

EFG Hermes Holding



3Q/9M 2016 Results Presentation



Group Overview

Group Performance Highlights – 3Q2016

- ≡ EFG Hermes reported buoyant results in 3Q16 despite a seasonally weak quarter; with the burgeoning non-bank finance platform supporting the overall performance. The Firm reported a net profit after tax and minority interest from continued operations of EGP41 million, up 3% Y-o-Y in 3Q16.
- ≡ On the operational level, the Firm recorded a net operating profit of EGP76 million, up 7% Y-o-Y; as higher revenues overshadowed higher expenses.

- ≡ Total operating revenues increased 28% Y-o-Y to EGP294 million in 3Q16; predominantly on strong revenue generated from the growing non-bank finance platform, higher contribution from one of our core segments, namely Brokerage, and capital gain realized from seed capital redemption.
- ≡ Total operating expenses rose 37% Y-o-Y to EGP219 million in 3Q16; mainly on additional costs associated with the new businesses, Leasing and Tanmeyah. However, employee expenses/ operating revenue came at 47% in 3Q16; an accomplishment given the rising inflationary pressures, and the EGP devaluation which impacts our overseas salaries.

- ≡ During the period, EFG Hermes reported a net profit after tax and minority interest from continued and discontinued operations of EGP151 million, up 25% Y-o-Y in 3Q16; reflecting the adjustment of impairment charges booked in 1Q16 and associated with the sale of Credit Libanais. This comes in accordance with the Egyptian Accounting Standards, which necessitates an adjustment in the occurrence of a subsequent material event - the EGP devaluation.
- ≡ We continue to divest our remaining stake in Credit Libanais post the sale of our majority stake in the Bank and its subsequent deconsolidation in 2Q16. In 3Q16, we offloaded an additional 3.3% of the Bank's shares, thus leaving the Firm with 16.1% stake at the end of the period.

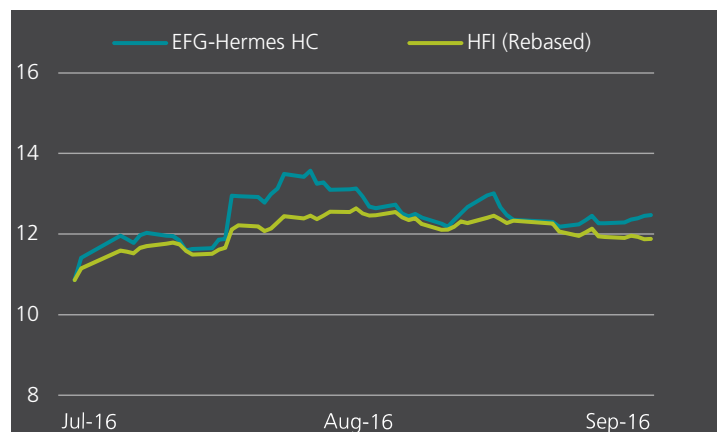
Group Overview

Share Information – 3Q2016

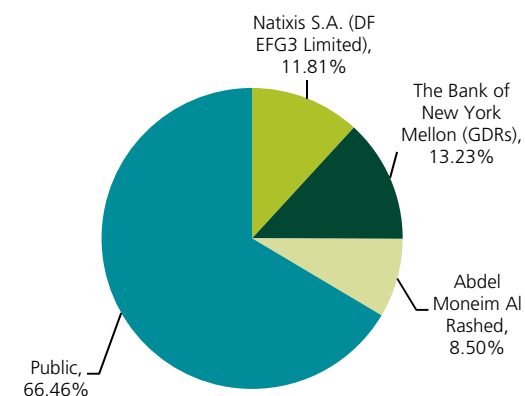
Stock Performance over 3Q16



Stock Price Performance



Shareholders structure



* Shareholders structure as of 30th September , 2016

Analyst Recommendations Analysis

Institution	Recommendation	Target Price	Date
HSBC *	Buy	14.90	Sep-2016
Goldman Sachs	Neutral	11.60	Jun-2016
Pharos Holding*	Buy	15.47	Aug-2016
CI Capital	Overweight	15.80	Jun-2016
Arqaam*	Buy	15.10	Aug-2016
HC Securities & Investment*	Overweight	17.00	Sep-2016
Prime Holding	Buy	17.54	Apr-2016
Beltone*	Buy	(13-14)	Jul-2016
Renaissance Capital*	Hold	13.50	Sep-2016

