



EFG Holding

3Q2023/9M2023 Results Presentation



Group Overview

Group Performance Highlights

- ≡ EFG Holding (the Group) has been on a roll for the past three quarter consistently reporting strong performance. This was boosted by the Investment Bank (EFG Hermes) and aiBANK reporting sustainable increase in revenue, and moreover, contributing to bottom line growth. EFG Hermes represents the bulk of revenues and net profit generated over 3Q23 and 9M23;
- ≡ The Group revenues spiraled up 27% Y-o-Y to EGP3.0 billion in 3Q23, driven by strong Brokerage revenues, higher incentive fees booked by Egypt Asset Management and FIM, higher management fees recorded by Private Equity, and higher unrealized gains on seed capital. This in addition to the FX impact on revenues generated in USD, at the Investment Bank. Additionally, aiBANK continued to advance supported by its loan book growth and the growth in its trade finance activities;

- ≡ The Group operating expenses (including provisions & ECL) rose 22% Y-o-Y to EGP2.0 billion in 3Q23, on higher employee expenses across the three platforms and higher other G&A reported by EFG Hermes and aiBANK; with this largely reflecting inflationary pressure in Egypt and the impact of the EGP devaluation on regional offices expenses or USD denominated expenses in Egypt. However, employee expenses/revenues came at 38% in the current quarter compared to 40% in 3Q22. Meanwhile, provisions & ECL slightly declined, as the increase recorded by EFG Hermes and EFG Finance was off-set by lower ECL reported by aiBANK;
- ≡ EFG Holding Group net operating profit of EGP1.0 billion, up 40% Y-o-Y in 3Q23. Tax expense rose 16% Y-o-Y to EGP278 million, mainly on higher taxes recorded by Brokerage Egypt. Accordingly, EFG Holding Group net profit after tax and minority interest came at EGP395 million, up 24% Y-o-Y; pressured by higher taxes and minority interest related mainly to the aiBANK, followed by FIM;

- ≡ Another strong quarter for EFG Hermes, with revenues increasing 30% Y-o-Y to EGP1.4 billion in 3Q23, supported by the sell-side and the buy-side verticals. Brokerage revenues particularly in Egypt and the UAE came higher, incentive fees reported by Asset Management Egypt and FIM increased, Private Equity increased its management fees on higher AuMs, and generally the impact of the Y-o-Y devaluation on revenues generated by operations outside Egypt. This overshadowed lower Holding & Treasury Activities and Investment Banking revenues;
- ≡ EFG Hermes operating expenses rose 34% Y-o-Y to EGP1.0 billion in 3Q23, driven by higher employee expenses, higher other G&A and ECL booked during the quarter. The increase in salaries and operating expenses Y-o-Y reflect the impact of the non-Egypt operations/offices expenses, the USD denominated expenses in Egypt and the high inflation levels in Egypt Y-o-Y. Meanwhile, the increase in provisions & ECL represents higher ECL taken for Investment positions;

Group Overview

Group Performance Highlights – Cont'd

- ≡ EFG Hermes reported net operating profit of EGP390 million, up 22% Y-o-Y in 3Q23. Taxes and deferred taxes rose 53% Y-o-Y to EGP123 million, with the increase in taxes mainly attributed to the profitability of the Brokerage companies in Egypt. Accordingly, EFG Hermes reported a net profit after tax and minority of EGP189 million, down 6% Y-o-Y;
- ≡ EFG Finance platform revenues came flat Y-o-Y at EGP666 million in 3Q23 as higher revenues recorded by valU was offset lower revenues reported by Tanmeyah, Leasing and losses reported by Finance Holding on the back of losses recorded by its portfolio of associates on its revenue line;
- ≡ EFG Finance operating expenses rose 7% Y-o-Y to EGP538 million, mainly on higher employee expenses to reflect inflation in Egypt, followed by higher provisions to mirror the ECL models. meanwhile, other operating expenses were broadly unchanged Y-o-Y;
- ≡ EFG Finance net operating profit declined 20% Y-o-Y to EGP129 million, as revenues came flat while expenses increased Y-o-Y. Consequently, net profits after tax and minority decline 51% Y-o-Y to EGP30 million, on higher depreciation;

- ≡ aiBANK reported revenues of EGP890 million in 3Q23, up 53% Y-o-Y; driven by stronger net interest income on the back of the Y-o-Y growth in interest earning assets, jointly with higher fees & commissions as trade finance volumes increased Y-o-Y;
- ≡ aiBANK operating expenses including provisions & ECL rose 18% Y-o-Y to EGP408 million in 3Q23, on higher salaries on the back of promotions, inflation, and new hires during 3Q23; higher other G&A expenses to reflect high inflation levels in Egypt and the devaluation impact on USD denominated expenses. However, provisions & ECL declined comparatively as the bank enhanced its coverage ratios in previous quarters, in addition to the higher ECL required for some of its investments in the comparable quarter;
- ≡ The Bank's net profit after tax rose 214% Y-o-Y to EGP345 million (of which the Group's share is EGP176 million) in 3Q23, as revenues growth outpaced the growth in expenses.

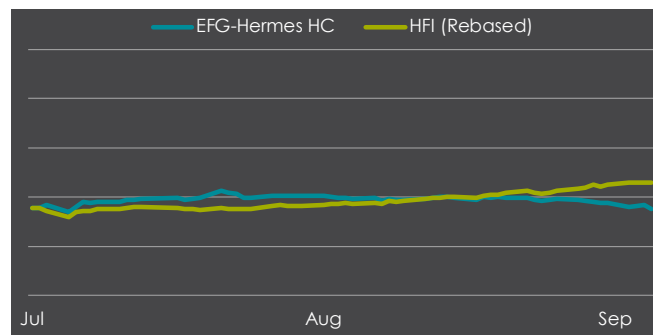
Group Overview

Share Information

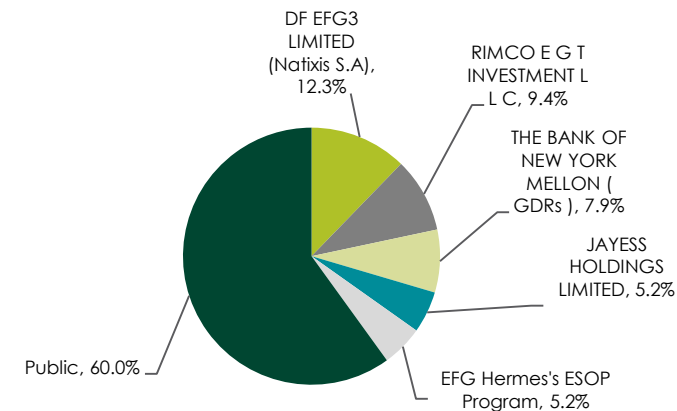
Stock Performance 3Q23

Close **14.75** ▼ **2%** Q-o-Q
 Open **15.04** Hi **16.60** Lo **14.45**
 Average Daily Turnover
EGP84.0 mn ▼ **44%** Q-o-Q
 Market Cap **EGP21,529 mn** Shares **1,459.60 mn**

Stock Price Performance



Shareholders structure



*Shareholders structure as of 30th of September, 2023

Analyst Recommendations Analysis

Institution	Recommendation	Target Price	Date
HSBC	Hold	14.3	Oct-23
Arqaam*	Buy	17.9	Jun-23
CI Capital*	Buy	18.4	Apr-23
Beltone*	Buy	17.0	Mar-23
Al Ahly Pharos*	Buy	18.3	Mar-23

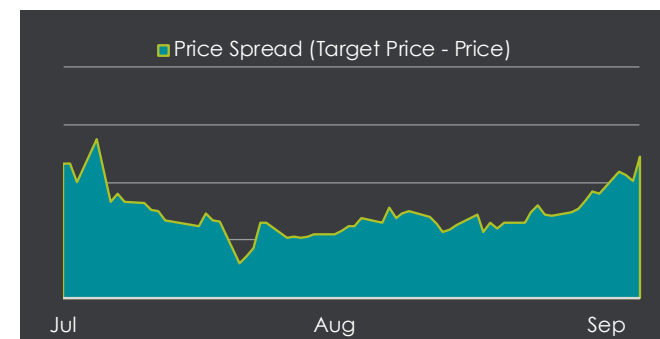
*Target prices adjusted for bonus shares distribution of 1 to 4

Consensus Recommendation

Buy 4 **80%**
Hold 1 **20%**
Sell 0 **0%**
Average Target Price **EGP 17.19**
Spread* **EGP 2.44**
Potential Upside **17%**

* Based on 30th of September, 2023 closing price

Price Spread

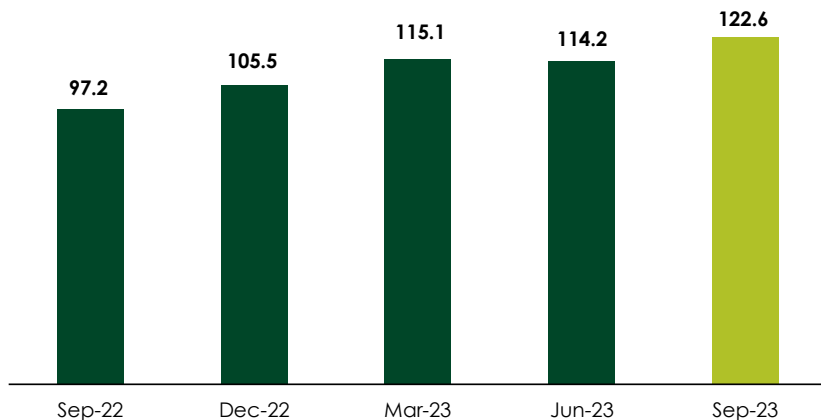


Group Overview

Balance Sheet

Total Assets,
up 7% Q-o-Q

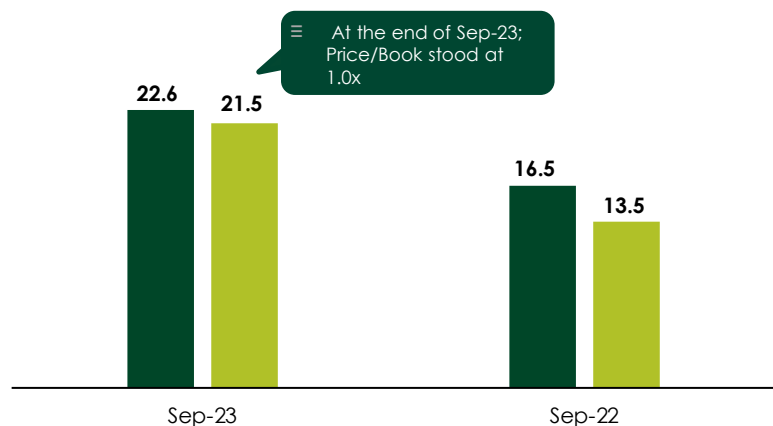
In EGP bn



Total Equity/Market capitalization

In EGP bn

■ Shareholders' Equity* ■ Market Capitalization



* Equity Attributable to Shareholders

EFG Holding Balance Sheet as at 30th of September 2023

Assets - Liabilities	In EGP million
Cash and Cash Equivalents	33,282
NBFIs Loans Receivable	12,189
Commercial Bank Loans	22,664
Investment in Associates	798
Merchant Banking Loans	268
Asset Management Seed Capital	4,968
Private Equity Seed Capital	2,074
Fixed Assets and Real Estate	2,533
Clients Investments at FVTPL (Structured Products)	790
Payables to Clients at FVTPL (Structured Products)	(790)
(Receivables - Payables)	(13,714)
(Other Assets - Other Liabilities)	(3,082)
Goodwill and Other Intangible Assets	2,351
Trading and AFS Investments	5,335
Investments at Amortized Cost	14,972
Customer Deposits	(51,845)
Short Term Bonds	(748)
Short & Long term Loans*	(5,625)
Minority	(3,866)
Total	22,554

*Predominantly includes NBFIs borrowings.



