Quarterly Change in Regional Mandates

In USD million



Source: FIM

### Funds’ Performance

FIM MENA Horizon Fund ended the quarter with a NAV/ share of USD220.71 at the end of 2Q20 versus a NAV/share of USD189.87 in 1Q20. The Fund gained 16.2% during the quarter versus the S&P Pan Arab Composite Index, which gained 11.9% over the same period. The Fund saw minor subscriptions and redemptions during the quarter.

FIM EM Frontier Fund ended the quarter with a NAV/ share of USD824.89 at the end of 2Q20 versus a NAV/share of USD721.41 in 1Q20. The Fund gained 14.4% over the quarter versus the MSCI FEM Index, which gained 14.5% over the same period. The Fund saw a minor redemption during the quarter.

FIM Saudi Long Term Opportunities Fund ended the quarter at a NAV/ share of USD924.55 at





the end of 2Q20 versus a NAV/share of USD834.95 at the end of 1Q20. The Fund saw no subscriptions nor redemptions during the quarter.

MENA Long Term Value Fund ended the quarter with a NAV/ share of USD2.26 at the end of 2Q20 versus a NAV/share of USD1.77 at the end of 1Q20. The Fund saw no subscriptions nor redemptions during the quarter.

FIM MENA Credit Fund ended the quarter at a NAV/ share of USD1,190.56 at the end of 2Q20 versus a NAV/share of USD1,019.42 in 1Q20. The Fund gained 16.8% during the quarter versus the JPM MECIGCC, which gained 11.5% over the same period. The Fund saw no subscriptions nor redemptions during the quarter.

FIM Global Sukuk Fund ended the quarter at a NAV/ share of USD1,092.41 at the end of 2Q20 versus a NAV/share of USD996.32 in 1Q20. The Fund gained 9.6% during the quarter versus the Markit iBoxx Sukuk which gained 7.8% over the same period. The Fund saw no subscriptions nor redemptions during the quarter.



#### iv. Investment Banking

In 2Q20, EFG Hermes' Investment Banking division successfully advised on one M&A and two debt transactions worth an aggregate value of USD165 million, bringing the total number of transactions concluded this year to six with a total value of USD886 million.

EFG Hermes successfully acted as the sell side advisor to Kuwait Food Company (Americana), the largest integrated food company in the Middle East, on the sale of its stake in the Egyptian Starch and Glucose Company (ESGC), through a mandatory tender offer (MTO) on the EGX. The MTO was executed in May 2020 for a total value of USD27 million, demonstrating the division's execution capabilities, completing the process within a short period of time, while maximizing value for the selling shareholders despite the current turbulent market conditions.

On the debt front, the Investment Banking division successfully concluded the USD127 million Sukuk issuance to the Arab Company for Urban Development, the real estate development arm of Talaat Mostafa Group (TMG), acting as sole financial advisor, sole lead arranger and sole bookrunner and underwriter. The issuance marked the first Sukuk issuance, as well as the largest EGP denominated private sector corporate debt issuance in the Egyptian capital market. The team also successfully issued a second securitization bond for Premium International for Credit Services worth USD11 million, which comes as part of the company's two-year program to issue EGP2 billion (USD125 million) in securitization bonds.

The successful completion of the aforementioned transactions despite the challenges presented by COVID-19 is a testament to the ability of the team to source, execute and conclude deals under adverse circumstances. EFG Hermes is expected to sustain its positive performance throughout the second half of the year, on the back of a robust pipeline of M&A, equity and debt deals.

## v. Private Equity

### Vortex Solar

Vortex platform continues to manage Vortex Solar, a 100% shareholder of 365MW solar PV farm in the UK, which was completed back in May 2017. Vortex Solar is jointly owned by Beaufort Investments (5%) - a 100% owned subsidiary of EFG Hermes Holding, Tenaga Nasional Berhad (50%) and KWAP (45%). Beaufort is the investment and asset manager of the Vortex Energy platform. On the operational front, Vortex Solar's EBITDA reached c.GBP13 million in 2Q20.

### Education

The Fund's education platform with Gems is currently preparing for the potential reopening of schools in September/October 2020. Several measures and operational procedures are currently being tested in preparation for the upcoming academic year. The platform is also in advanced discussions for a potential upcoming investment that is expected to be completed before year-end.

The education platform currently holds a portfolio of 3 investments, namely: (i) a portfolio of 4 schools located in East Cairo currently housing +6k students, (ii) a new school in Al Rehab currently under construction, expected to operate in September 2021, and (iii) a majority stake in Option Travel, the leading transport provider in Egypt.

Several other acquisition opportunities are currently being screened, while assessing uncertainties caused by the COVID-19 outbreak.

### Healthcare

EFG Hermes Private Equity has successfully acquired 80% of United Pharma, a pharmaceutical company with operations in the medical solutions sector in Egypt. The transaction successfully closed in November 2019.