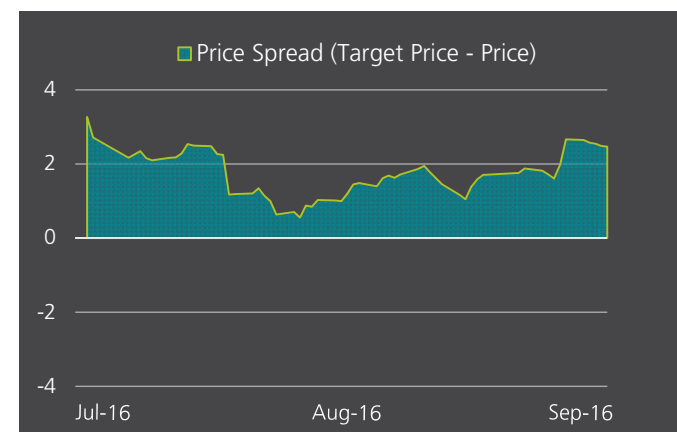
* Analyst Update in 3Q16

Consensus Recommendation



* Based on September 30th closing price

Price Spread

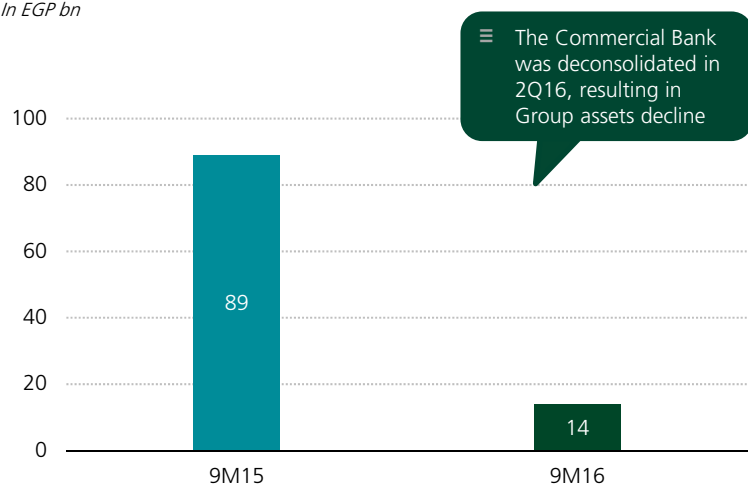


Group Overview

Balance Sheet

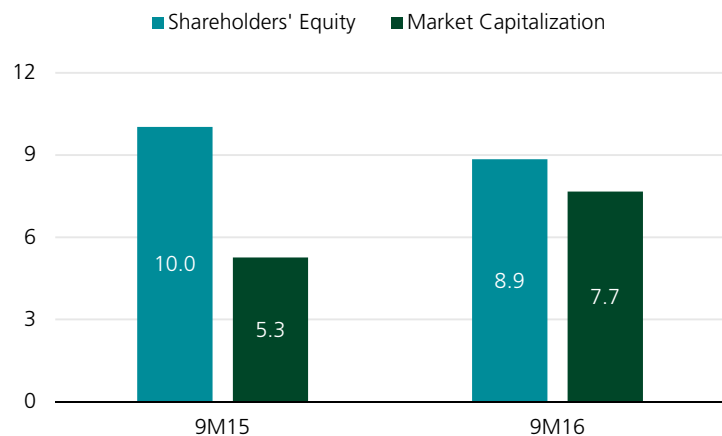
Total Assets,
down 84% Y-o-Y

In EGP bn



Total Equity/Market capitalization

In EGP bn



EFG Hermes Balance Sheet as at 30th of September 2016

Assets - Liabilities

In EGP million

Cash and Cash Equivalents	6,609
Microfinance Receivables "Tanmeyah"	146
Asset Management Seed Capital	806
Private Equity Seed Capital	486
Fixed Assets and Real Estate	424
Other Assets	59
(Receivable - Payables)	(1,750)
Goodwill	588
Other Trading and AFS Investment	149
Crédit Libanais	1,131
SODIC	193
Leased Assets (net)	968
Long Term Loans	(958)
Total	8,851

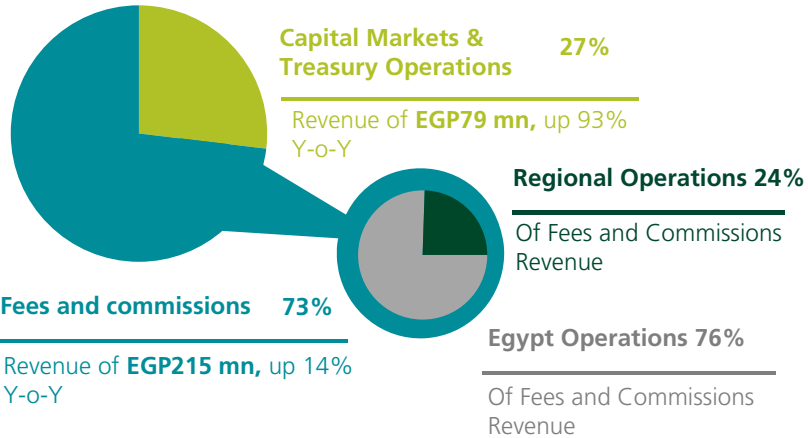


I. Third Quarter Results Review – 3Q2016

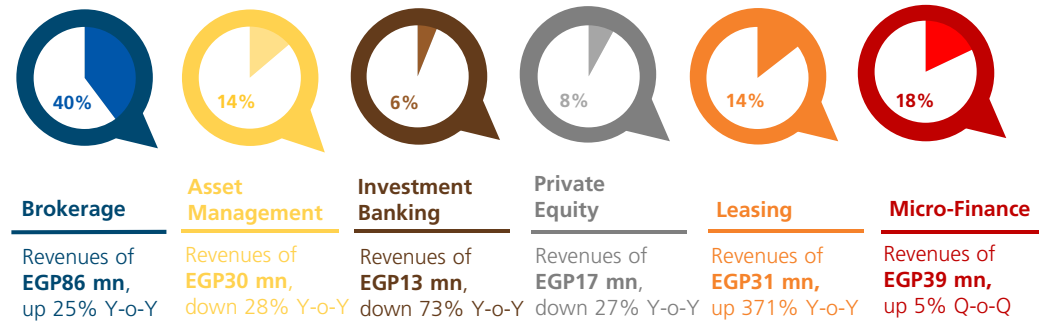
Investment Bank Overview

EFG Hermes Financial Highlights – 3Q2016

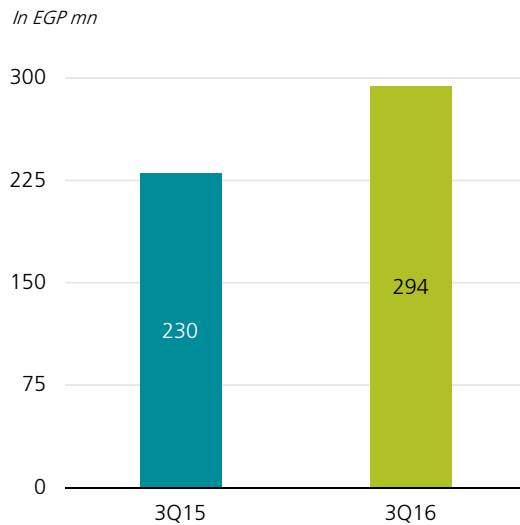
EFG Hermes Revenue Breakdown



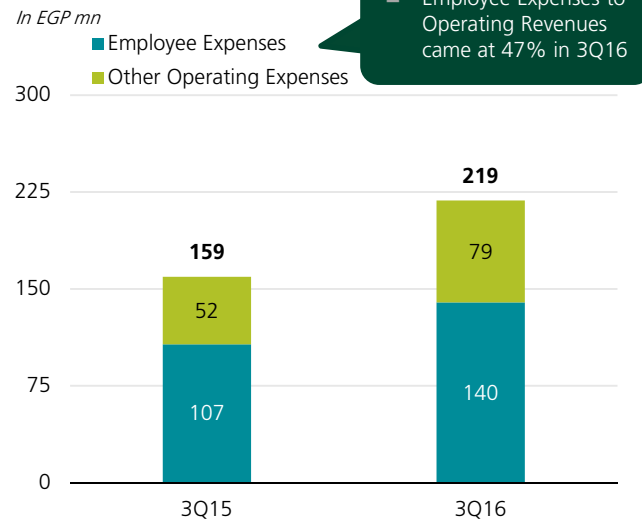
Fees and Commissions Revenue Breakdown



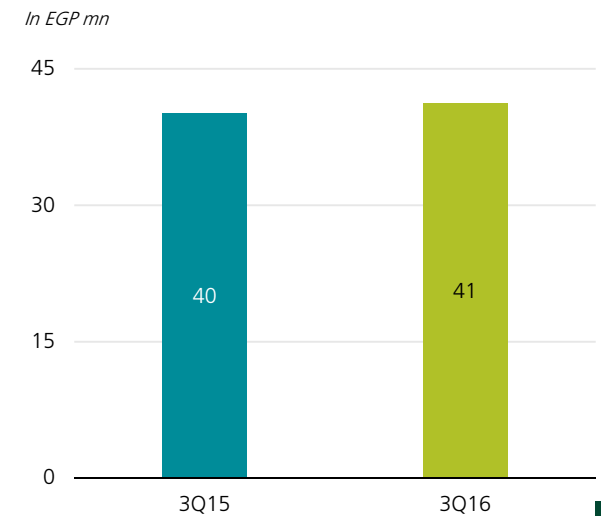
EFG Hermes Operating Revenue up 28% Y-o-Y