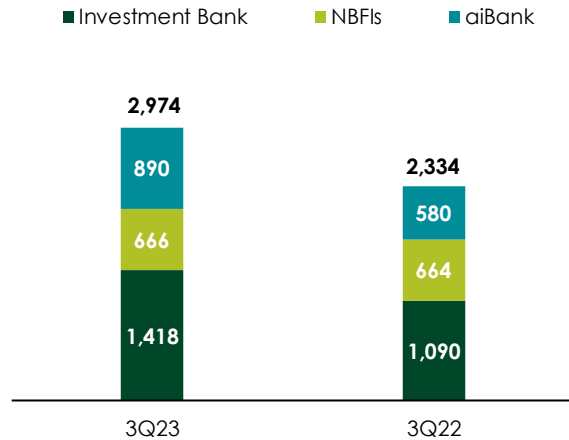
I. Third Quarter Results Review – 3Q2023

Group Overview

Group Financial Highlights – 3Q2023

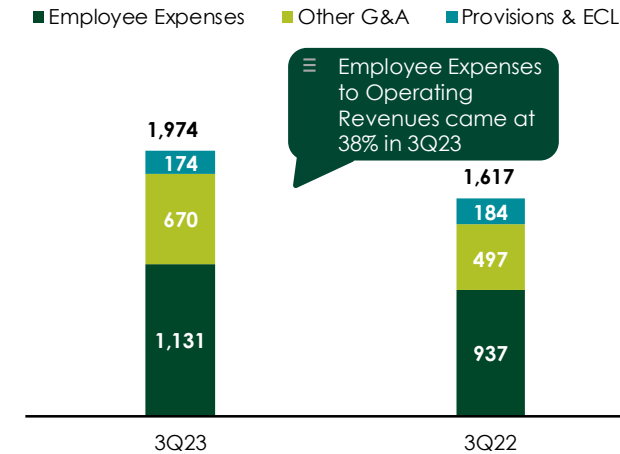
EFG Holding Net Operating Revenue, up 27% Y-o-Y

In EGP mn



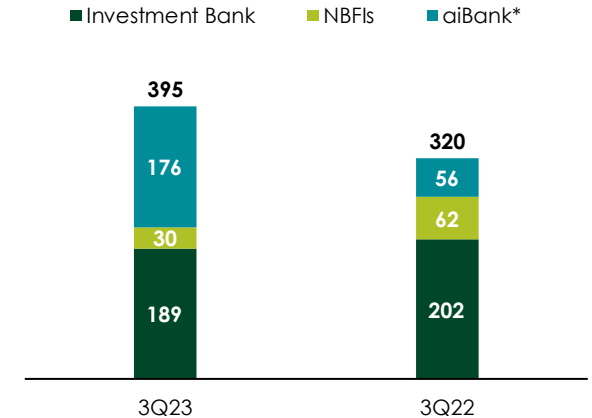
EFG Holding Operating Expenses, up 22% Y-o-Y

In EGP mn



EFG Holding Net Profit After Tax and Minority Interest, up 24% Y-o-Y

In EGP mn

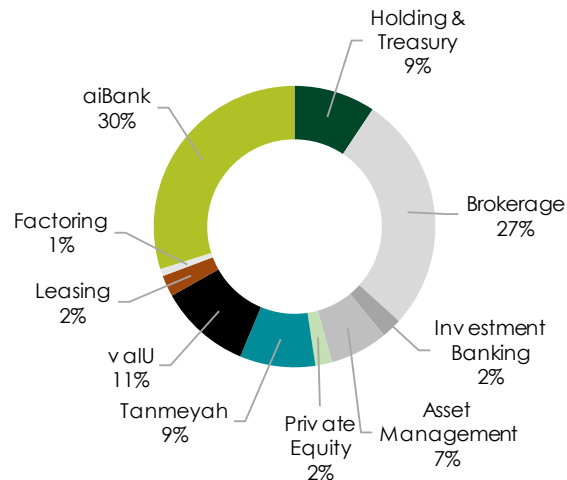


EFG Holding Revenues Contribution by Platform

Investment Bank NBFIs aiBank

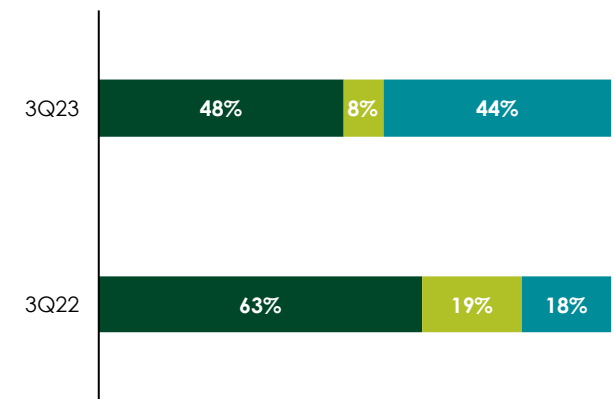


Revenue Breakdown By Line of Business



NPAT Contribution by Platform

Investment Bank NBFIs aiBank

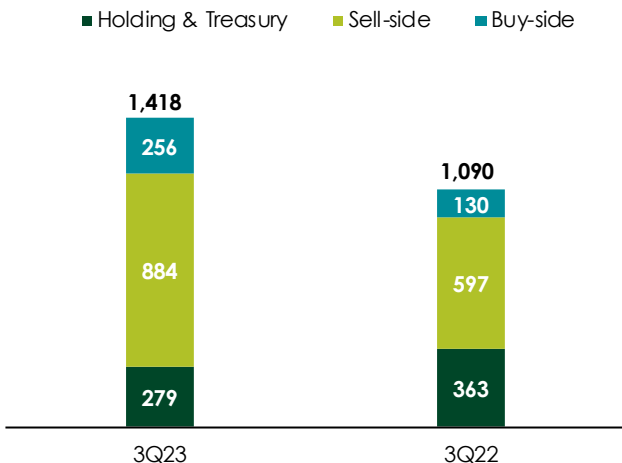


EFG Hermes Overview

EFG Hermes Highlights – 3Q2023

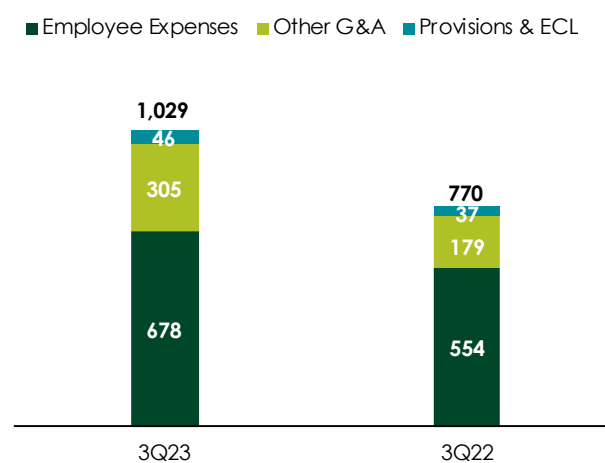
EFG Hermes Revenues, up 30% Y-o-Y

In EGP mn



EFG Hermes Expenses, up 34% Y-o-Y

In EGP mn



EFG Hermes Operational Highlights

USD **20.9** bn

Brokerage Executions
3% Y-o-Y, 13% Q-o-Q

354
companies

Research Coverage

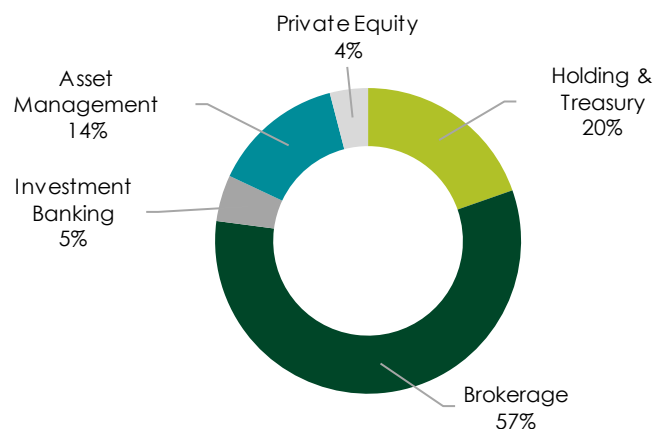
USD **0.4** bn

Investment Banking
Deals Size

USD **4.7** bn

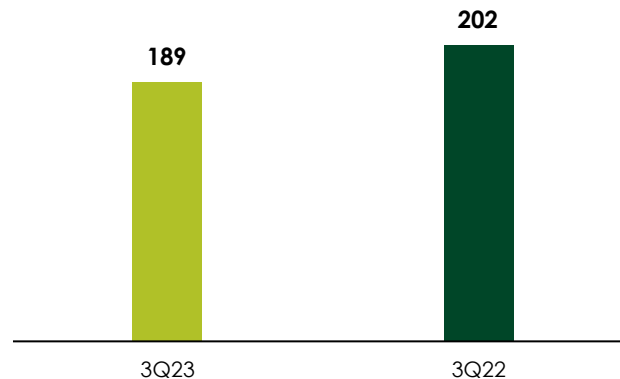
Buy-Side AuMs
-4% Q-o-Q, 3% Y-o-Y

EFG Hermes Revenues Contribution



EFG Hermes Net Profit After Tax and Minority Interest, down 6% Y-o-Y

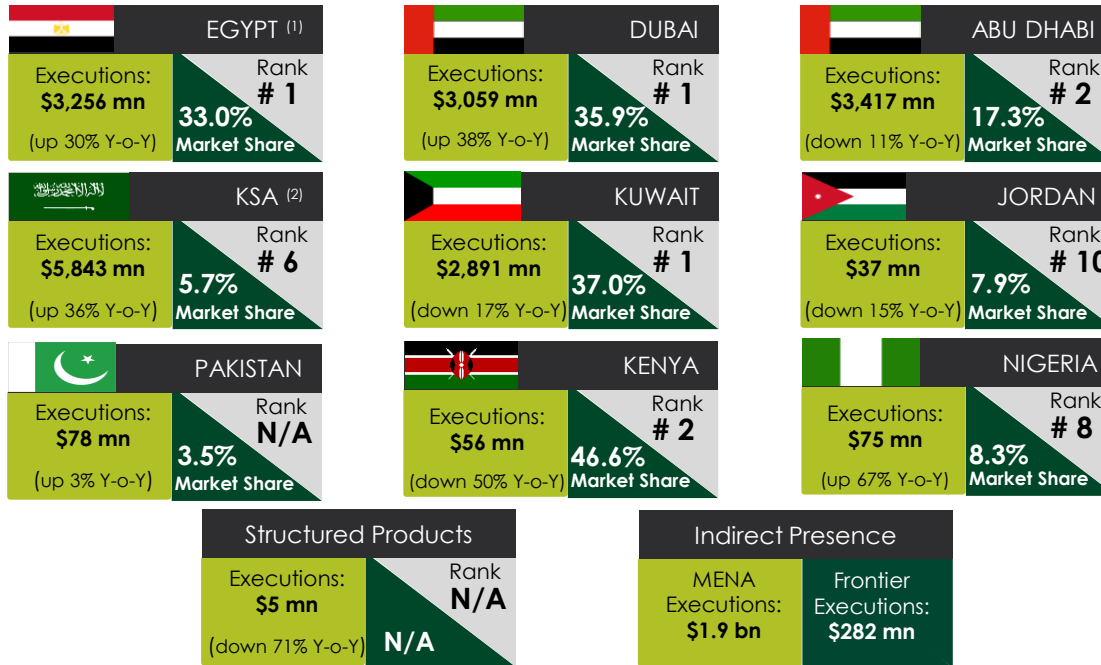
In EGP mn



EFG Hermes Overview

Brokerage Overview – 3Q2023

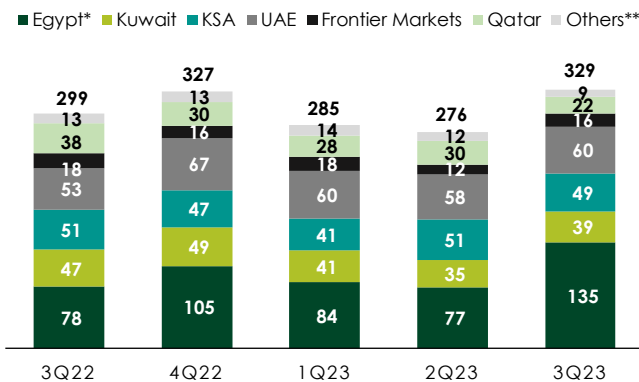
Executions and Market Shares



(1) Excluding special transactions and including UK (GDRs)
 (2) Over brokers only