United Pharma has been operating with sales successfully carried out across various distribution channels. Additionally, the company has hired a strong management team in order to support the re-operation and integration of key functions. The company is expected to further expand its business through exporting to neighboring countries in the near future.

## vi. Leasing

EFG Hermes Leasing applied several measures to navigate through the tough market environment that resulted from the outbreak of COVID-19 pandemic, including: (i) agreement with clients on reschedule plans, as needed; (ii) increase interaction with clients to ensure the sustainability of their businesses; (iii) increase focus on resilient sectors; (iv) secure new facilities; (v) focus on cross selling with Factoring; and (vi) activate collection unit. In addition, the Company merged with EFG Hermes Factoring business line to form EFG Hermes Corporate Solutions. The merge will provide synergy opportunities and operating leverage to grow at scale with minimal investment in new hires as well as unleash a larger capital base. Cross selling the two products will minimize pressure on pricing and create a competitive advantage when dealing with clients.

### Quarterly Performance

	KPIs							
	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
Number of New Contracts	20	16	25	25%	-20%	36	60	-40%
Total Outstanding Portfolio (EGP mn)	4,187	3,741	3,349	12%	25%	4,187	3,349	25%
On-books Outstanding Portfolio (EGP mn)	3,829	3,364	2,939	14%	30%	3,829	2,939	30%
NFA for New Contracts (EGP mn)	436	503	464	-13%	-6%	939	801	17%
Rec. Value of New Contracts (EGP mn)*	619	698	713	-11%	-13%	1,317	1,173	12%

\* The receivables value of the new contracts (contract value + future interest payments)

Source: EFG Hermes Leasing

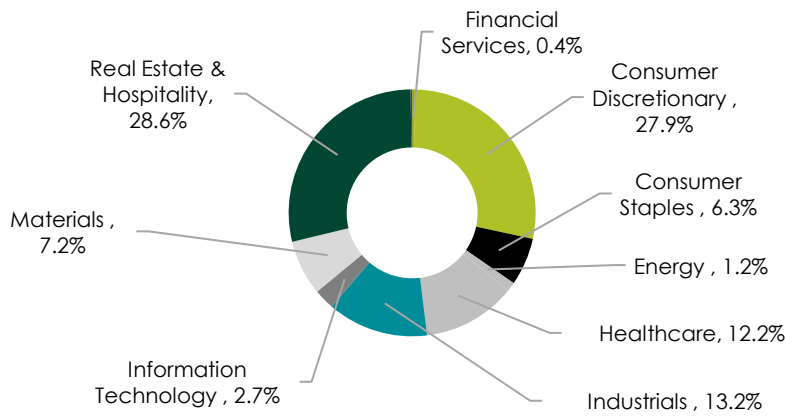
EFG Hermes Leasing closed the second quarter of the year with total bookings of EGP436 million, down 6% Y-o-Y and 13% Q-o-Q, a resilient performance amid tough operating environment in 2Q20. This brings total bookings for the first half of the year close to one billion (EGP939 million), and takes Leasing on-books portfolio to EGP3.8 billion, up 30% Y-o-Y and 14% Q-o-Q.

2Q20 included two notable deals, with the team on increasing presence in more defensive sectors such as healthcare and education.

With respect to provisioning, a more conservative methodology was applied in calculating the provisions to mitigate any unexpected impact caused by COVID-19. Additionally, the provisions committee will meet regularly to follow up and take any necessary action, if needed. Leasing booked an additional EGP6 million in provisions during the quarter to take total provisions to EGP55 million by the end of the quarter.



### Clients Industry Analysis



Source: EFG Hermes Leasing

### Market Share

FRA report for 2Q20 has not yet been released.



## vii. Micro-Finance "Tanmeyah"

## Results at a Glance and Performance Review

	KPIs								
	2Q20	2Q20**	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y
Number of Active Borrowers*	295	351	357	356	-17%	-17%	295	356	-17%
Number of Processed Applications*	80	80	103	108	-23%	-26%	183	217	-16%
Number of Loans Issued*	66	66	88	93	-25%	-29%	155	183	-16%
Outstanding Portfolio (EGP mn)	2,833	3,151	3,259	3,240	-13%	-13%	2,833	3,240	-13%
Total Number of Employees	4,510	4,510	4,503	4,198	0%	7%	4,510	4,198	7%

\*Numbers in '000

\*\*Securitized Portfolio incorporated into portfolio outstanding & active borrower figures

Source: Tanmeyah

## Securitization

Amid the challenges that ensued the COVID-19 pandemic, Tanmeyah managed to securitize EGP545 million of its portfolio. This represented the first tranche of Tanmeyah's EGP3 billion securitization program and the first ever securitization for Tanmeyah; and marks the largest securitization transaction amongst microfinance companies in Egypt.

Tanmeyah received a Prime1 (sf) credit rating in spite of the outbreak due to proven exceptional crisis management that was reflected historically in Tanmeyah's rebound from Egypt's 2011 revolution.