EFG Hermes Operating Expenses, up 37% Y-o-Y

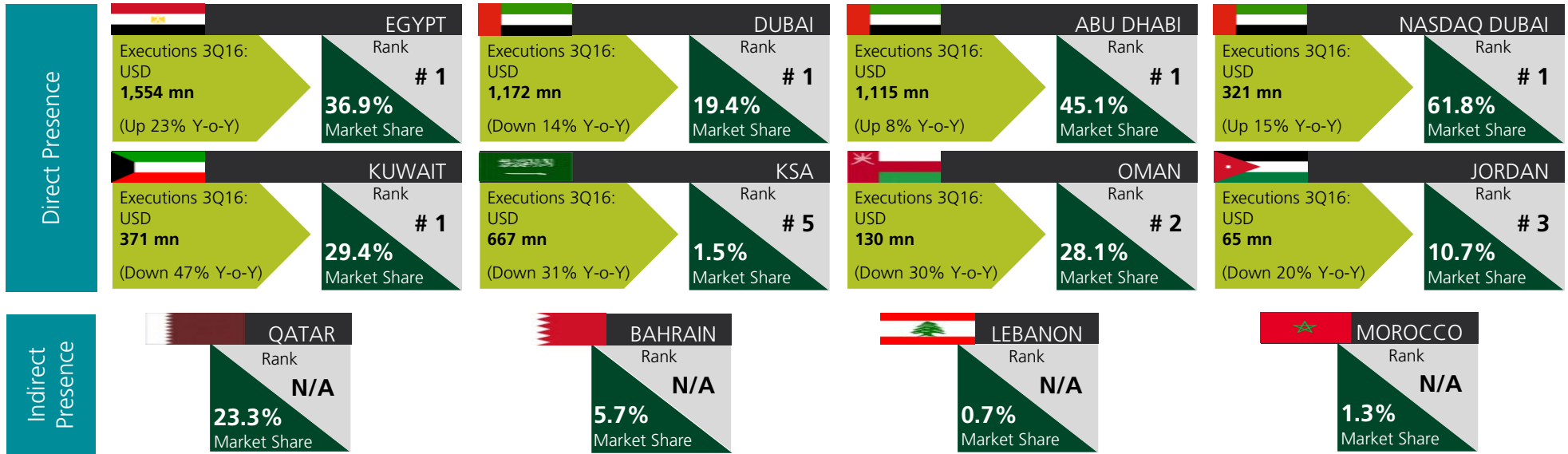


EFG Hermes Net Profit After Tax and Minority Interest (Continued Operations), up 3% Y-o-Y



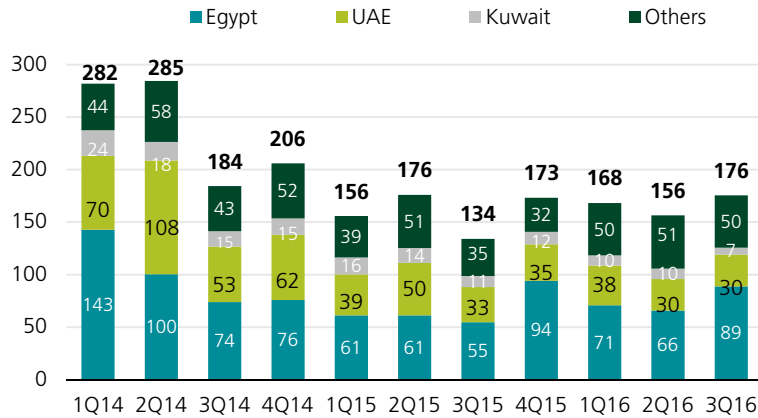
Business Lines Overview

Brokerage Operational and Financial Overview – 3Q2016

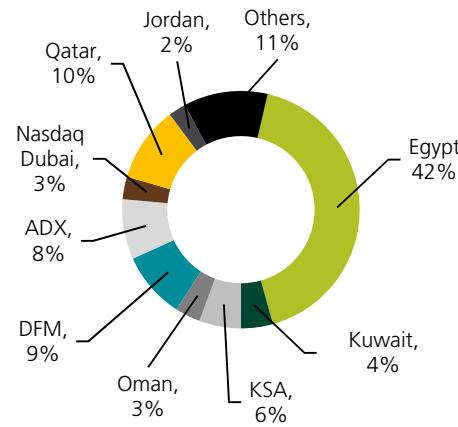


Average Daily Commissions

In USD Thousand



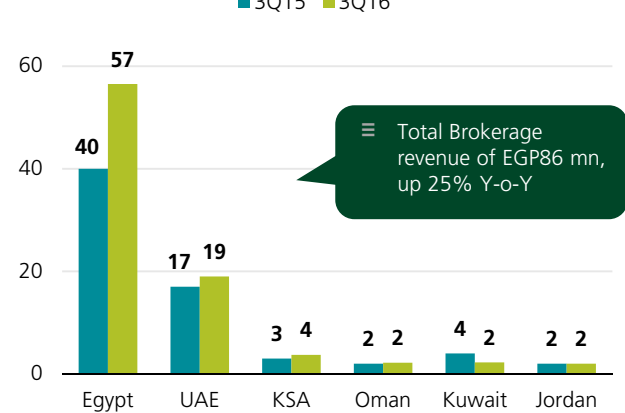
Fees Contribution by Market



*Based on 3Q16 figures

Brokerage Revenue by Country (Regional Office)

In EGP mn



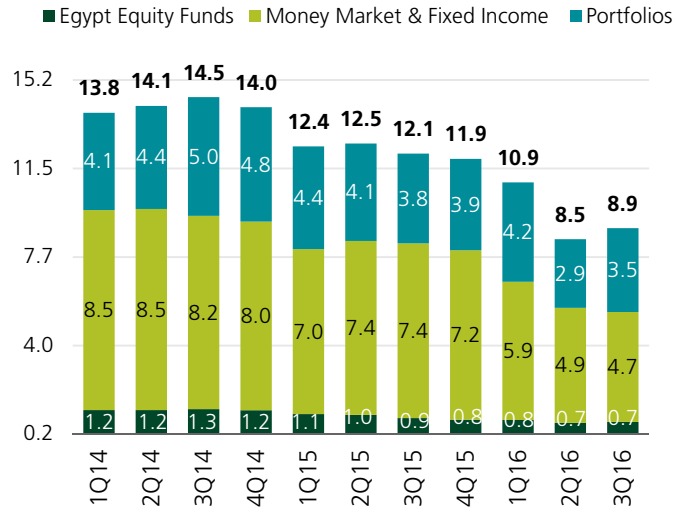
Total Brokerage revenue of EGP86 mn, up 25% Y-o-Y