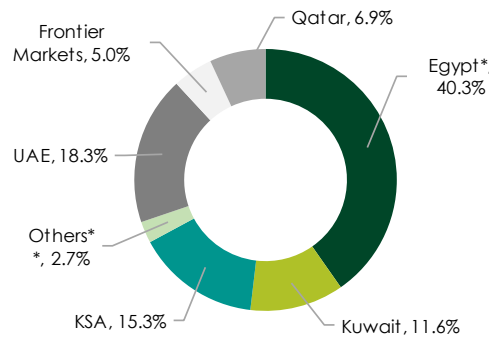
In USD thousand

Average Daily Commissions



*Egypt includes UK (GDRs)
 **Others including: Oman, Lebanon, Jordan, Bonds, Structured products, and EFG Hermes One

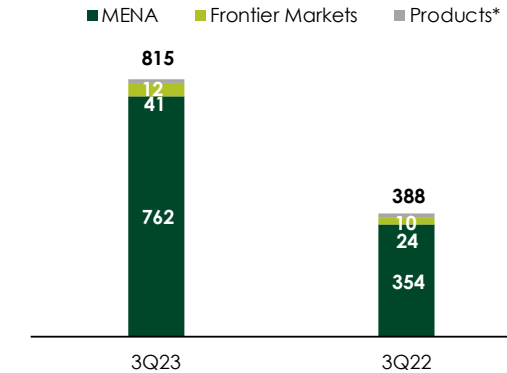
Fees Contribution by Market/Product



*Egypt includes UK (GDRs)
 **Others including: Oman, Lebanon, Jordan, Bonds, Structured Products, and EFG Hermes One
 ***Based on 3Q23 figures

Brokerage Revenue by Region

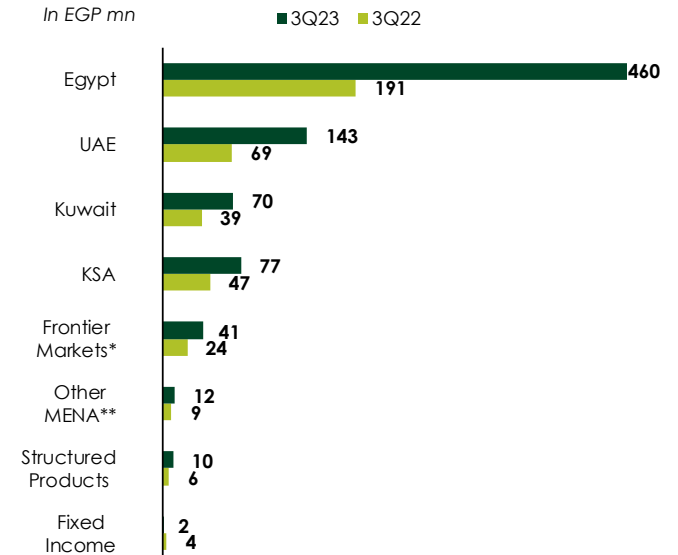
In EGP mn



* Includes Structured Products and Fixed Income

Brokerage Revenue by Country (Operations)

In EGP mn








* Frontier Markets includes Pakistan, Nigeria, Kenya, and Other Frontier markets
 **Other MENA includes: Oman, Jordan, and Bahrain

EFG Hermes Overview

Investment Banking and Research Overview – 3Q2023

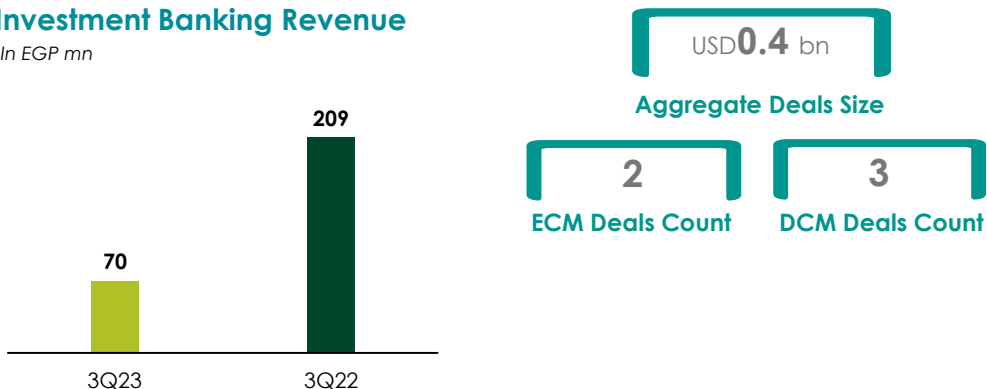
Investment Banking

 <p>Securitization</p> <p>(USD 29,854,176)</p> <p>Financial Advisor, MLA, and Underwriter</p> <p>September 2023</p>	 <p>Advisory on Initial Public Offering</p> <p>(US\$ 290,400,000)</p> <p>Joint Bookrunner</p> <p>September 2023</p>	 <p>Securitization</p> <p>(USD 32,369,216)</p> <p>Financial Advisor, MLA, and Underwriter</p> <p>September 2023</p>	 <p>Securitization</p> <p>(USD 15,292,697)</p> <p>Financial Advisor, MLA, and Underwriter</p> <p>July 2023</p>	 <p>Advisory on Technical Listing</p> <p>N/A</p> <p>Financial Advisor</p> <p>July 2023</p>
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- On the equity front, EFG Hermes acted as the sole financial advisor on the listing of TAQA Arabia, on ("EGX"). The listing has set various precedents in the Egyptian market, being the first public offering of a privately-owned energy company and the largest listing on the EGX since 2021. Additionally, the firm acted as Joint Bookrunner on the USD290 million IPO of Lumi Rental Company, one of the leading car rental companies in Saudi Arabia, on the Tadawul exchange. The IPO garnered significant demand from local, regional, and international investors, being 94.5x oversubscribed.
- On the debt front, the team successfully concluded advisory on three debt transactions. The team successfully advised valu on its sixth securitized bond issue, in a transaction worth USD 30 million. Additionally, the team concluded the USD 33 million securitized bond issuance for EFG Corp Solutions, marking a significant expansion of EFG Corp Solutions' securitization program, which increased its value from EGP 3.0 billion to EGP 6.0 billion. The division also advised Palm Hills Developments on its securitized bond issuance, in a USD 15 million transaction, further strengthening the Firm's relationship and longstanding track record with one of Egypt's leading real estate developers.

Investment Banking Revenue

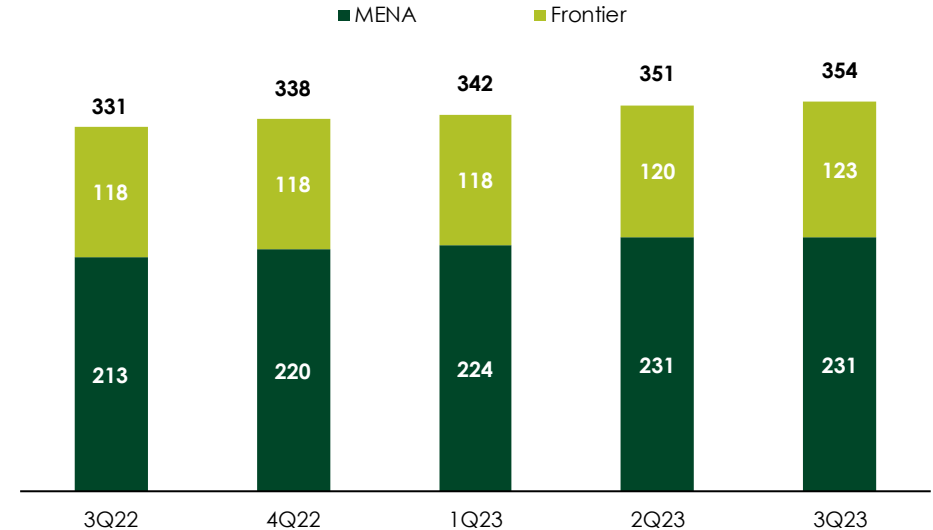
In EGP mn



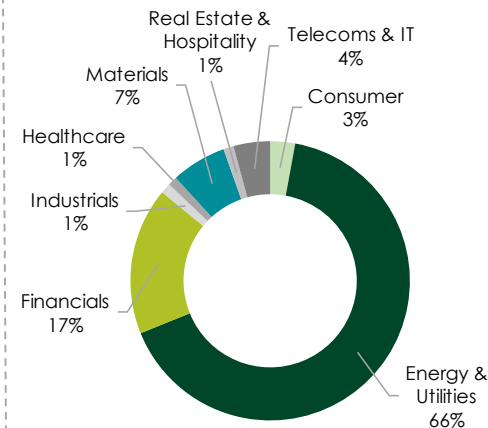
Research

Research Coverage Universe

Number of Companies



Research coverage by Sector



- In 3Q23, EFG Hermes's Research team initiated coverage on three new stocks, which included coverage of a new country, Thailand. The team initiated coverage on Thai Beverage, Kenyan Bank NCBA, and ADNOC Logistics & Services, bringing the stocks covered to 354 stocks in 26 countries.

EFG Hermes Overview

Asset Management Overview – 3Q2023

Egypt Asset Management

Assets Under Management

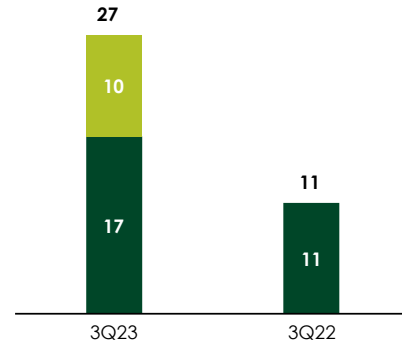
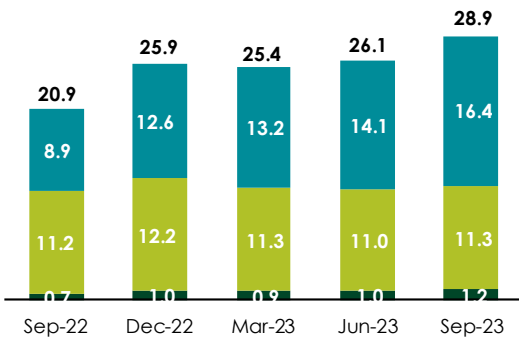
In EGP bn

Revenue Breakdown

In EGP mn

Portfolios Money Market & FI Equity Funds

Management Fees Other Fees*



Regional Asset Management “FIM”

Assets Under Management

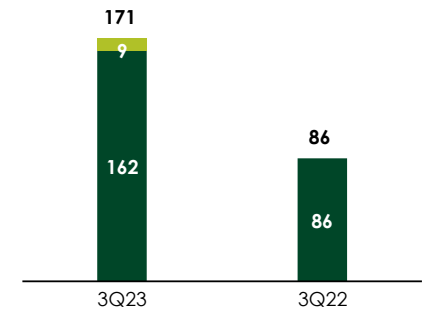
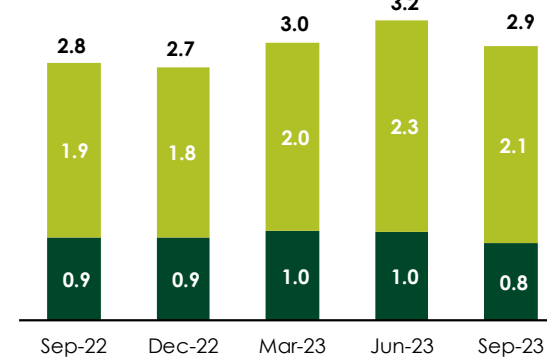
In USD bn

Revenue Breakdown

In EGP mn

Funds Portfolios

Management Fees Other Fees*



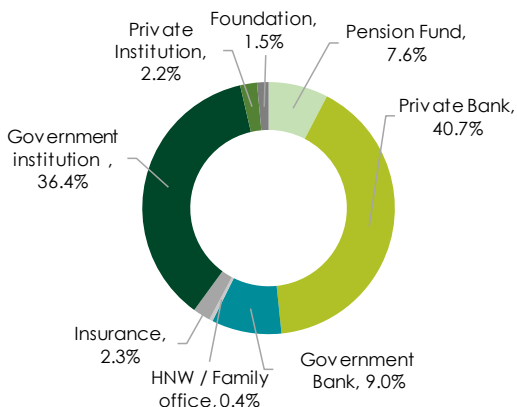
* Other Fees include incentive fees and other net revenues