Whilst Tanmeyah has sufficient funding lines to cover its total portfolio, the Company is keen on having a diversified funding mix. Following the securitization transaction, total active borrowers and portfolio outstanding decreased by 17% and 13% respectively.

## Operational Update

## Sales

As the government eased restrictions in June to open up the economy, Tanmeyah's sales levels showed a slight recovery; with the average daily sales increasing 12% in June compared to the two months earlier April and May. However, total number of loans issued declined 25% Q-o-Q in 2Q20; partially on the back of: (i) strict curfew imposed by the government nationwide; (ii) one week Eid holiday for both the public and private sector; and (iii) health safety concerns.

During the quarter, with mobility constraints on the back of the spread of the Coronavirus, Tanmeyah was able to leverage on its digital transformation initiative that was launched a while ago.

Tanmeyah's partnership with GIG micro insurance yielded EGP2.8 million in revenues with over 48 thousand insurance certificates sold YTD in its branches.

## Branches

During 2Q20, Tanmeyah successfully managed to open 4 new branches, to close the quarter with a total of 277 branches; despite challenges and delays in getting approvals amid the outbreak of COVID-19.



### COVID-19 Proactive Response

To help alleviate some of the financial burden of its customers, Tanmeyah introduced several offers that are in accordance to FRA guidelines:

- Partial payment of installments due in March, April, May and June. This ranges from 10% to 50% payment.
- Doubling the remaining tenor while ensuring that the new extended tenor does not exceed the original loan tenor.

Over 85K of Tanmeyah's clients benefitted from the offers.



## viii. Consumer Finance “valu”

## Results at a Glance and Performance Overview

	KPIs								
	2Q20	1Q20	2Q19	Q-o-Q	Y-o-Y	1H20	1H19	Y-o-Y	BTD*
valu App Customers	23,195	24,323	8,906	-5%	160%	46,814	16,011	192%	123,252
Limits Activated Value (EGP mn)	248	313	107	-21%	131%	561	174	222%	1,442
Outstanding Portfolio (EGP mn)	581	494	216	18%	169%	581	216	169%	581
Number of Transactions	38,997	39,060	9,459	0%	312%	77,861	15,809	393%	147,046
Number of Merchants	721	655	305	10%	136%	721	305	136%	721
Number of Auto Loans	1	4	0	-75%	N/M	5	0	N/M	12

\*Business to date  
Source: valu

**App Business**

Measures taken by the Country during the COVID-19, which included imposed curfew and retail shops completely locked down in weekends during most of 2Q20 and during the EID break, affected the retail business in Egypt. However, valu successfully managed to compensate for the loss in business by promoting the online business as well as alternative activation channels.

During the quarter, valu focused on establishing a strong relationship with Souq.com, leveraging on its high sales during the pandemic. The Company also focused on its megastores network like (Carrefour, Hyperone, Raneen and El Morshedy) as grocery shopping was the highest selling sector during the quarter. Additionally, customers' transactions increased before weekends and the EID weeklong holiday, thus compensating for the loss in sales resulting from the measures taken by the country. This has resulted in total loans issued broadly unchanged Q-o-Q as compared to a strong 1Q20, inching down 3%. Meanwhile, the number of transacting customers increased by 6% Q-o-Q in 2Q20.

Online sales increased by 89% Q-o-Q, thus contributing to 24% of 2Q20 transactions and pushing BTC outstanding portfolio up 20% Q-o-Q to reach EGP534 million by the end of 2Q20, with the WAIR (weighted average interest rate) improving Q-o-Q

Besides marketplaces and megastores, valu has been expanding its online platform, acquiring 46 new vendors. The Company focused on enhancing the performance of its current network by inducing a list of offers and promotions and pushing to active 20 inactive merchants. These promotions included: i) introducing the Super Hatrick to some of the online vendors; ii) reducing the minimum transaction amount for selected vendors; and iii) applying a 10% discount promo code with major merchants - 2B and Souq. At the end of 2Q20, total merchant network reached 721 merchants, up 10 Q-o-Q and 136% Y-o-Y.

**Non-App Business**

valu has been focusing on the B2B business; however, activity was largely muted during the quarter given the slowdown in business activity during the quarter.





**Geographical Presence**

2Q20	1Q20	4Q19
Greater Cairo	Greater Cairo	Greater Cairo
Alexandria	Alexandria	Alexandria
Hurghada	Hurghada	Hurghada
Tanta	Tanta	Tanta
Mansoura	Mansoura	Mansoura
Portsaid	Portsaid	

Source: valU

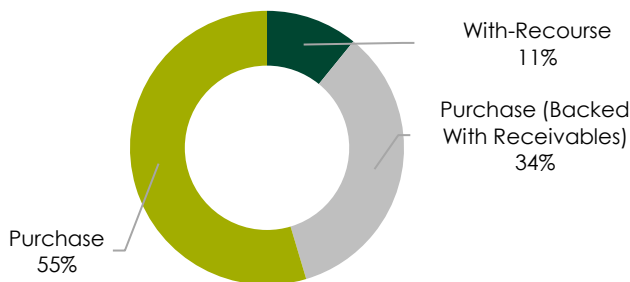


### ix. Factoring

Factoring finalized its merge with the Leasing line of business to form EFG Hermes Corporate Solutions. The merge will provide opportunities to grow at scale with minimal investment in new hires and take advantage of a larger capital base. Cross selling the two products will reduce pressure on pricing and will create a competitive advantage when dealing with clients.