Business Lines Overview

Asset Management Operational and Financial Overview – 3Q2016

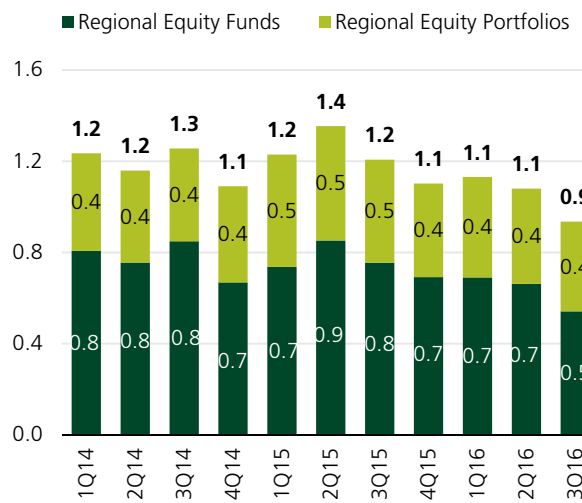
Assets Under Management - Egypt

In EGP bn



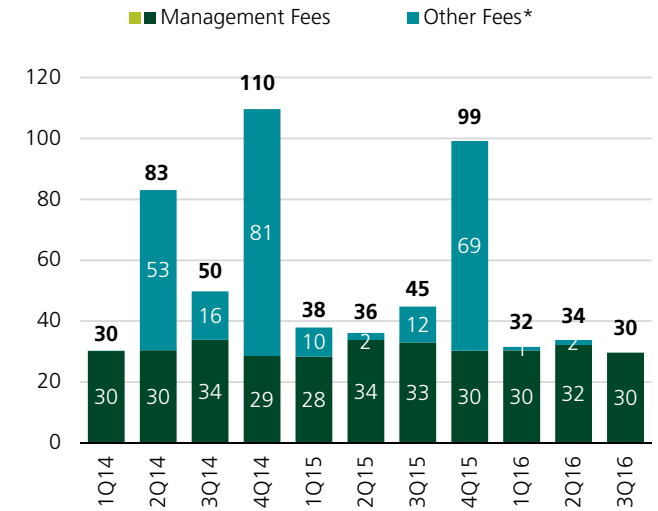
Assets Under Management - Regional

In USD bn



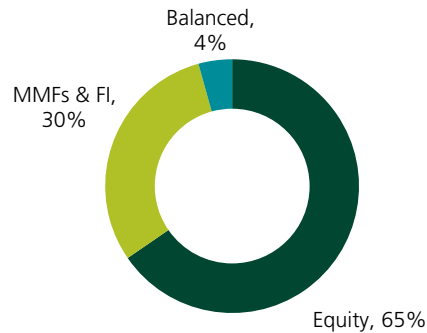
Asset Management Revenue Breakdown

In EGP mn

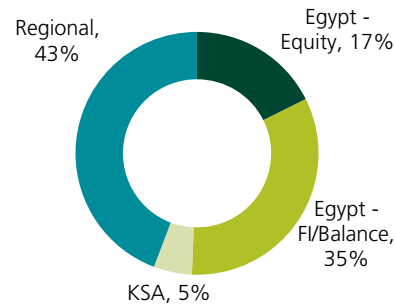


* Other Fees include incentive fees and other revenues

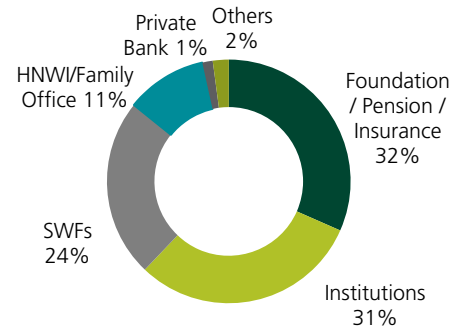
AuMs Breakdown by Asset Class



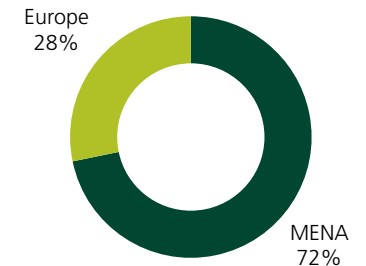
AuMs Breakdown by Region/Country Specific



AuMs Breakdown by Investor Type



Funds Origination by Clients' Region



Business Lines Overview

IB and PE Operational and Financial Overview – 3Q2016

Investment Banking

M&A

B.TECH
Advisory on
Sale of a minority stake to
DPI Development Partners International
(US\$ 33,000,000)
Sell Side Advisor
July 2016

≡ The Investment Banking team successfully closed the minority stake sale of B. Tech, one of the largest retailers of home appliances and consumer electronics in Egypt to Development Partners International (DPI), a leading African private equity firm, with USD1.1 billion under management. The transaction will see DPI invest EGP300 million to fund a new growth strategy for B.TECH.

M&A

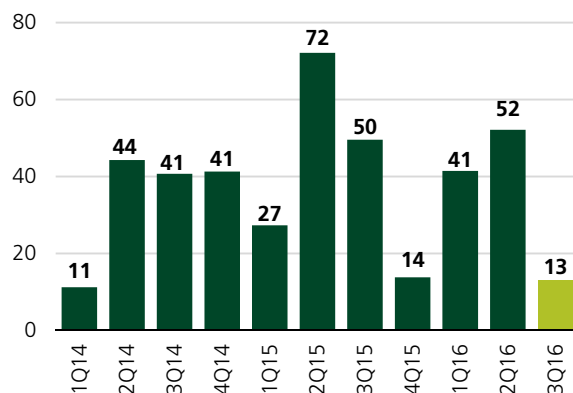
THE ABRAAJ GROUP
Advisory on
Sale of its 80% in
JORAMCO
(Undisclosed)
Sell Side Advisor
September 2016

≡ In the UAE, the team acted as sole financial advisor to The Abraaj Group on the sale of its 80% stake in Jordan Aircraft Maintenance Limited (JORAMCO), a leading independent commercial aircraft maintenance, repair and overhaul company serving a wide range of customers in the Middle East, Europe, South Asia, Africa, Russia and the CIS countries, to Dubai Aerospace Enterprise Limited.

≡ EFG Hermes Investment Banking acted as the Sole Financial Advisor to Arabian Food Industries Company Domty S.A.E. "Domty" in connection with arranging and setting up a Depository Receipts program – representing current ordinary shares in the company– that is traded on the London Stock Exchange.