AuMs Breakdown by Investor Type

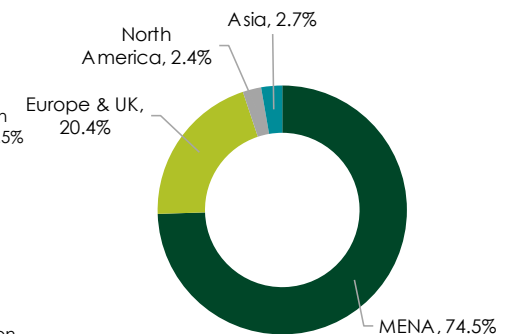
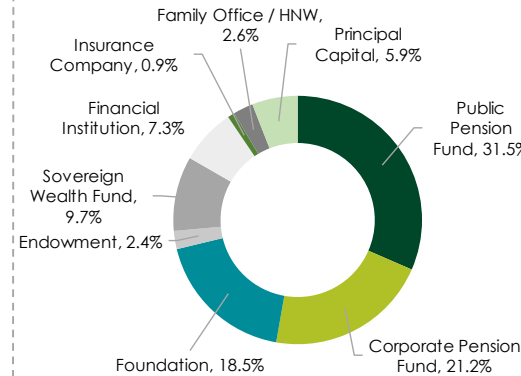
AuMs Breakdown by Region

AuMs Breakdown by Investor Type

AuMs Breakdown by Region



MENA, 100%



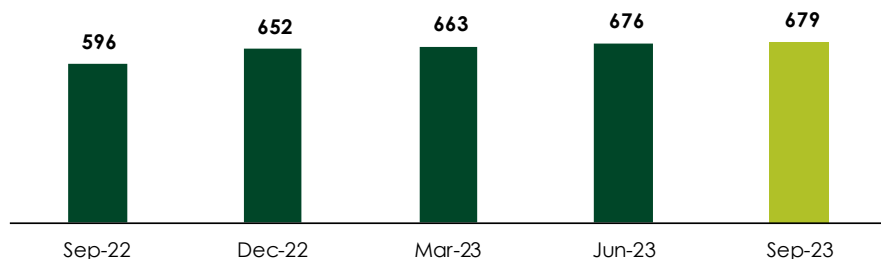
EFG Hermes Overview

Private Equity Overview – 3Q2023

Private Equity

Private Equity AUMs Evolution

In USD mn

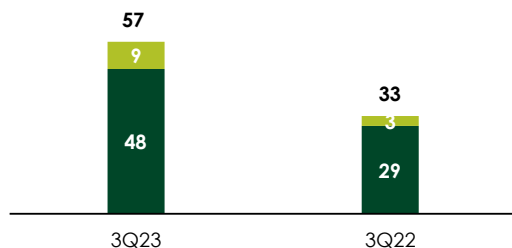


- Vortex Energy IV, a global renewable energy platform managed by the private equity arm of EFG Hermes, currently manages two companies, Ignis Energy and EO Charging and spans across two verticals within the energy transition sector, renewable energy and e-mobility, respectively.
- Vortex Energy has been progressing its fundraising for the Vortex Energy IV, LP while looking to deploy further capital across the Energy Transition landscape.
- The Fund's education platform (EEP) now encompasses around 25 assets including K-12 schools, pre-schools, education content development business and a transportation business to serve the platform's transportation needs. The platform's total capacity is now reaching c.23k students with over 12k enrolled students across its different assets.

Private Equity Revenue

In EGP mn

■ Management Fees ■ Other Fees*



* Other Fees includes incentive fees and other net revenues

Awards/Rankings

- GLOBAL FINANCE**
Best Investment Bank in Egypt
Best Equity Bank in Middle East
Global Finance – Best Investment Banks Awards 2022
- AFRICAN BANKER AWARDS 2023**
Best Fintech Startup in North Africa: BNPL Service
Africa Bank 4.0 Awards (North Africa 2023)
- AFRICAN BANKER AWARDS**
Deal of the Year – Equity (ADNOC Gas)
African Banker Awards
- AFCM**
Best Broker in Egypt & Dubai
AFCM
- EMEA Finance - Middle East Banking Awards 2022**
Best M&A House in MENA
Best M&A Deal in MENA
Best IPO in Middle East, MENA, EMEA
Best Equity Deal in Middle East, MENA, EMEA
- EUROMONEY**
Best Investment Bank in Egypt
Euromoney – Awards for Excellence
- EGX Awards 2023**
Best Performing Brokerage Firm
The Egyptian Exchange
البورصة المصرية
- THE GLOBAL ECONOMICS**
Best Financial Intermediary in Egypt
Global Economics
- World Business Outlook**
Leading Lifestyle Enabling Solution & Fintech Platform in Egypt
Most Convenient and Comprehensive Financial solutions Provider in Egypt
Best BNPL Solutions in MENA

EFG Finance Overview

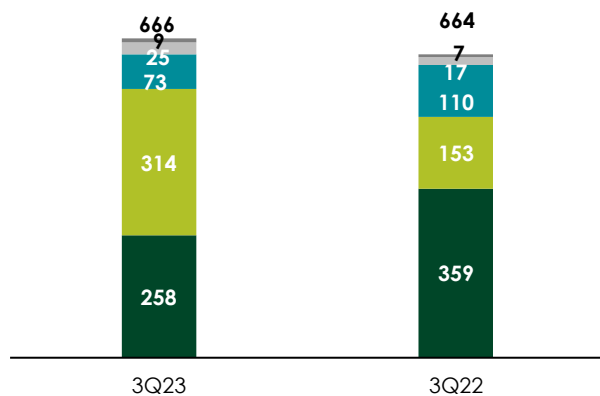
EFG Finance Highlights – 3Q2023

EFG Finance Revenues, flat Y-o-Y

In EGP mn

In EGP mn

■ Tanmeyah ■ valU ■ Leasing ■ Factoring ■ Fatura

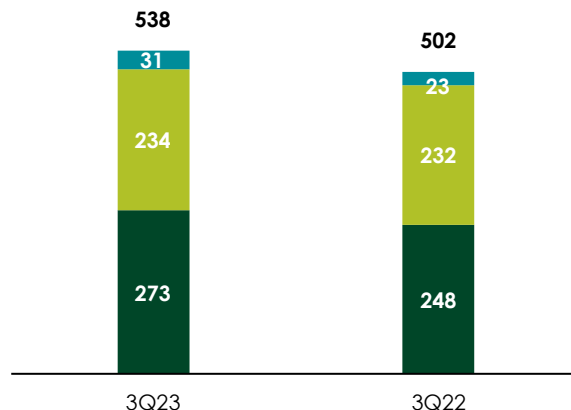


EFG Finance Expenses, up 7% Y-o-Y

In EGP mn

In EGP mn

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

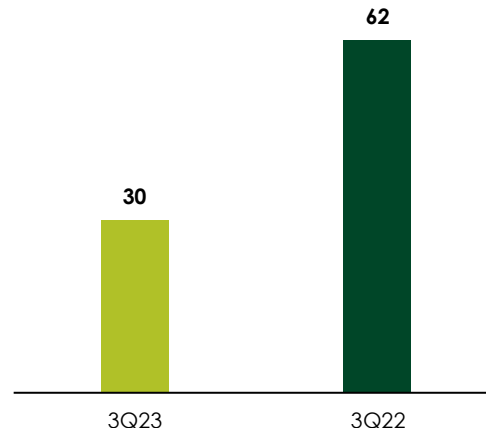


EFG Finance Net Profit After Tax and Minority Interest, down 51% Y-o-Y

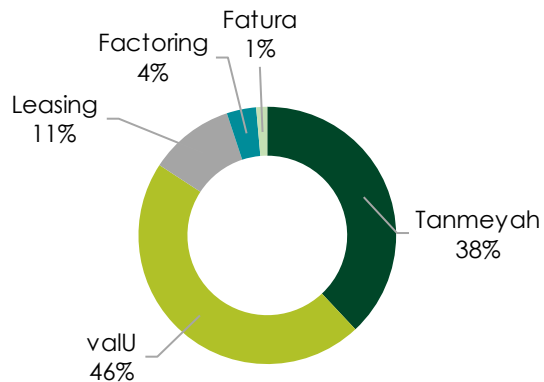
In EGP mn

In EGP mn

■ Net Profit



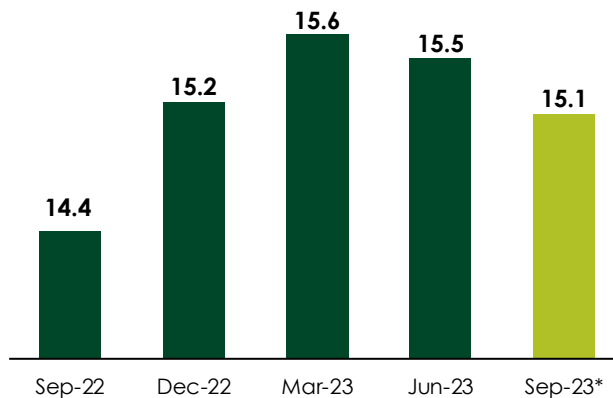
EFG Finance Revenues Contribution



EFG Finance Outstanding Portfolio, down 2% Q-o-Q

In EGP bn

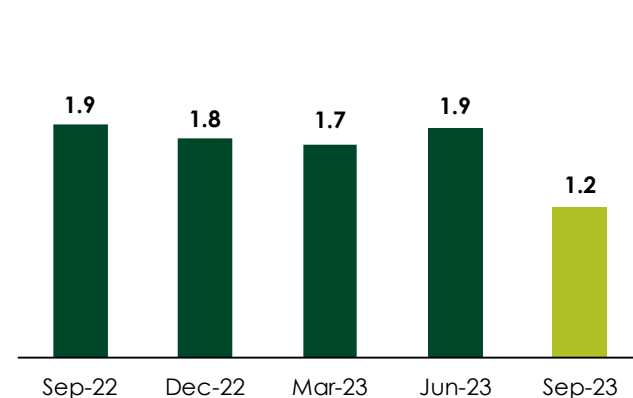
In EGP bn



EFG Finance Tangible Equity, down 34% Q-o-Q

In EGP bn

In EGP bn



*Excludes Leasing securitization of EGP2,832 million, and valU securitization of EGP2,253 million