By the end of 2Q20, Factoring managed to increase its portfolio by 199% Y-o-Y to stand at EGP323 million. However, the portfolio declined 1% Q-o-Q, as Factoring business funding tenors are short in nature (ranging from 3 months to one year) resulting in shifts in the portfolio size at the end of the period; this together with the slowdown seen across the economy as a result of the Global pandemic (COVID-19).

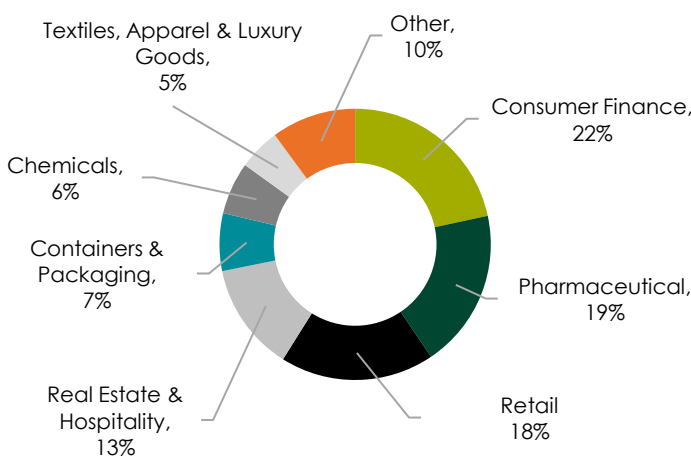
#### Portfolio Analysis



Source: EFG Hermes Factoring

The majority of Factoring's portfolio is concentrated in its Purchase product, representing a combined 89% of the total portfolio. As of 2Q20, 94% of Factoring's portfolio is denominated in EGP, while the remaining 6% split across different foreign currencies.

#### Portfolio Breakdown



Source: EFG Hermes Factoring



### Market Share

EFG Hermes Factoring succeeded in capturing a market share of 11.7% in 2Q20; despite the introduction of new players consisting of sister companies for Leasing companies and bank subsidiaries.

Ranking	Company	Market Share
1	Egypt Factors	32%
2	Drive Factoring	18.4%
3	QNB Al Ahli Factoring	14.5%
4	Contact Factoring	12.1%
<b>5</b>	<b>EFG Hermes Factoring</b>	<b>11.7%</b>