Investment Banking Revenue

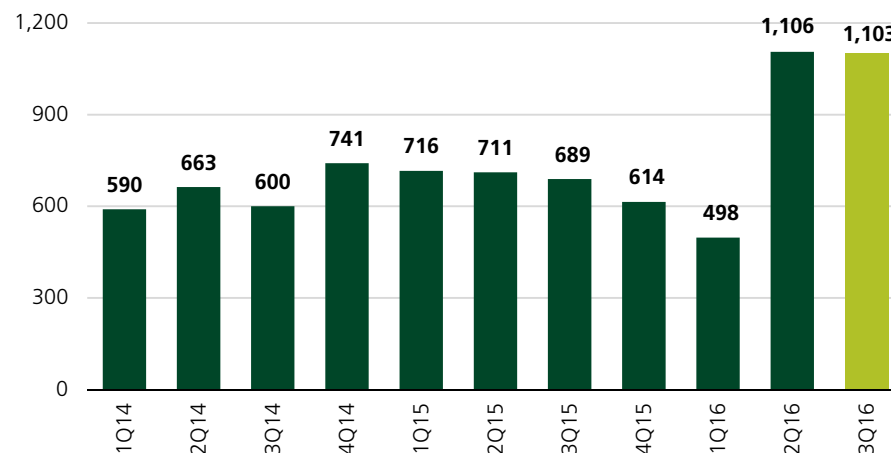
In EGP mn



Private Equity

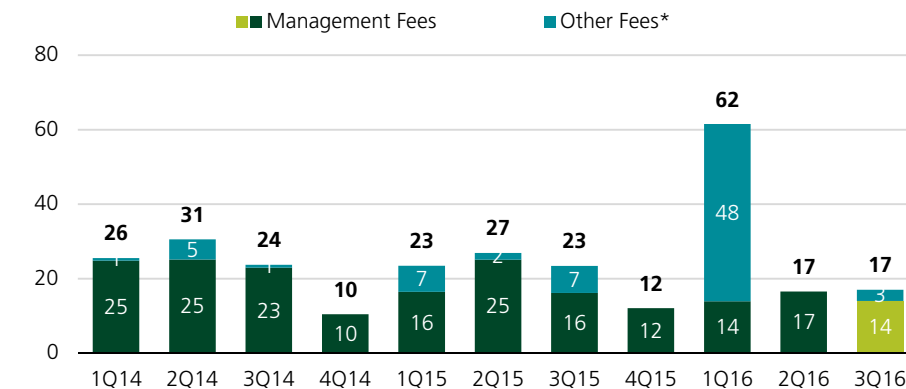
Private Equity AUMs Evolution

In USD mn



Private Equity Revenue

In EGP mn



* Other Fees includes incentive fees and other revenues

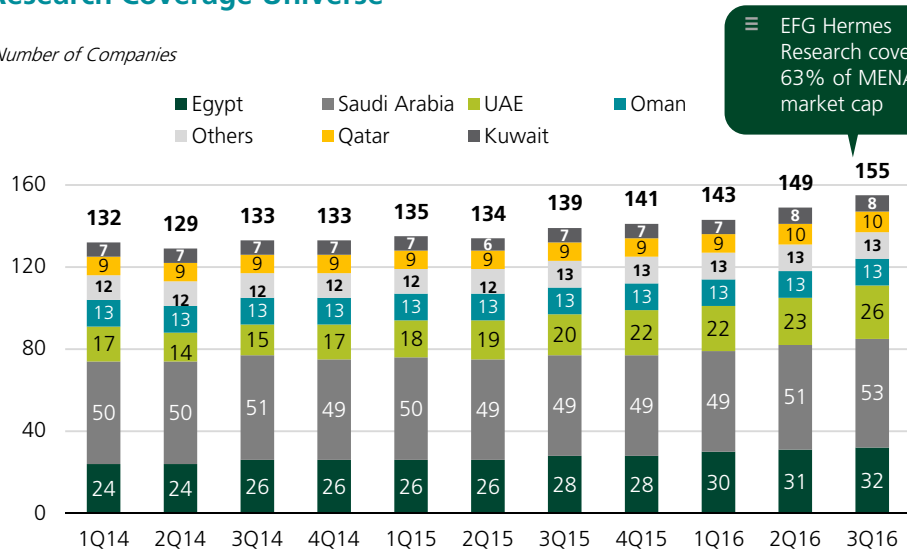
Business Lines Overview

Research Operational Overview – 3Q2016/Awards

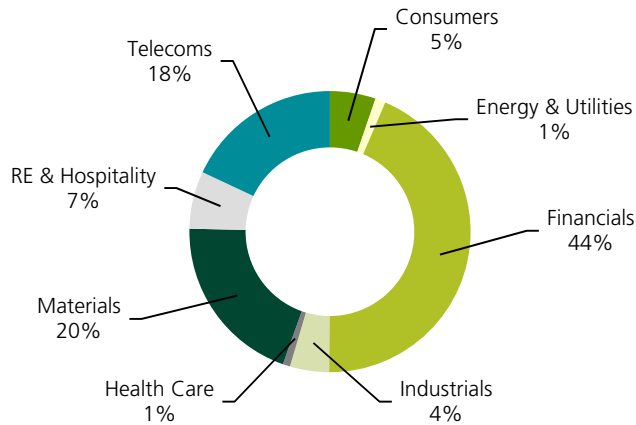
Research

Research Coverage Universe

Number of Companies



Research coverage by Sector



Investment Bank Awards



Business Lines Overview

Leasing and Tanmeyah Operational and Financial Overview – 3Q2016

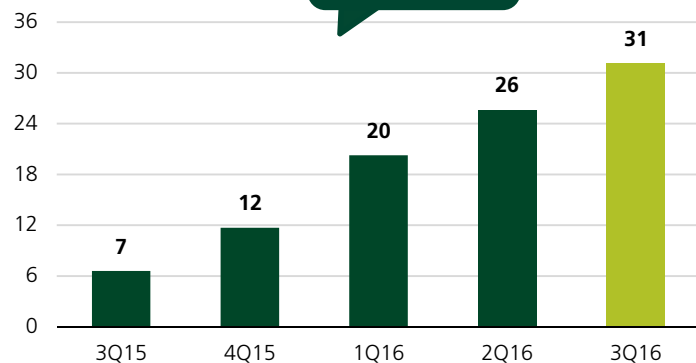
Contracts booked during 3Q2016 (by asset size)

Company	Lease Value (EGP mn)	Market Share
1 Corplease	702	18%
2 Techno lease	626	16%
3 GB Lease	528	14%
4 Al Ahly	351	9%
5 Enmaa Leasing	249	6%
6 QNB	175	5%
7 Tamweel Leasing	167	4%
8 Al Tawfik Lease	167	4%
9 Orix	159	4%
10 Incollease	150	4%
11 EFG Hermes Leasing	134	3%

Source: EFG Hermes calculations

Leasing Revenue

In EGP mn



Leasing business was launched June 2015

EFG Hermes Leasing ranked 11th in terms of deal bookings during 3Q16

KPIs

253

Total Value of Loans Issued (EGP mn)

492

Total Portfolio Outstanding (EGP mn)