EFG Finance Overview

Tanmeyah and valU Overview – 3Q2023

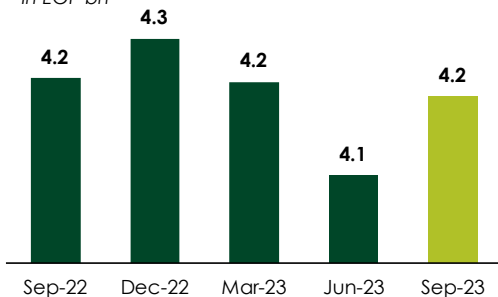


KPIs



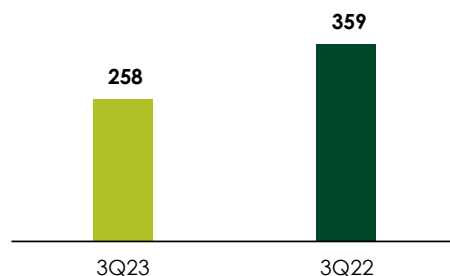
Outstanding Portfolio

In EGP bn



Tanmeyah Revenue

In EGP mn

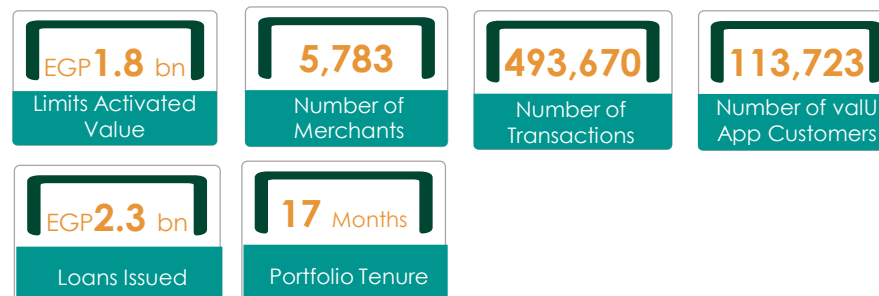


EFG Holding

INVESTOR RELATIONS

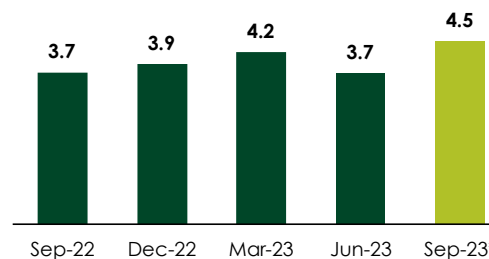


KPIs



Outstanding Portfolio

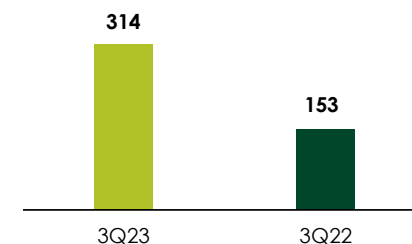
In EGP bn



*Excludes Securitized Portfolio of EGP2,253 million

valU Revenue

In EGP mn



EFG Finance Overview

Leasing and Factoring Overview – 3Q2023

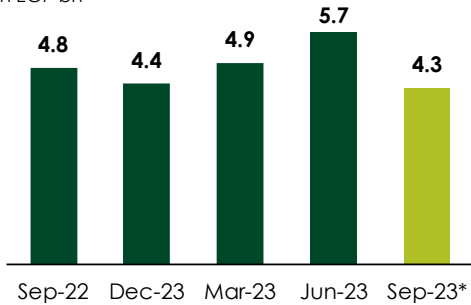
Leasing

KPIs



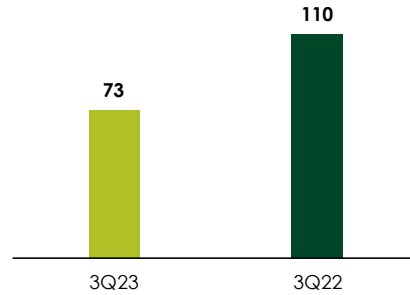
Leasing On-Books Portfolio

In EGP bn



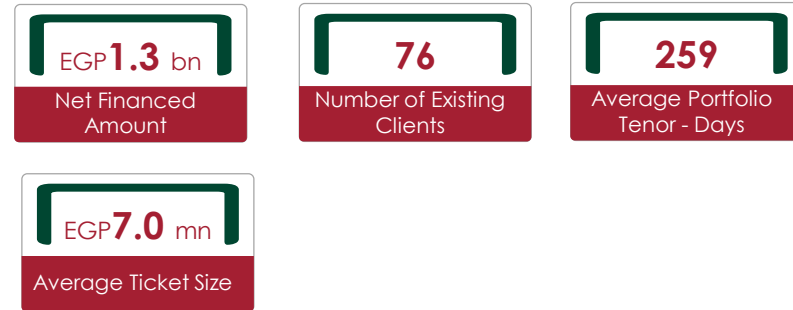
Leasing Revenue

In EGP mn



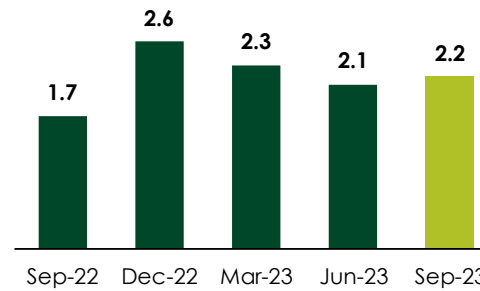
Factoring

KPIs



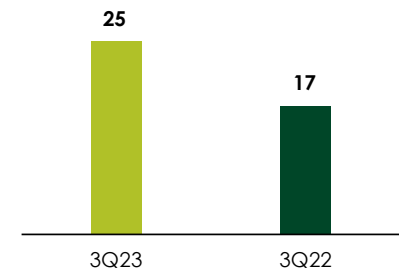
Factoring Portfolio

In EGP bn



Factoring Revenue

In EGP mn



*Excludes Securitized Portfolio principal amount of EGP2,832 million

Commercial Bank Overview

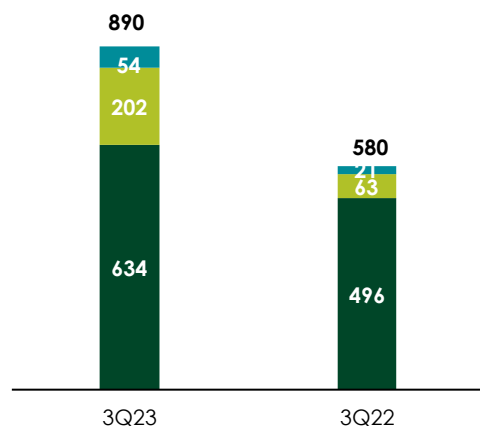
aiBANK Operational and Financial Overview – 3Q2023



aiBank Net Operating Revenue, up 53% Y-o-Y

In EGP mn

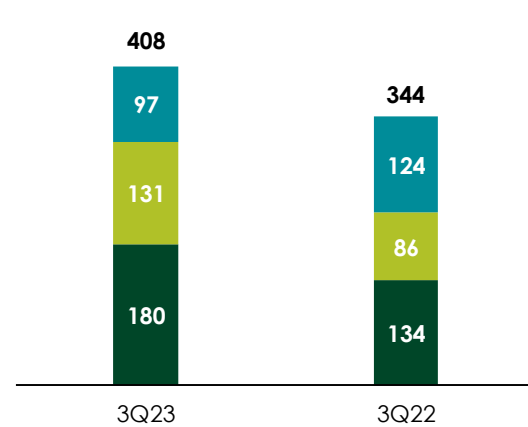
- Other Revenues
- Net Fees & Commissions
- Employee Expenses
- Other G&A
- Net Interest Income



aiBank Operating Expenses, up 18% Y-o-Y

In EGP mn

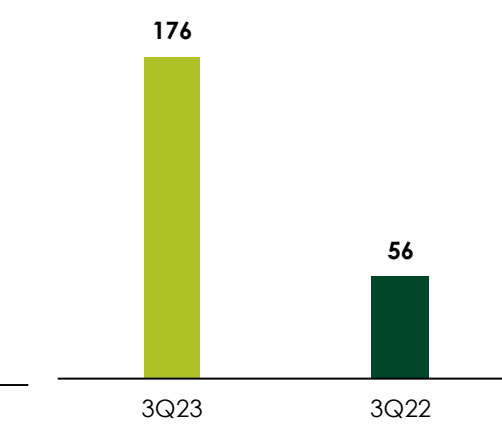
- Provisions & ECL
- Other G&A



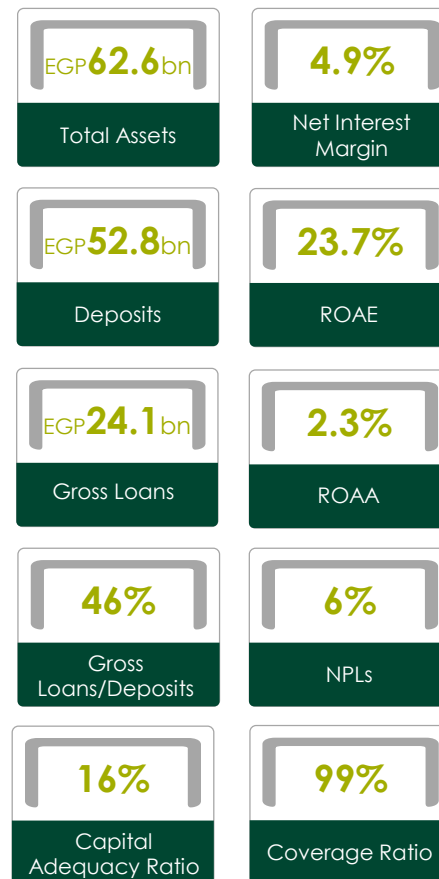
aiBank Net Profit After Tax and Minority, up 214% Y-o-Y

In EGP mn

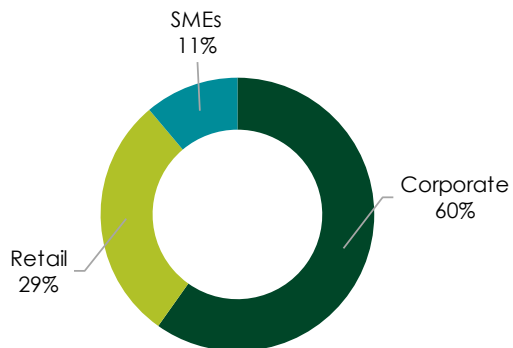
- Net Profit After Tax and Minority



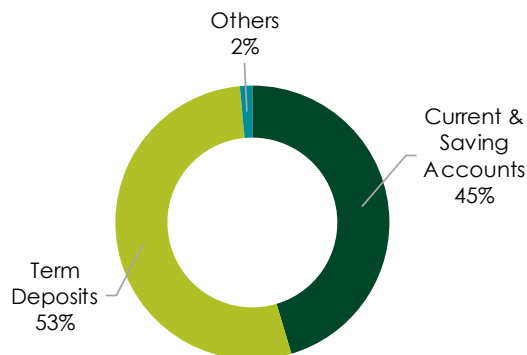
KPIs



Loans by Type



Deposits by Type





I. Nine Months Results Review – 9M2023

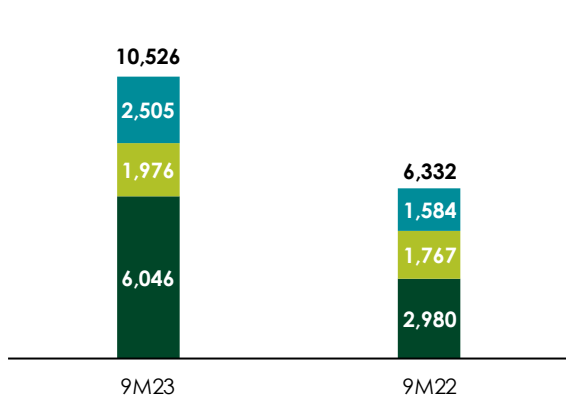
Group Overview

Group Financial Highlights – 9M2023

EFG Holding Net Operating Revenue, up 66% Y-o-Y

In EGP mn

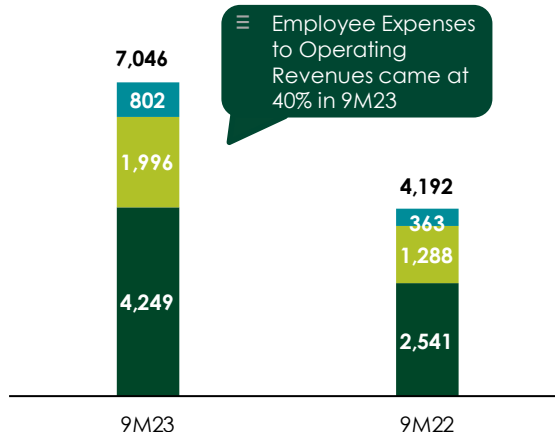
■ Investment Bank ■ NBFs ■ aiBank



EFG Holding Operating Expenses, up 68% Y-o-Y

In EGP mn

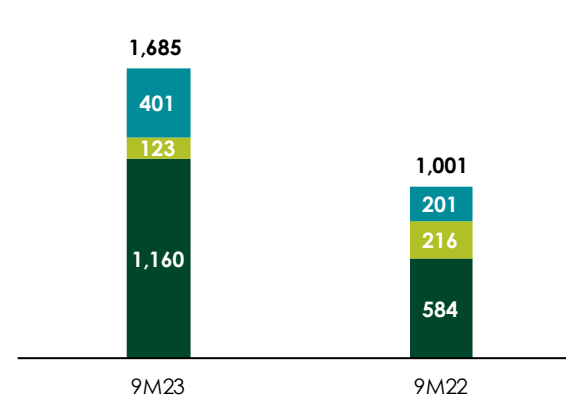
■ Employee Expenses ■ Other G&A ■ Provisions & ECL