Source: EFG Hermes Factoring



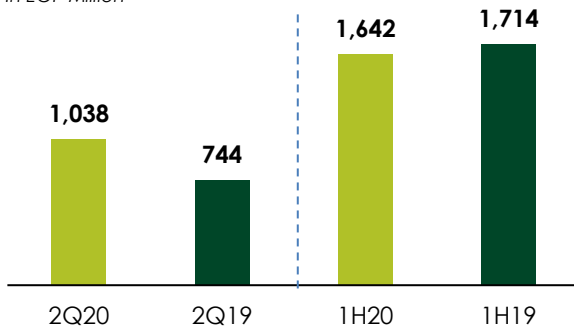
ANNEX

Contribution by Platform

Revenues

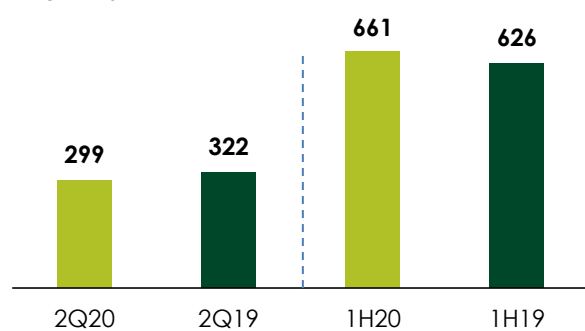
Investment Bank

In EGP Million



NBFIs

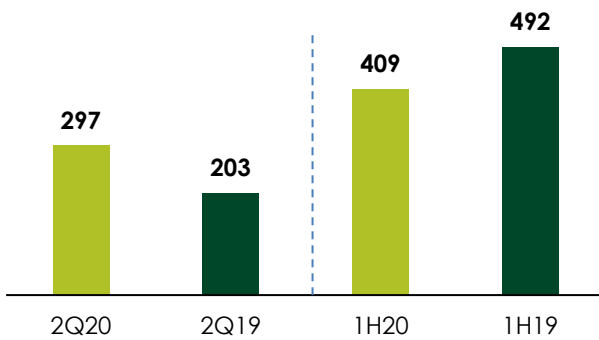
In EGP Million



NPAT

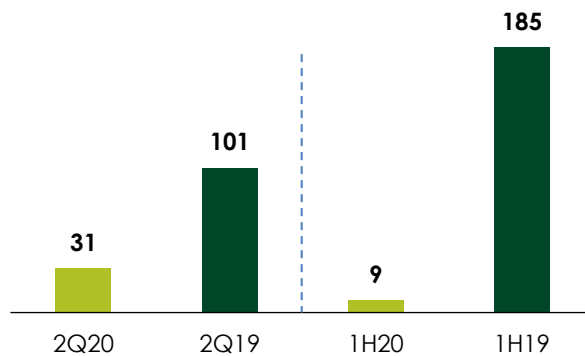
Investment Bank

In EGP Million



NBFIs

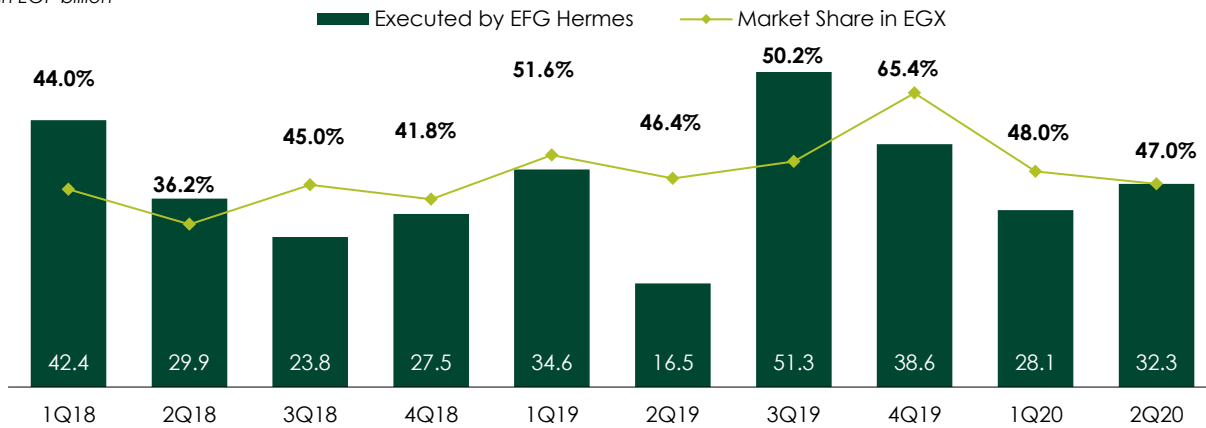
In EGP Million



### EFG Hermes Executions & Market Shares

#### Egypt\*:

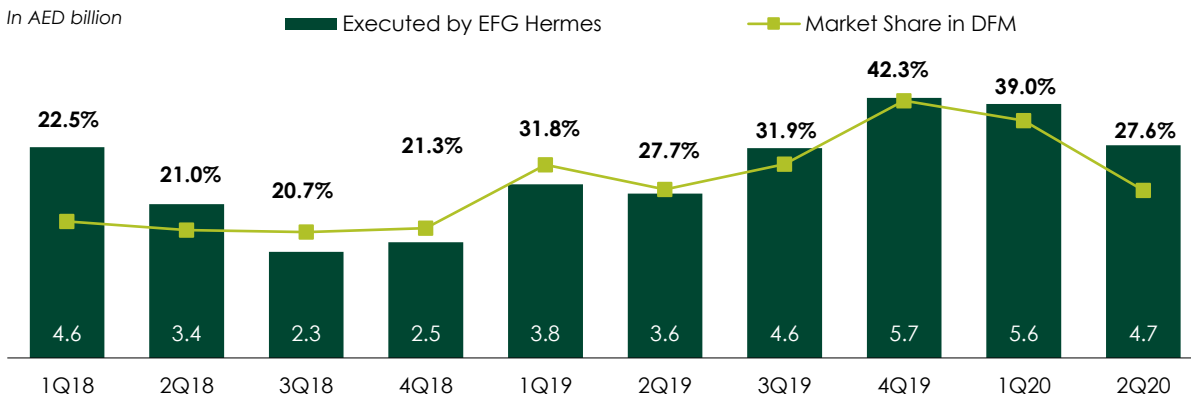
In EGP billion



\*Market share calculation includes special transactions

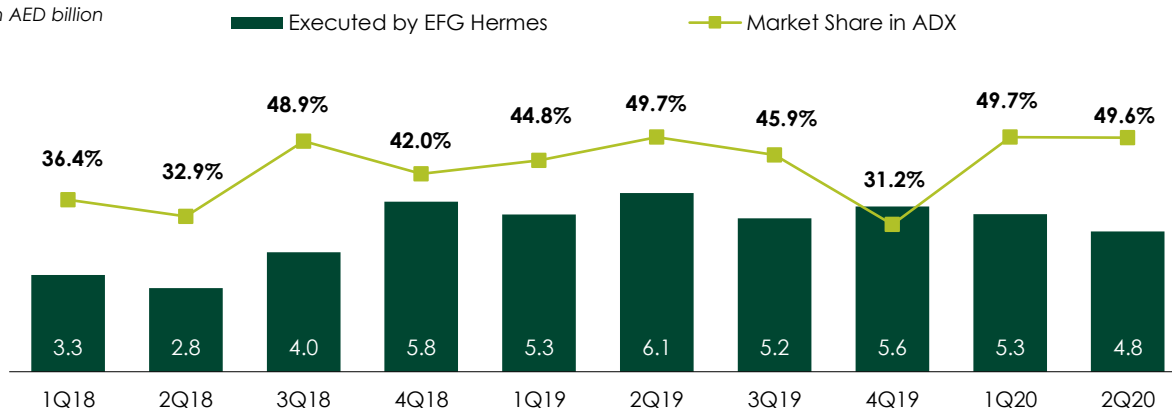
#### UAE- DFM

In AED billion

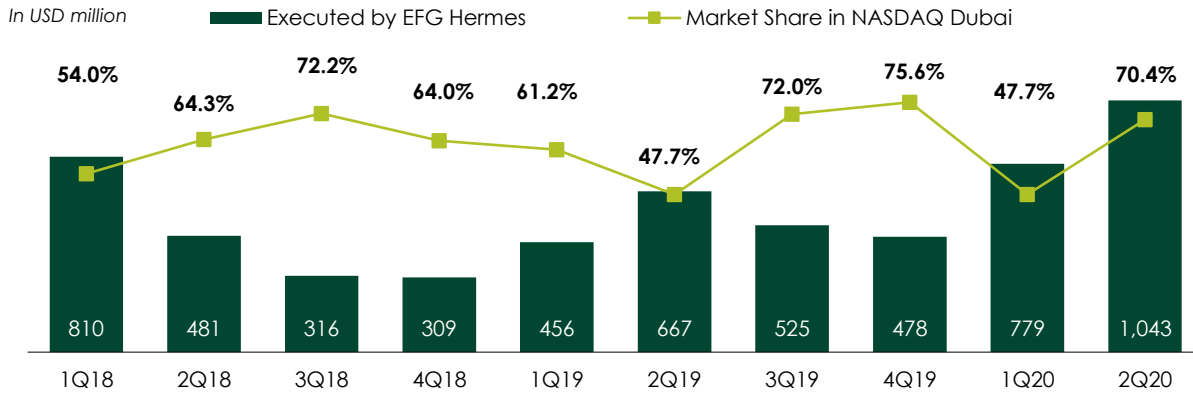