27,596

Total Number of Loans Issued

91,572

Total Number of Active Borrowers

30,225

Total Number of Processed Applications

111

Branches

925

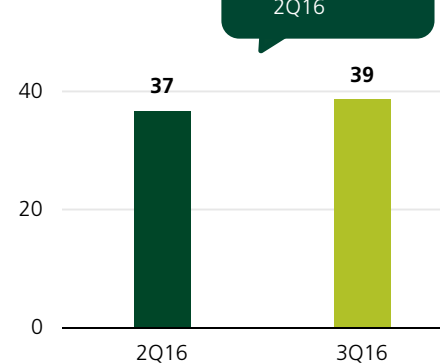
Total Loan Officers

1,661

Total Tanmeyah Staff

Micro-Finance Revenue

In EGP mn



Tanmeyah was consolidated in 2Q16

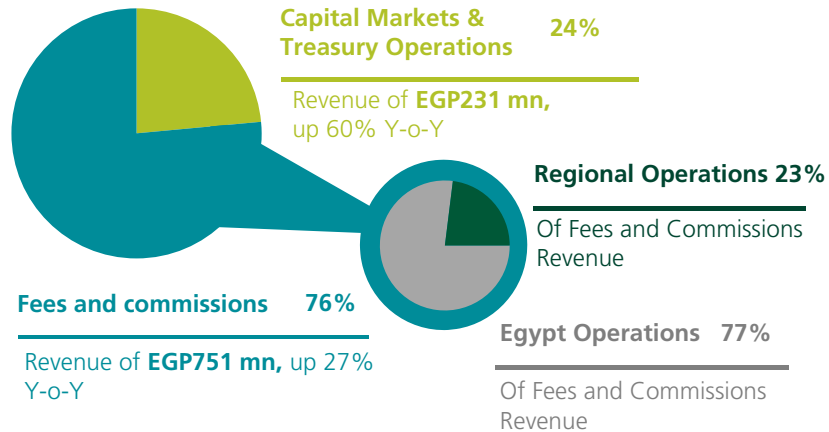


II. Nine Months Results Review – 9M2016

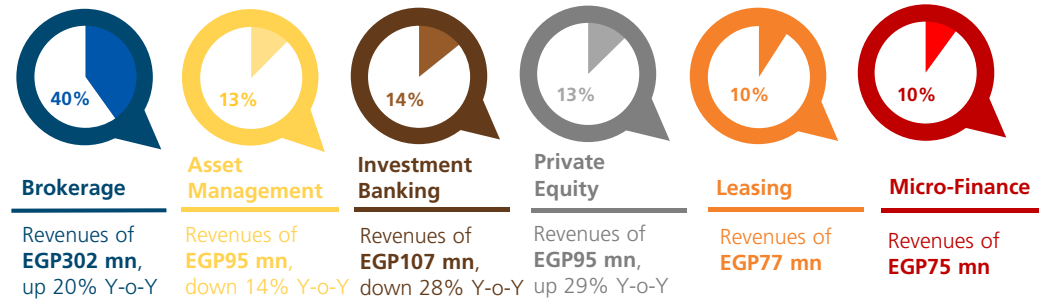
Investment Bank Overview

EFG Hermes Financial Highlights – 9M2016

EFG Hermes Revenue Breakdown



Fees and Commissions Revenue Breakdown



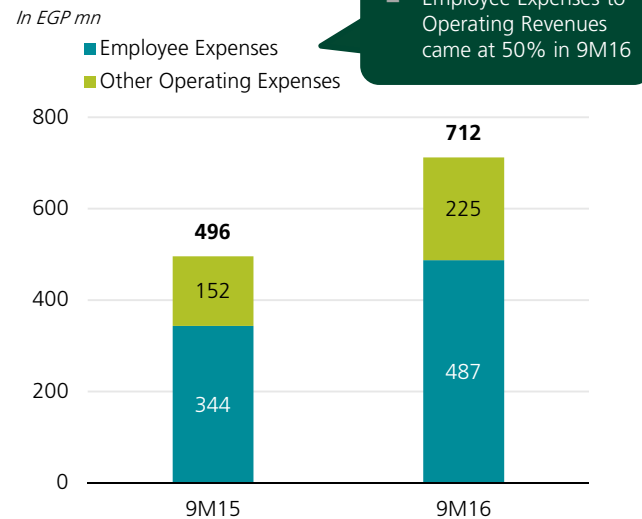
EFG Hermes Operating Revenue

up 33% Y-o-Y



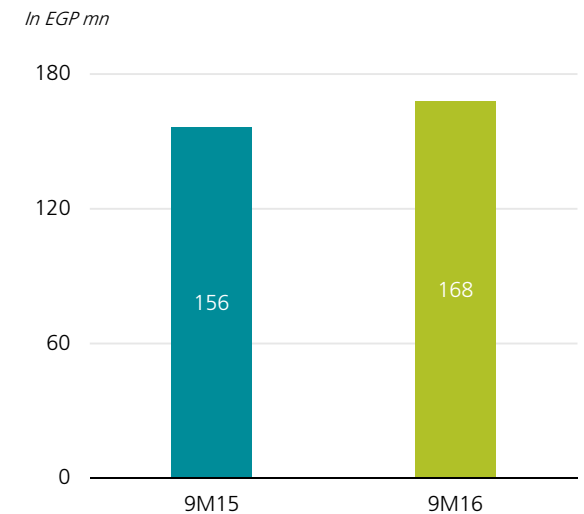
EFG Hermes Operating Expenses,

up 44% Y-o-Y



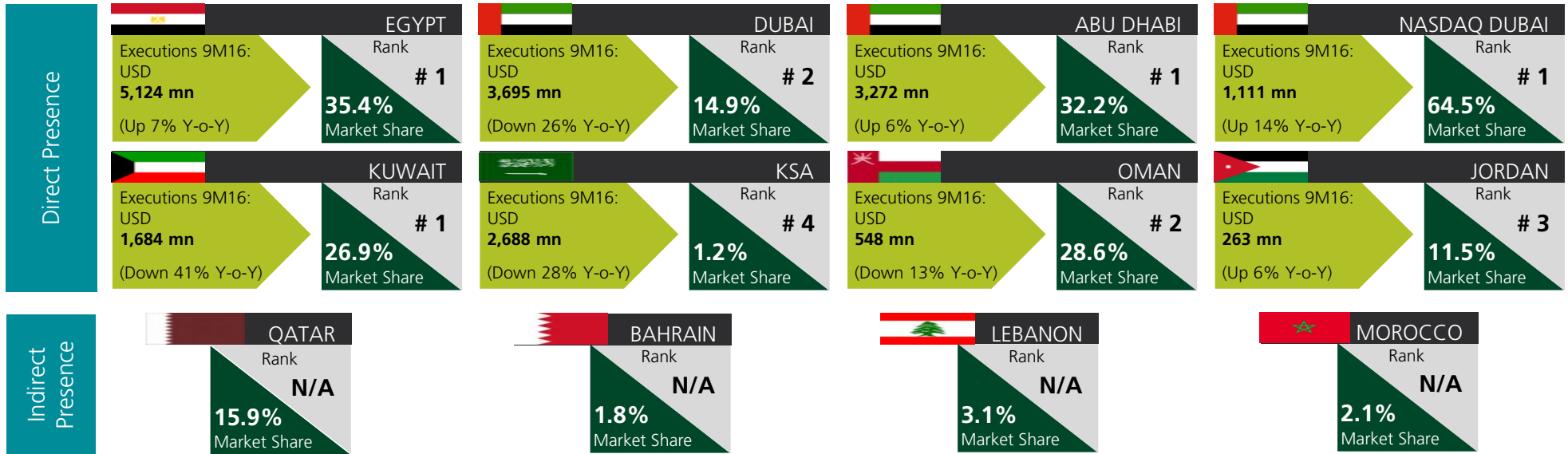
EFG Hermes Net Profit After Tax and Minority Interest (Continued Operations),

up 8% Y-o-Y

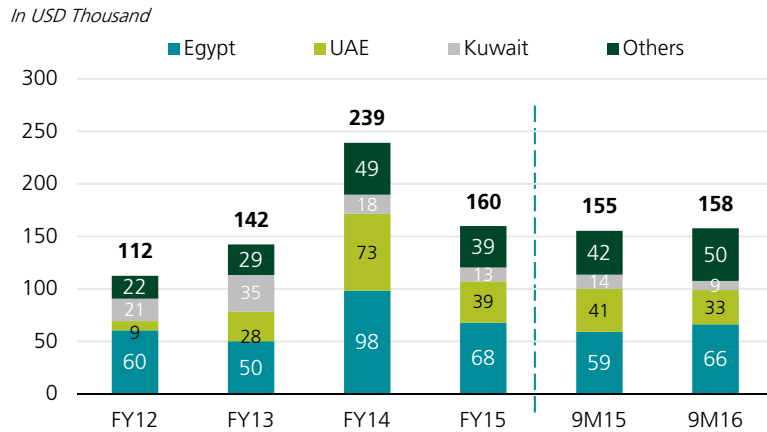


Business Lines Overview

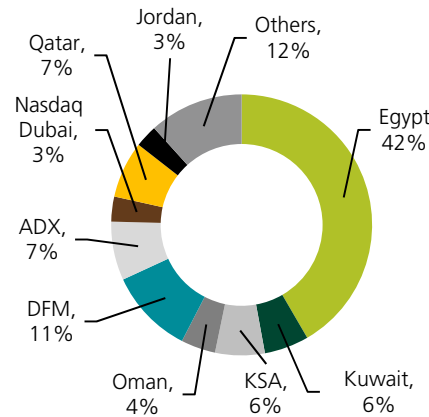
Brokerage Operational and Financial Overview – 9M2016