EFG Holding Net Profit After Tax and Minority Interest, up 68% Y-o-Y

In EGP mn

■ Investment Bank ■ NBFs ■ aiBank*

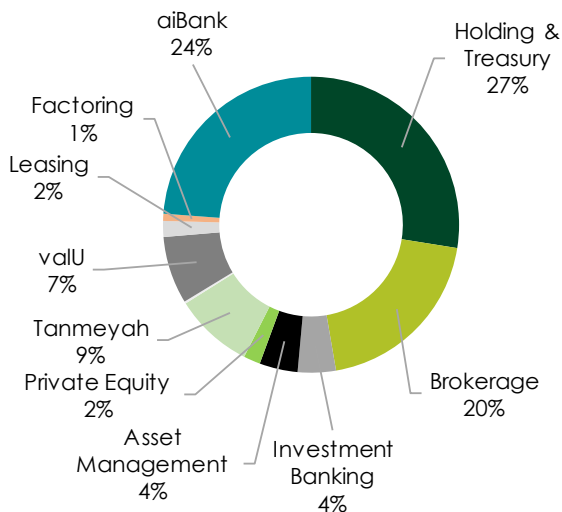


EFG Holding Revenues Contribution by Platform

■ Investment Bank ■ NBFs ■ aiBank

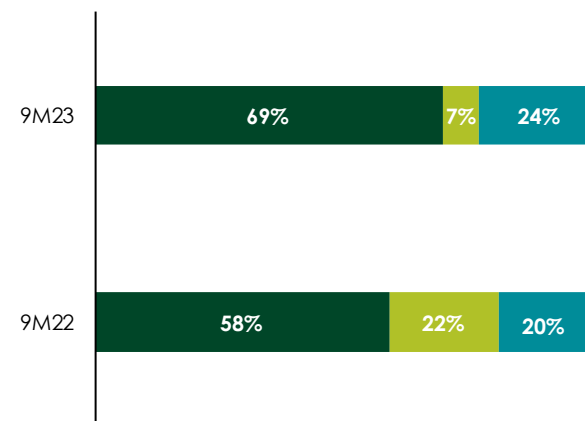


Revenue Breakdown By Line of Business



NPAT Contribution by Platform

■ Investment Bank ■ NBFs ■ aiBank



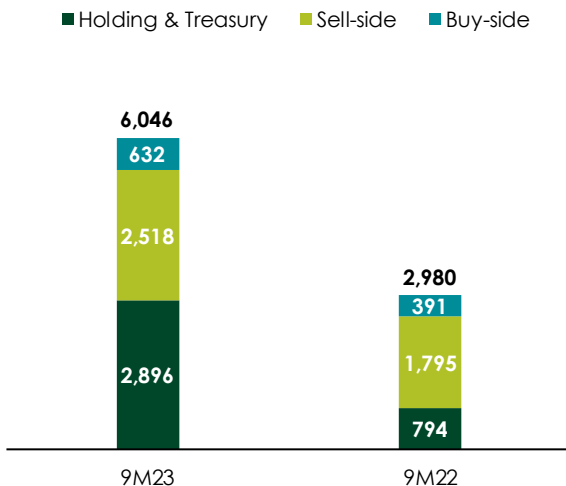
EFG Hermes Overview

EFG Hermes Highlights – 9M2023

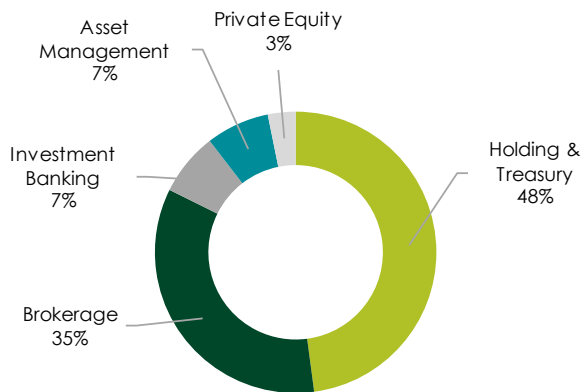
EFG Hermes Revenues,

up 103% Y-o-Y

In EGP mn



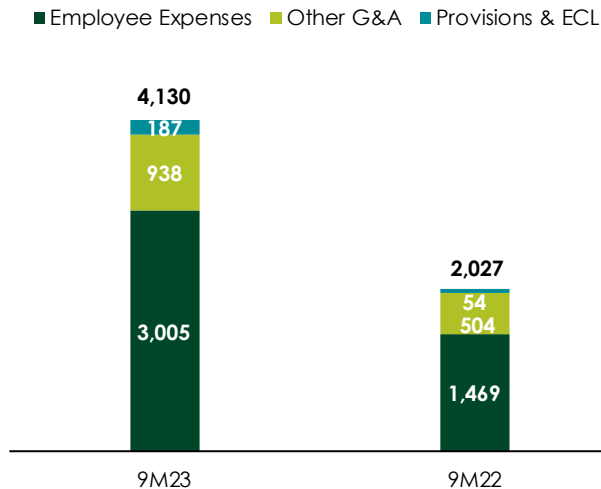
EFG Hermes Revenues Contribution



EFG Hermes Expenses,

up 104% Y-o-Y

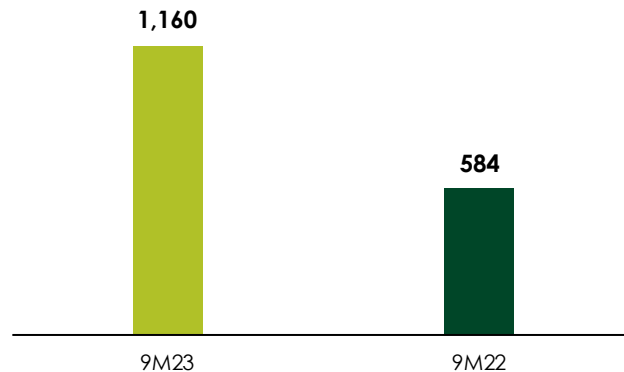
In EGP mn



EFG Hermes Net Profit After Tax and Minority Interest,

up 99% Y-o-Y

In EGP mn



EFG Hermes Operational Highlights

USD **59.3** bn

Brokerage Executions
-15% Y-o-Y

354
companies

Research Coverage

USD **4.4** bn

Investment Banking
Deals Size

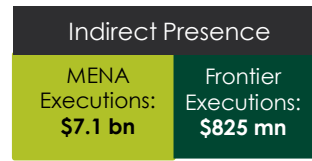
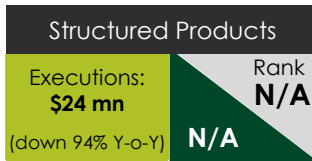
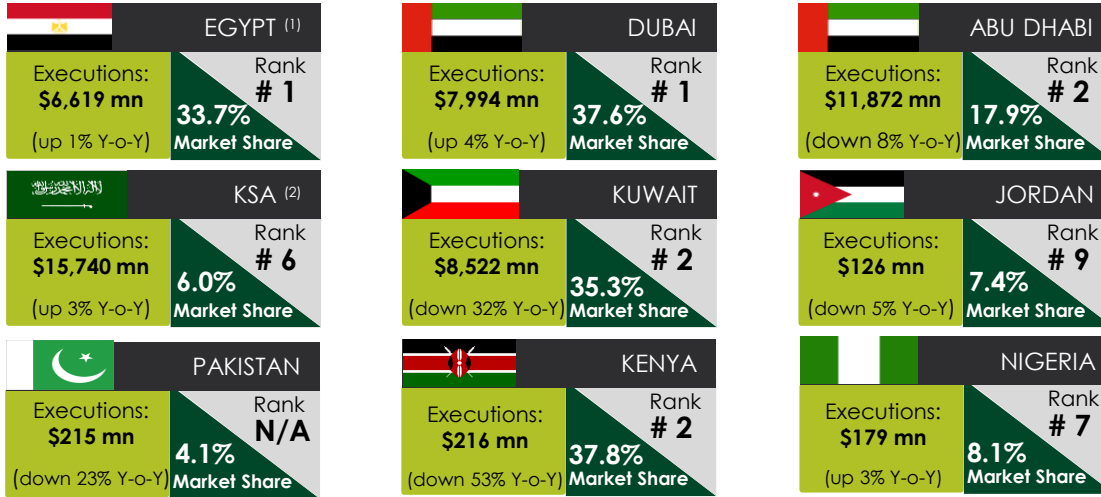
USD **4.7** bn

Buy-Side AuMs
-4% Q-o-Q, 3% Y-o-Y

EFG Hermes Overview

Brokerage Overview – 9M2023

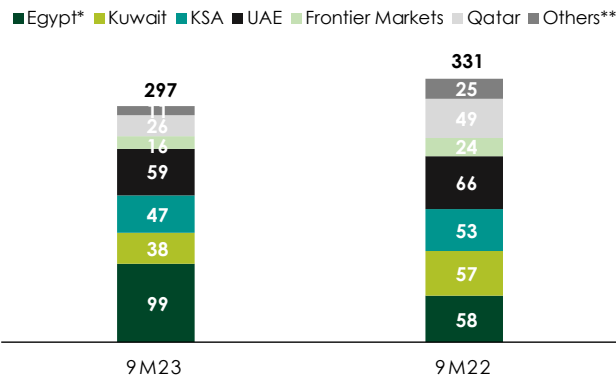
Executions and Market Shares



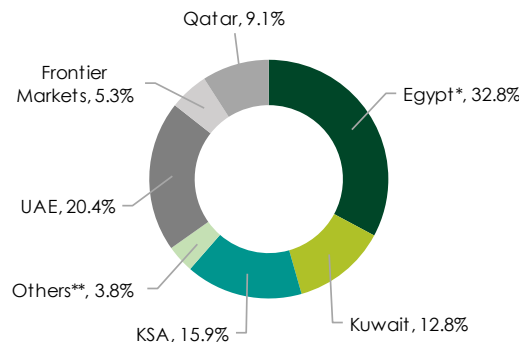
(1) Excluding special transactions and including UK (GDRs)
(2) Over brokers only

Average Daily Commissions

In USD thousand



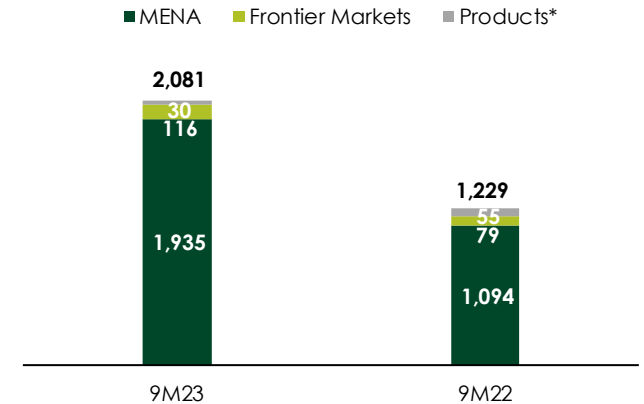
Fees Contribution by Market/Product



*Egypt including UK (GDRs)
**Others including: Oman, Lebanon, Jordan, Bonds, Structured Products and EFG Hermes One
***Based on 9M23 figures

Brokerage Revenue by Region

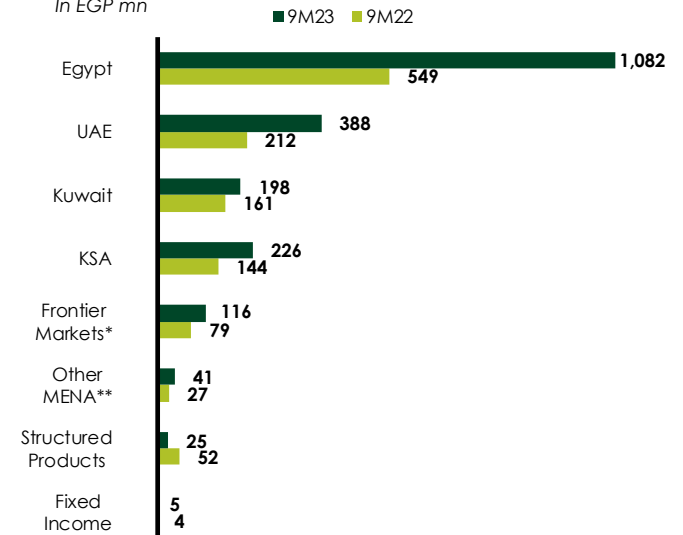
In EGP mn



* Includes Structured Products and Fixed Income

Brokerage Revenue by Country (Operations)

In EGP mn












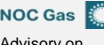








* Frontier Markets includes Pakistan, Nigeria, Kenya, and Other Frontier markets
** Other MENA includes: Oman, Jordan, and Bahrain