#### UAE – Abu Dhabi

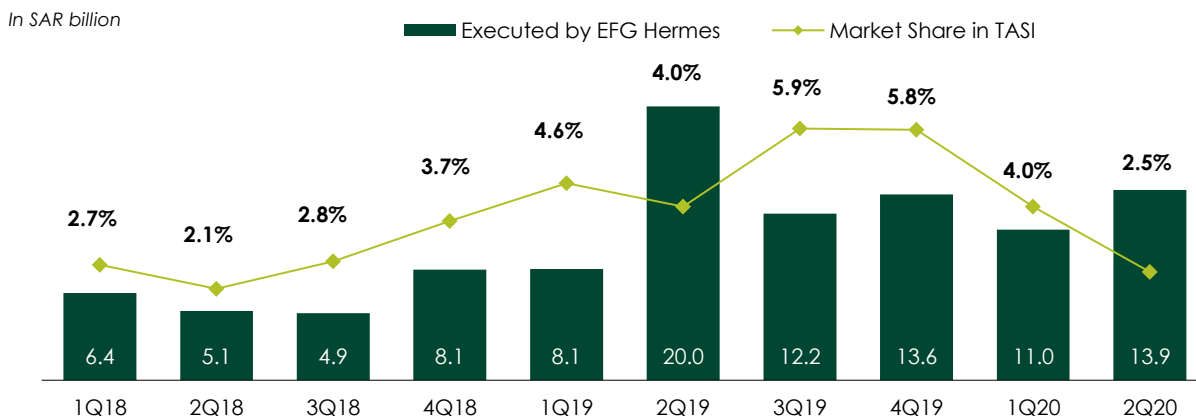
In AED billion



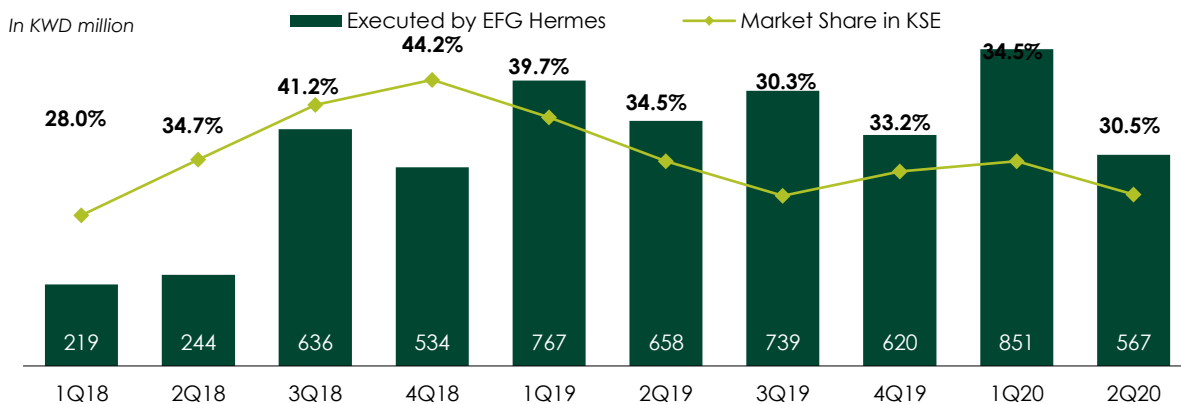
### UAE – NASDAQ Dubai



### KSA

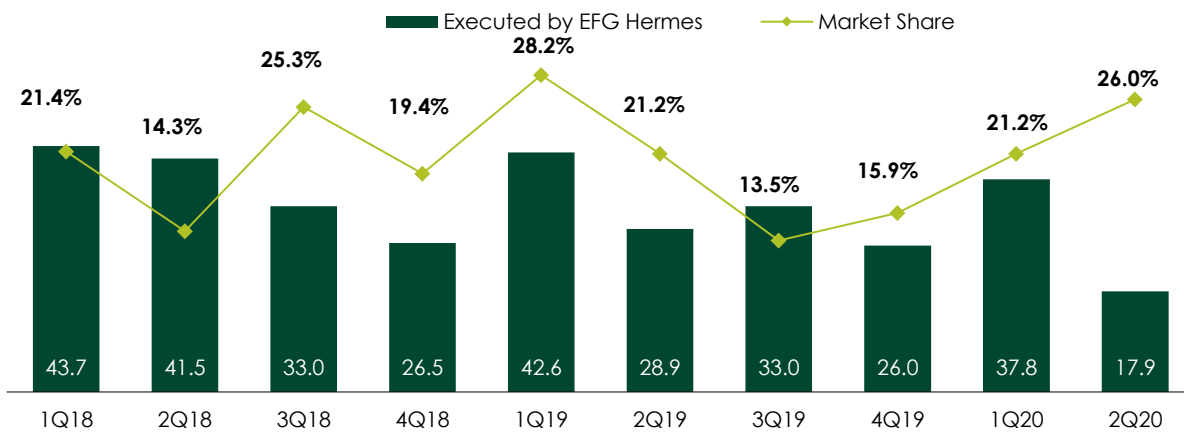


### Kuwait



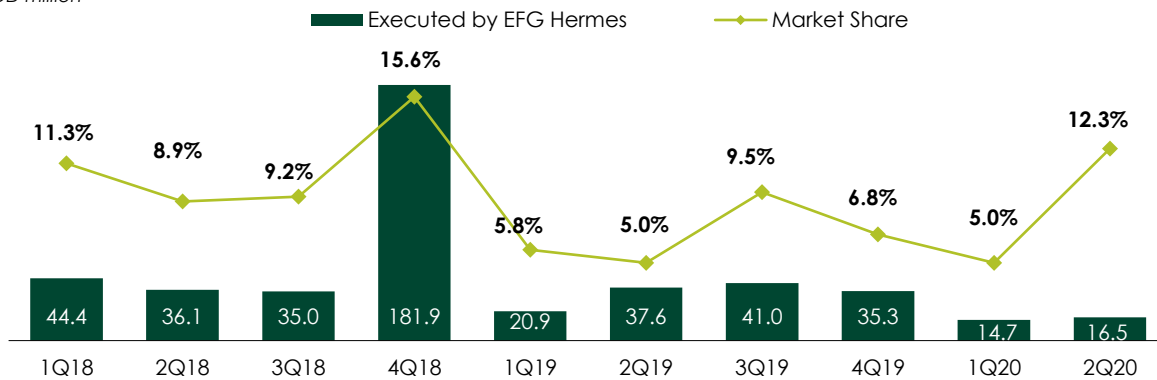
### Oman

In OMR million



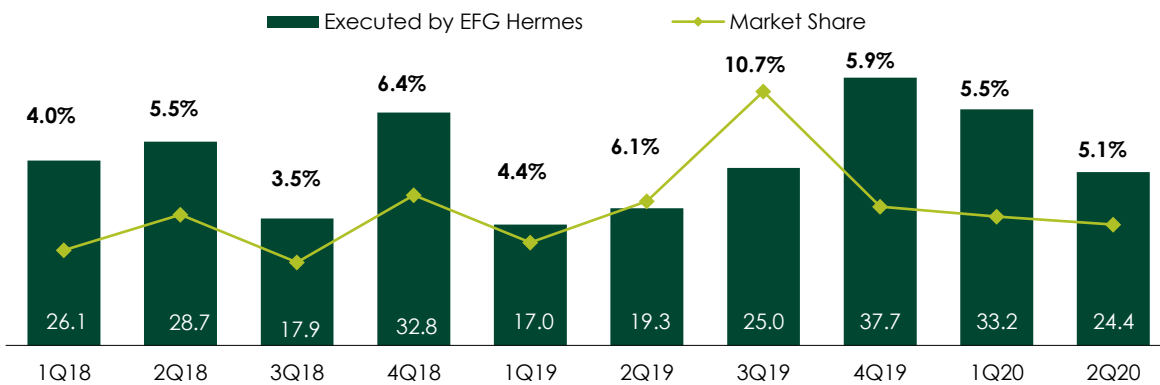
### Jordan

In JOD million

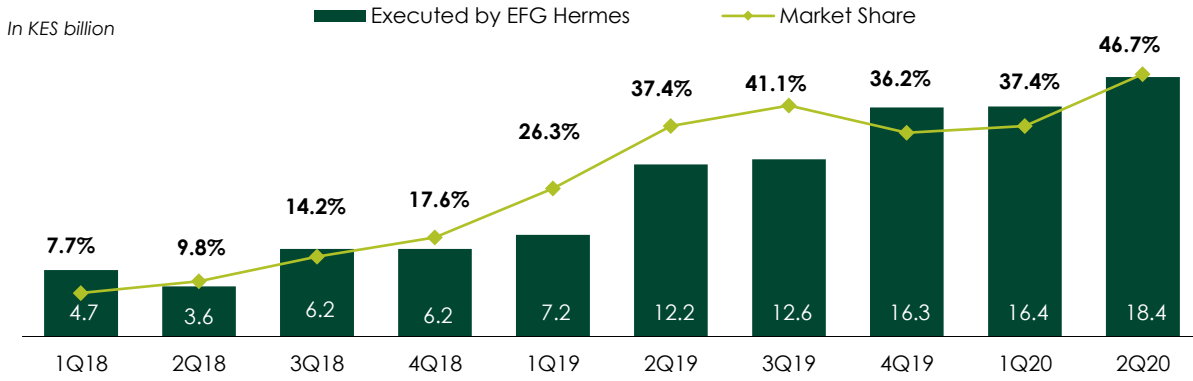


### Pakistan

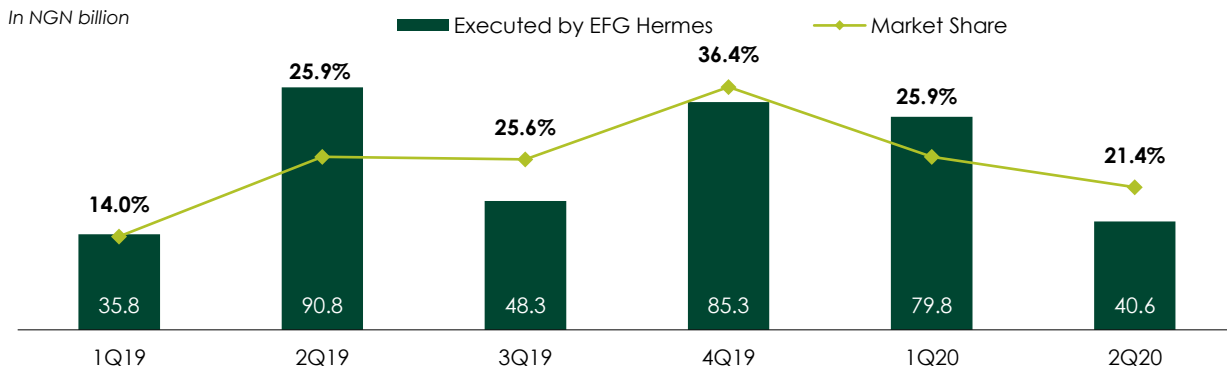
In PKR billion



**Kenya**



**Nigeria**





## Disclaimer

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In this earnings release, EFG Hermes may make forward looking statements, including, for example, statements about future new product launches, future fund raising, investment banking transactions, private equity exits, non-bank finance business outlook and the overall business strategy of the firm. Such forward looking statements by their nature may involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by these statements. Examples may include financial market volatility; actions and initiatives taken by current and potential competitors; general economic conditions; and the effect of current, pending and future legislation, regulations and regulatory actions. Furthermore, forward looking statements contained in this document that reference past trends or activities should not be taken as a representation that such trends or activities will continue. EFG Hermes does not undertake any obligation to update or revise any forward looking statements.

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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 and has an issued capital of EGP 3,843,091,115

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### Listings & Symbols

#### [The Egyptian Exchange](#)

Reuters code: HRHO.CA

Bloomberg code: HRHO EY

#### [London Stock Exchange \(GDRs\)](#)

Reuters code: HRHOq.L

Bloomberg code: EFGD LI

Bloomberg page: EFGH

Reuters pages: .EFGS .HRMS .EFGI .HFISMCA .HFIDOM

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