Average Daily Commissions

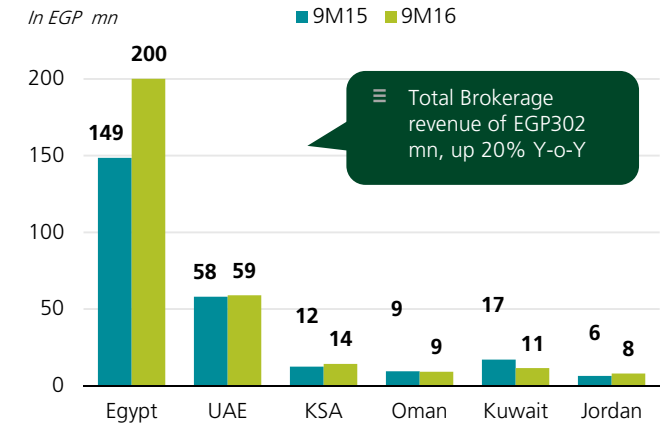


Fees Contribution by Market



*Based on 9M16 figures

Brokerage Revenue by Country (Regional Office)

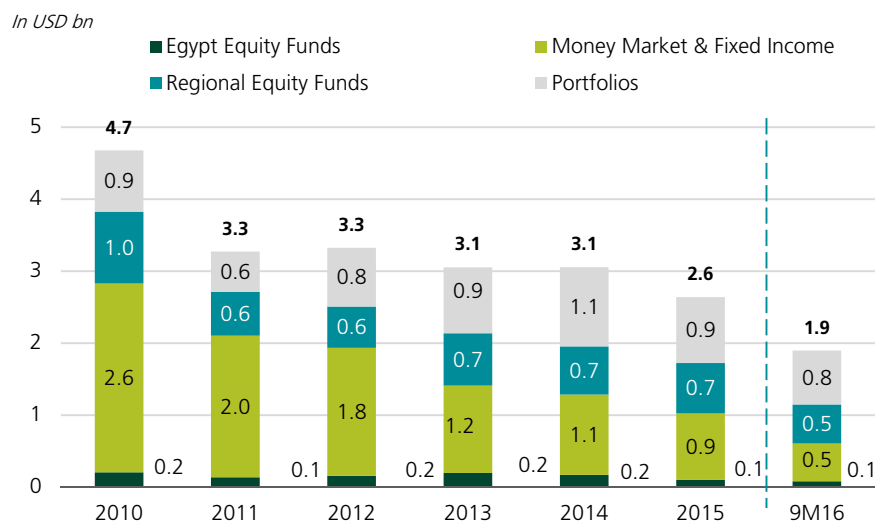


Business Lines Overview

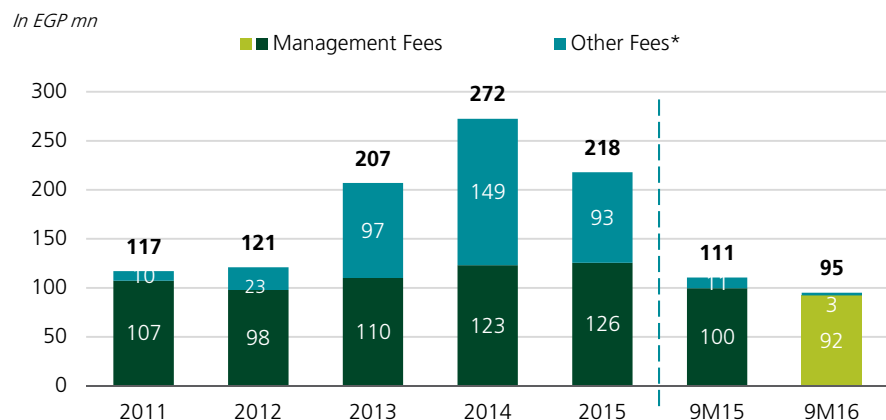
AM and IB Operational and Financial Overview – 9M2016