*Egypt includes UK (GDRs)
**Others including: Oman, Lebanon, Jordan, Bonds, Structured products, and EFG Hermes One

EFG Hermes Overview

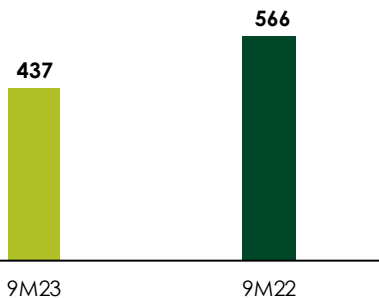
EFG Hermes and Research Overview – 9M2023

Investment Banking

 Advisory on Initial Public Offering (US\$ 290,400,000) Joint Bookrunner September 2023	 Securitization (USD 32,369,216) Financial Advisor, MLA, and Underwriter September 2023	 Securitization (USD 15,292,697) Financial Advisor, MLA, and Underwriter July 2023	 Advisory on Technical Listing N/A Financial Advisor July 2023
 Securitization (USD 29,854,176) Financial Advisor, MLA, and Underwriter September 2023	 Securitization (USD 45,958,857) Financial Advisor, MLA, and Underwriter June 2023	 Advisory and Arrangement of a Debt Facility for Open Air Mail (USD 56,640,078) Financial Advisor, MLA, and Underwriter April 2023	 Advisory on Initial Public Offering (US\$ 210,500,000) Joint Global Coordinator April 2023
 Securities Brokerage Securitization (USD 8,091,872) Financial Advisor, MLA, and Underwriter April 2023	 Advisory on Initial Public Offering (US\$ 2,500,000,000) Joint Bookrunner March 2023	 Securitization (USD 26,218,356) Financial Advisor, MLA, and Underwriter March 2023	 Securitization (USD 32,323,383) Financial Advisor, MLA, and Underwriter March 2023
 Securitization (USD 31,878,519) Financial Advisor, MLA, and Underwriter March 2023	 Securitization (USD 27,717,774) Financial Advisor, MLA, and Underwriter March 2023	 Securitization (USD 6,267,335) Financial Advisor, MLA, and Underwriter March 2023	 Securitization (USD 20,866,585) Financial Advisor, MLA, and Underwriter February 2023
 Advisory on Initial Public Offering (US\$ 769,000,000) Joint Bookrunner March 2023	 Advisory on Initial Public Offering (US\$ 244,000,000) Joint Bookrunner March 2023	 Securitization (USD 39,847,722) Financial Advisor, MLA, and Underwriter January 2023	

Investment Banking Revenue

In EGP mn



USD 4.4 bn

Aggregate Deals Size

6
ECM Deals Count

13
DCM Deals Count

EFG Holding

INVESTOR RELATIONS

Awards/Rankings

- 
Best Broker – Middle East, Kuwait, KSA, Oman & UAE
Best Asset Manager & Equity House – UAE
Financial Inclusion Awards
EMEA Finance - Middle East Banking Awards 2022

- 
Best Investment Bank in Egypt
Best Equity Bank in Middle East
Global Finance – World's Best Investment Banks Awards

- 
Best Fintech Startup in North Africa: BNPL Service
Africa Bank 4.0 Awards (North Africa 2023)

- 
Best Broker in Egypt & Dubai
AFCM

- 
Best M&A House in MENA
Best M&A Deal in MENA
Best IPO in Middle East, MENA, EMEA
Best Equity Deal in Middle East, MENA, EMEA
EMEA Finance - Middle East Banking Awards 2022

- 
Best Investment Bank in Egypt
Euromoney – Awards for Excellence

- 
Best Performing Brokerage Firm
EGX Awards 2023

- 
Best Financial Intermediary in Egypt
Global Economics

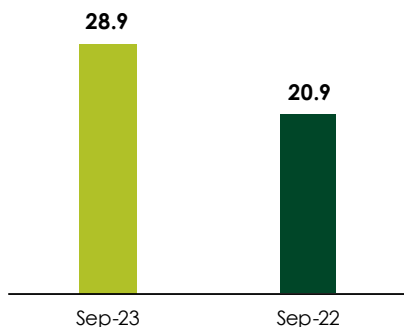
- 
Leading Lifestyle Enabling Solution & Fintech Platform in Egypt
Most Convenient and Comprehensive Financial solutions Provider in Egypt
Best BNPL Solutions in MENA
World Business Outlook


Asset Management and Private Equity Overview – 9M2023

Assets Under Management Evolution

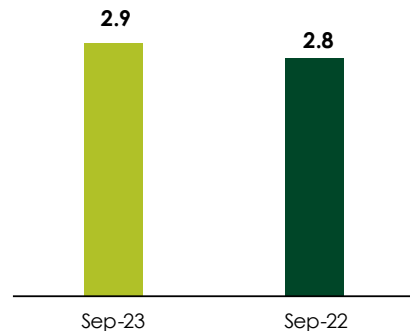
Egypt

In EGP bn



Regional "FIM"

In USD bn

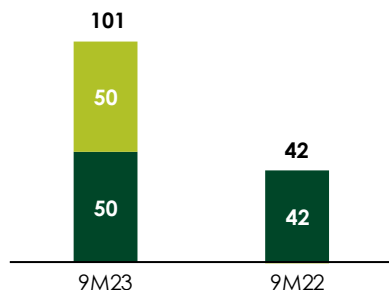


Asset Management Revenue

Egypt

In EGP mn

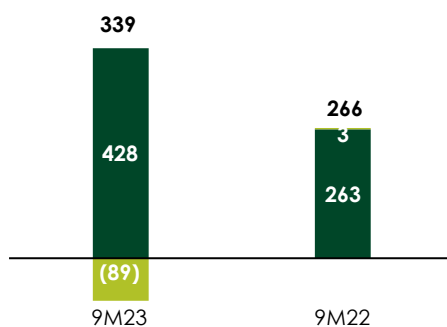
■ Management Fees ■ Other Fees*



Regional "FIM"

In EGP mn

■ Management Fees ■ Other Fees*

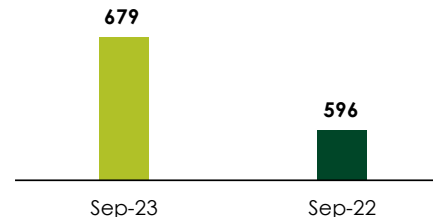


* Other Fees include incentive fees and other net revenues

Private Equity

Private Equity AUMs Evolution

In USD mn

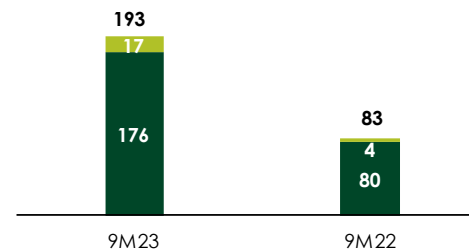


- Vortex Energy IV currently manages two companies, Ignis Energy and EO Charging and spans across two verticals within the energy transition sector, renewable energy and e-mobility, respectively. Vortex Energy has been progressing its fundraising for the Vortex Energy IV, LP while looking to deploy further capital across the Energy Transition landscape.
- Egypt Education Platform has continued expanding its market leading position after completing the acquisition of a majority stake in Egypt's leading education content developer, Selah El Telmeez ("SET"), and is currently negotiating the addition of 2 more schools to expand its footprint by an additional c.3k students.
- UpH Revenues were up c.31% Y-o-Y in 1H23. UpH increased its total sales of LVP and SVP products, despite substantial raw material shortages in the market and continued currency devaluation outlook. UpH continues to focus on the development of its products portfolio, with new products currently in its R&D pipeline planned for launches between 2023 and 2024.

Private Equity Revenue

In EGP mn

■ Management Fees ■ Other Fees*



* Other Fees includes incentive fees and other net revenues

EFG Finance Overview

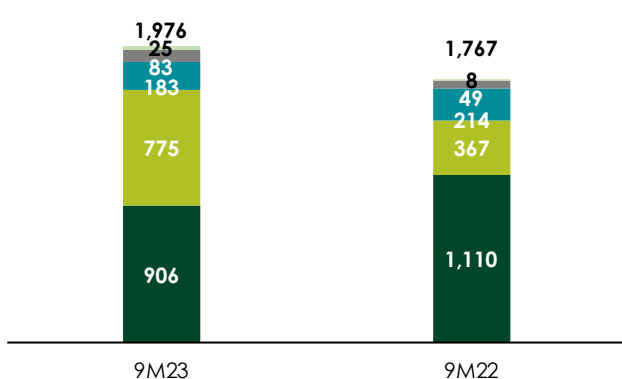
EFG Finance Highlights – 9M2023

EFG Finance Revenues, up 12% Y-o-Y

up 12% Y-o-Y

In EGP mn

■ Tanmeyah ■ valU ■ Leasing ■ Factoring ■ Fatura

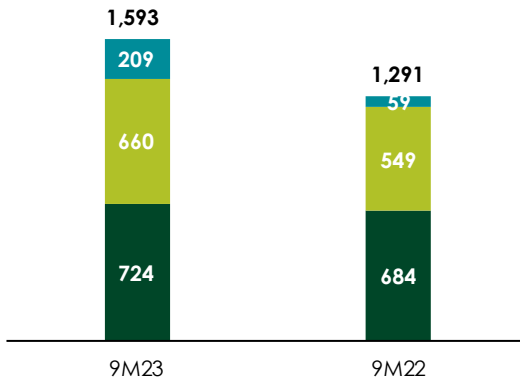


EFG Finance Expenses, up 23% Y-o-Y

up 23% Y-o-Y

In EGP mn

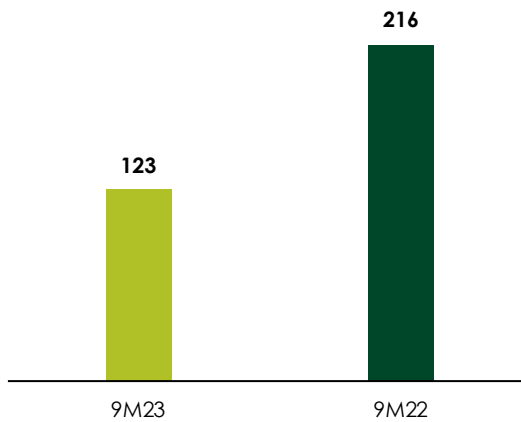
■ Employee Expenses ■ Other G&A
■ Provisions & ECL



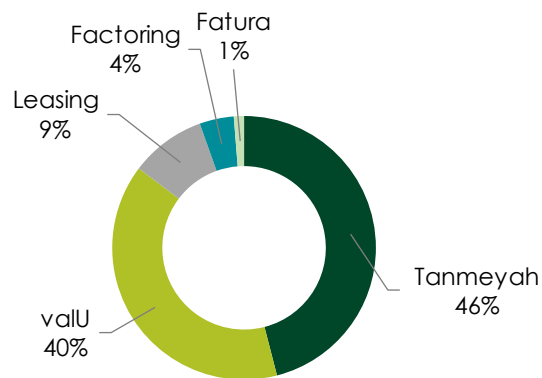
EFG Finance Net Profit After Tax and Minority Interest, down 43% Y-o-Y

down 43% Y-o-Y

In EGP mn



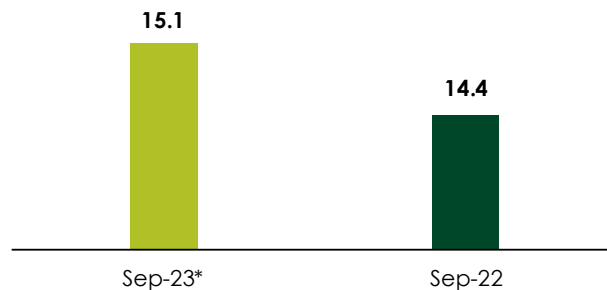
EFG Finance Revenues Contribution



EFG Finance Outstanding Portfolio, up 5% Y-o-Y

up 5% Y-o-Y

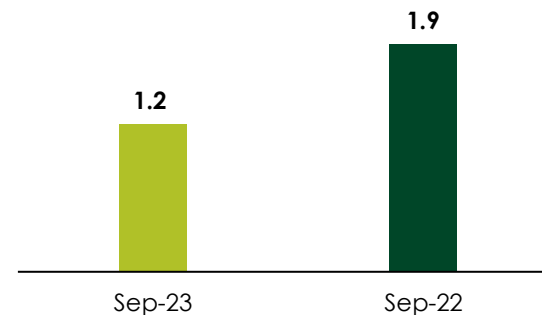
In EGP bn



EFG Finance Tangible Equity, down 35% Y-o-Y

down 35% Y-o-Y

In EGP bn



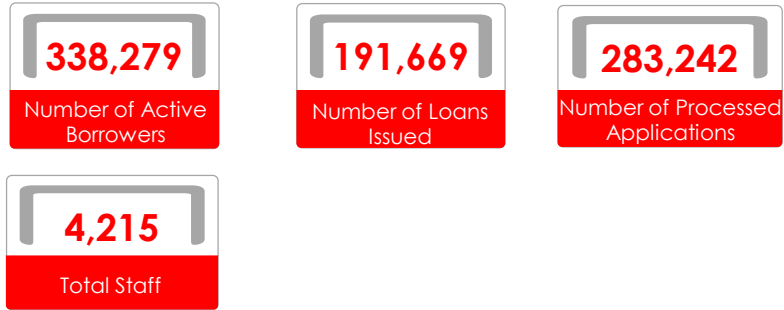
*Excludes Leasing securitization of EGP2,832 million, and valU securitization of EGP2,253 million

EFG Finance Overview

Tanmeyah and valU Overview – 9M2023

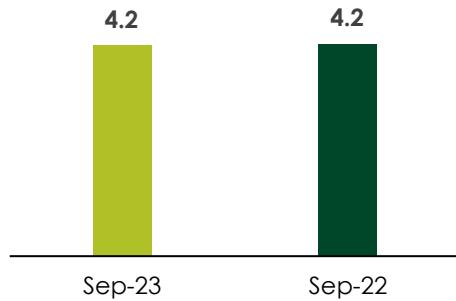


KPIs



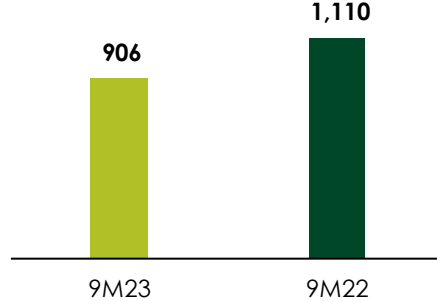
Outstanding Portfolio

In EGP bn

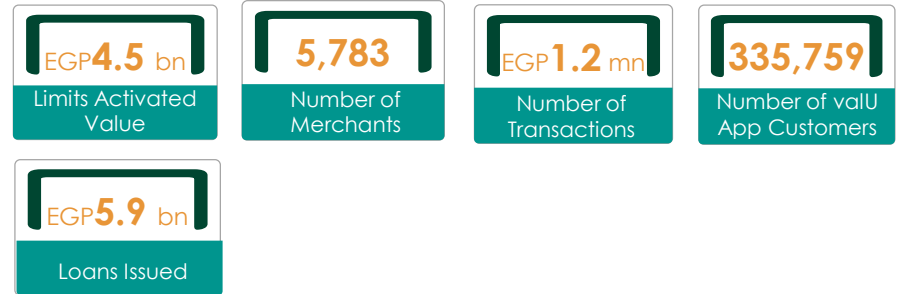


Tanmeyah Revenue

In EGP mn

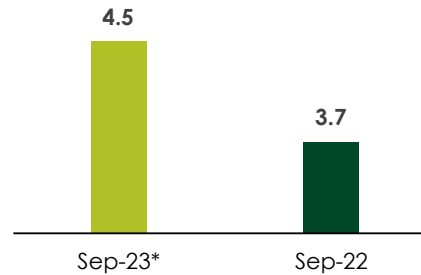


KPIs



Outstanding Portfolio

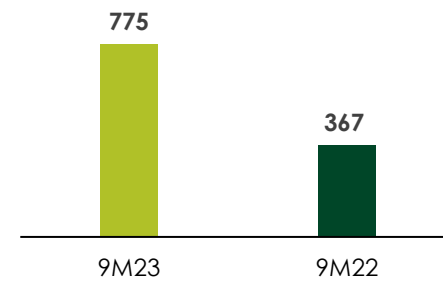
In EGP bn



*Excludes Securitised Portfolio of EGP2,253 million

valU Revenue

In EGP mn



EFG Finance Overview

Leasing and Factoring Overview – 9M2023

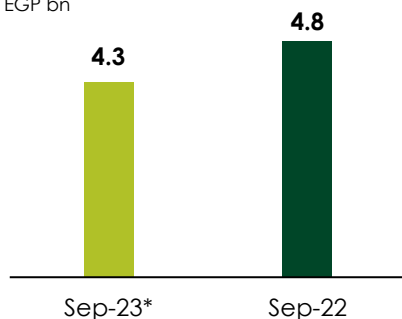
Leasing

KPIs



Leasing On-Books Portfolio

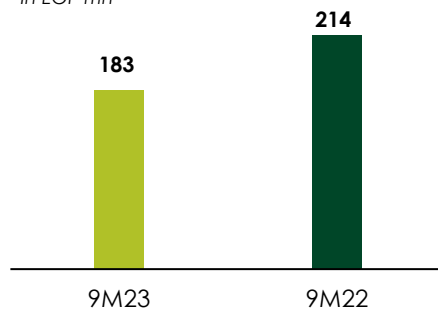
In EGP bn



*Excludes Securitized Portfolio principal amount of EGP2,253 million

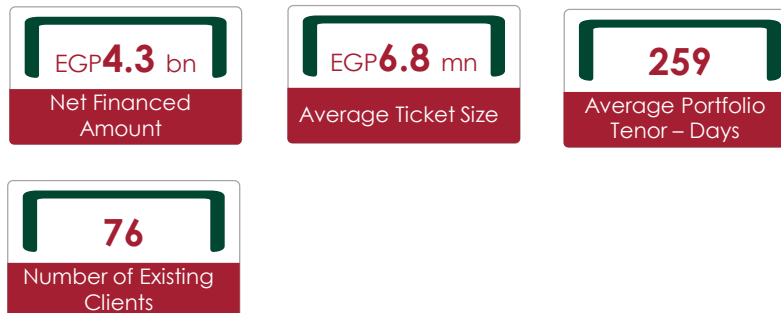
Leasing Revenue

In EGP mn



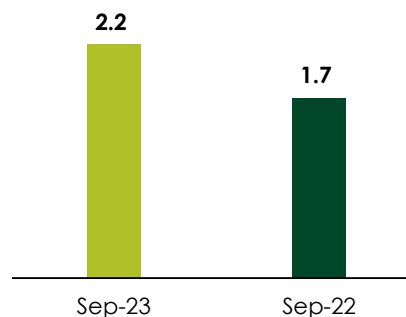
Factoring

KPIs



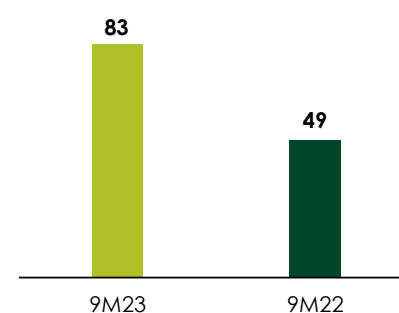
Factoring Portfolio

In EGP bn



Factoring Revenue

In EGP mn



Commercial Bank Overview

aiBANK Operational and Financial Overview – 9M2023

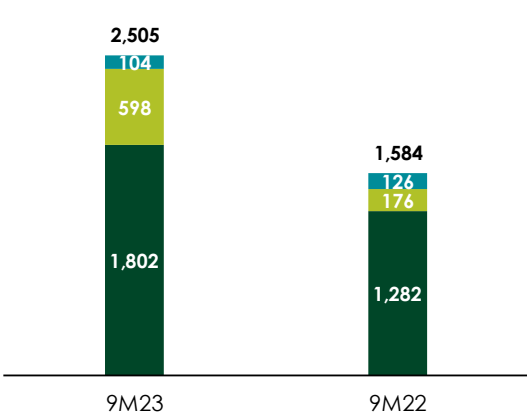


aiBank Net Operating Revenue, up 58% Y-o-Y

up 58% Y-o-Y

In EGP mn

- Other Revenues
- Net Fees & Commissions
- Net Interest Income

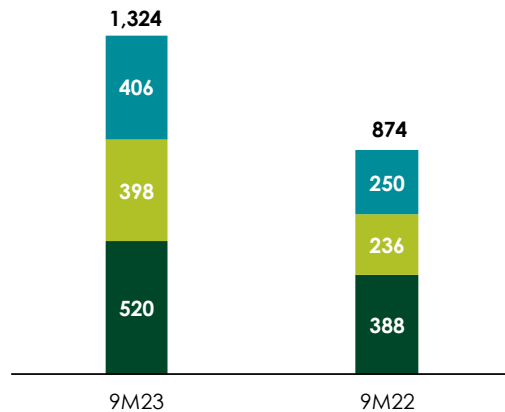


aiBank Operating Expenses, up 51% Y-o-Y

up 51% Y-o-Y

In EGP mn

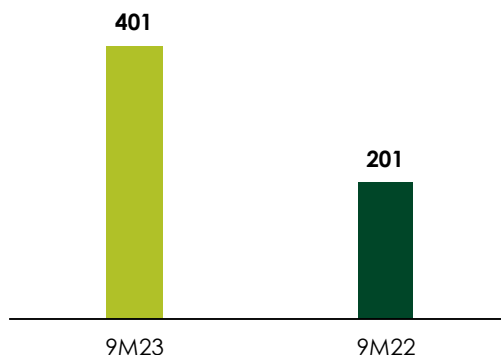
- Employee Expenses
- Other G&A
- Provisions & ECL



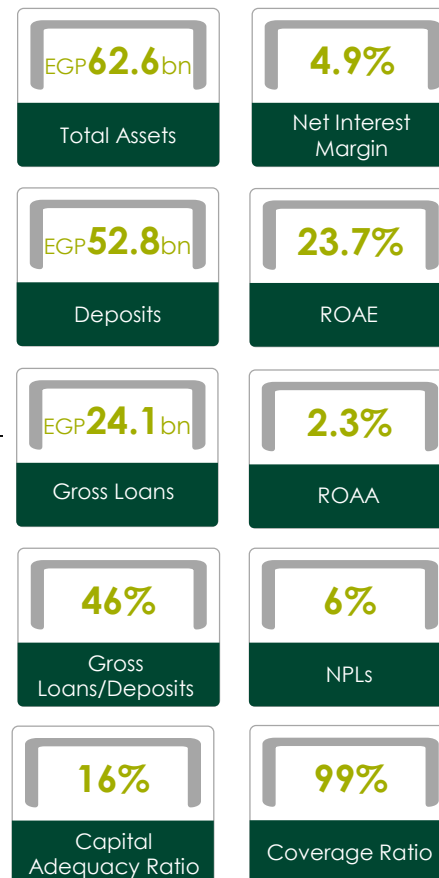
aiBank Net Profit After Tax and Minority, up 100% Y-o-Y

up 100% Y-o-Y

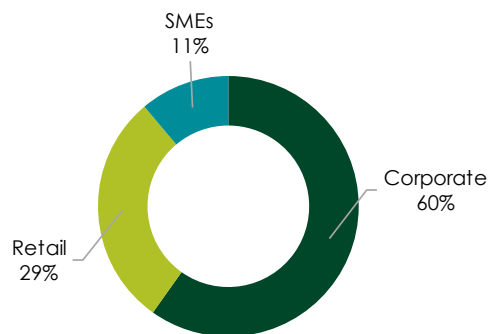
In EGP mn



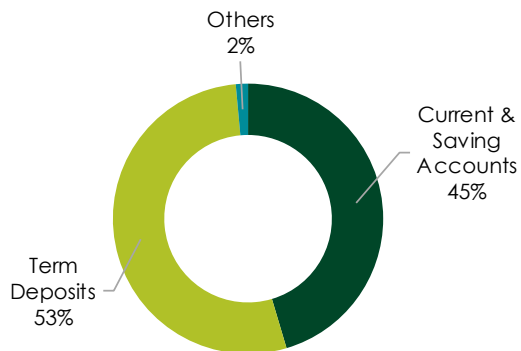
KPIs



Loans by Type



Deposits by Type



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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 7,298,030,040