Asset Management

Evolution of Assets Under Management

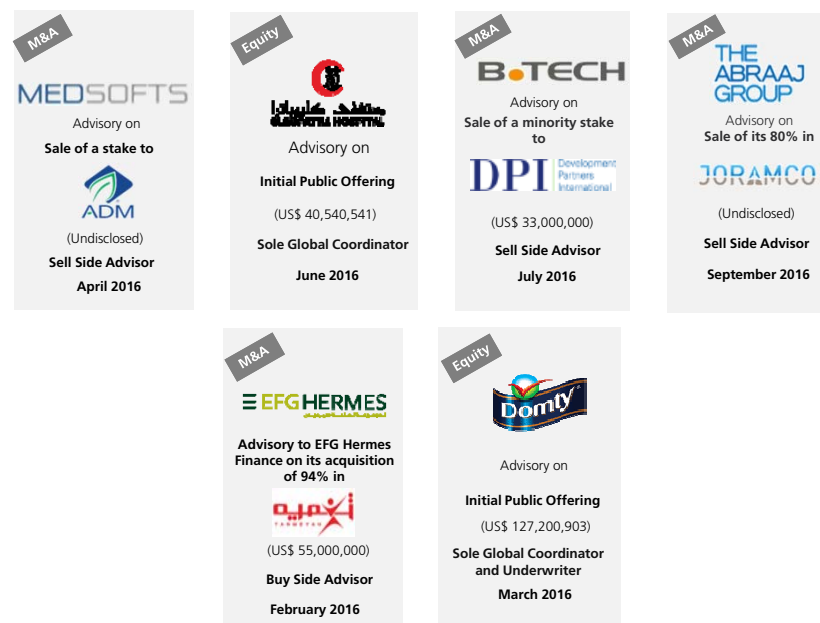


Asset Management Revenue Breakdown

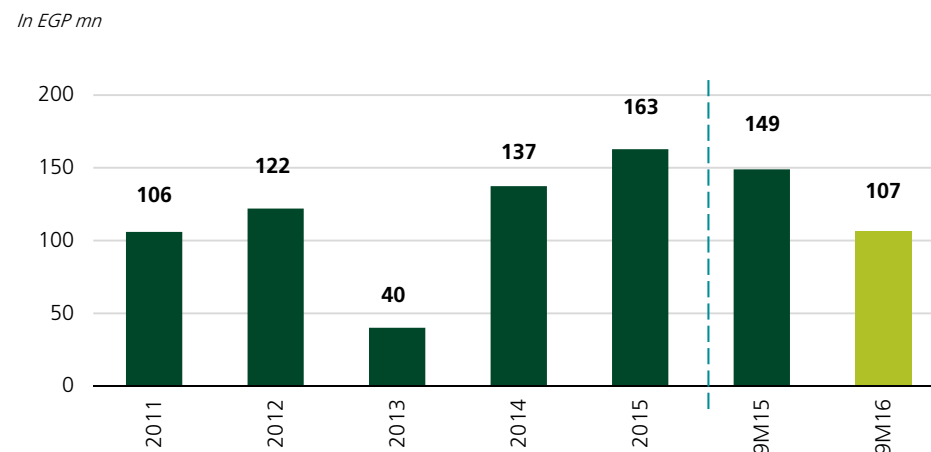


* Other Fees include incentive fees and other revenues

Investment Banking



Investment Banking Revenue



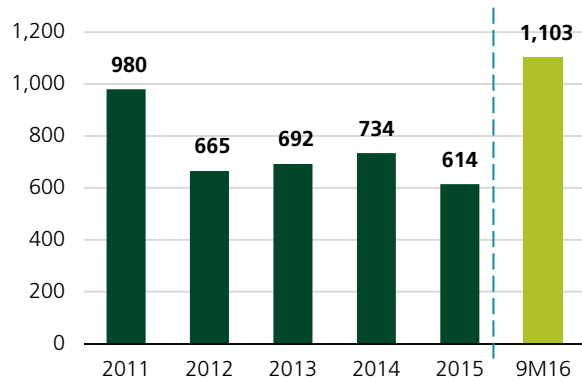
Business Lines Overview

PE Operational and Financial Overview – 9M2016/Awards

Private Equity

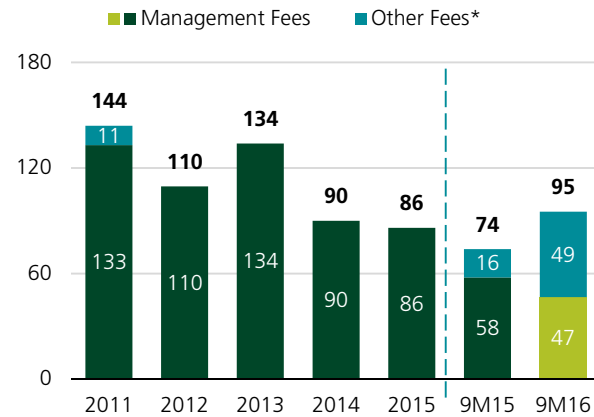
Private Equity AUMs Evolution

In USD mn



Private Equity Revenue

In EGP mn



* Other Fees includes incentive fees and other revenues



≡ The Infrastructure Platform has managed to finalize the acquisition of 49% in EDPR Participaciones, which comprises of a 664MW of operational pan-European portfolio from EDPR Europe, for a total consideration of EUR 550 million, funded via 60% debt and 40% equity. The stake was acquired by Vortex II, an SPV managed by EFG Hermes).

Investment Bank Awards



Business Lines Overview

Leasing and Tanmeyah Operational and Financial Overview – 9M2016

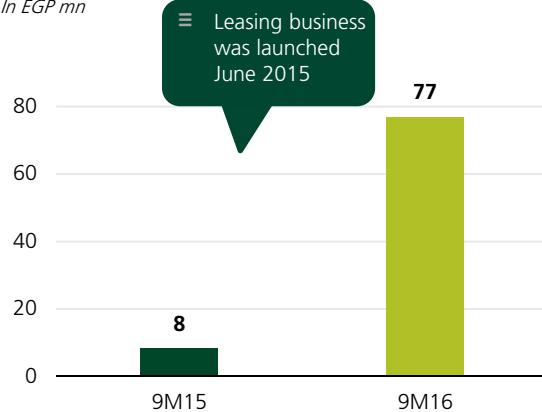
Contracts booked during 9M2016 (by asset size)

Company	Lease Value (EGP mn)	Market Share
1 Corplease	2,370	16%
2 GB Lease	1,842	12%
3 Global Lease	1,469	10%
4 Al Tawfik Lease	1,318	9%
5 Techno lease	1,190	8%
6 EFG Hermes Leasing	1,098	7%
7 QNB	1,041	7%
8 Al Ahly	873	6%
9 Arab African	858	6%
10 Incolease	785	5%

Source: EFSA and EFG Hermes calculations

Leasing Revenue

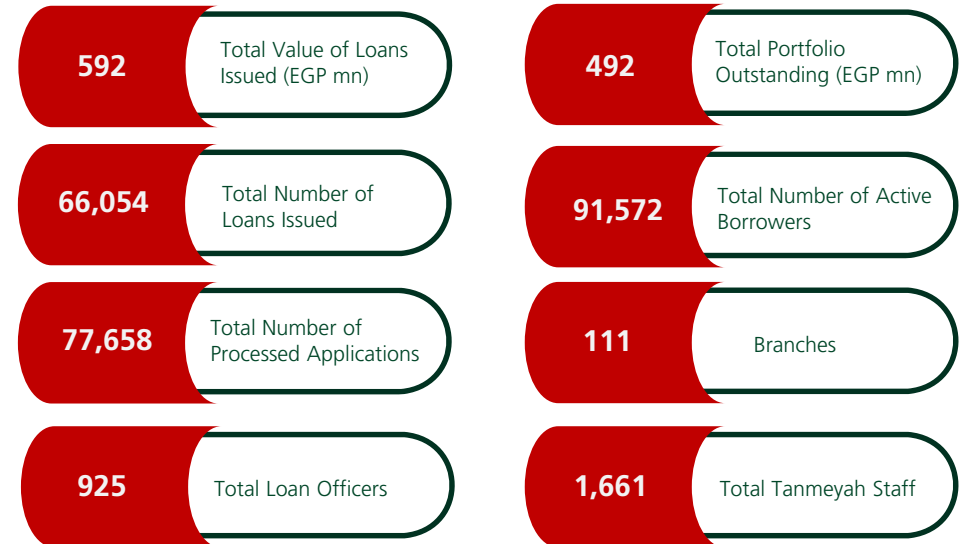
In EGP mn



Leasing business was launched June 2015

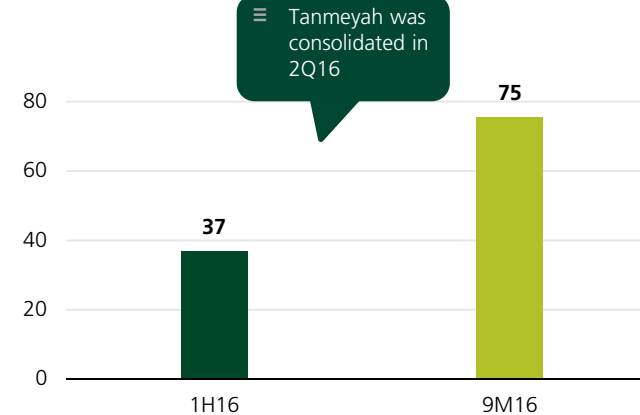
EFG Hermes Leasing came in the 6th place during 9M16, maintaining a fairly strong market share

KPIs



Micro-Finance Revenue

In EGP mn



Tanmeyah was consolidated in 2Q16

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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 3,074,472,890