

EFG Hermes Holding



1Q2016 Results Presentation



Group Overview

Group Performance Highlights – 1Q2016

EFG Hermes announced that it is in the process of selling its stake in the Commercial Bank, Credit Libanais. Accordingly, the Commercial Bank is presented as discontinued operations in the financial statements of 1Q16.

Highlights of Continued Operations (Investment Bank)

- ≡ Boosted by higher revenue generated from all business lines, the Investment Bank reported an operating revenue of EGP397 million, up 62% Y-o-Y in 1Q16. This excludes revenue generated from the recently acquired micro-finance player "Tanmeyah", which is yet to be included in 2Q16 results;
- ≡ Investment Bank operating expenses rose 69% Y-o-Y to EGP266 million in 1Q16, mainly on the back of higher employee and other operating expenses. However, employee expenses/operating revenue came at 52% in 1Q16;
- ≡ This filters into a net operating profit for the Investment Bank of EGP131 million in 1Q16, up 50% Y-o-Y; and a net profit after tax and minority interest of EGP79 million, up 17% Y-o-Y in 1Q16;

Highlights of Dis-continued Operations (Commercial Bank)

- ≡ The announcement of the potential sale of our stake in Credit Libanais and its subsequent reclassification as asset held for sale resulted in incurring non-cash loss due to realizing the impairment loss on measurement of assets held for sale of EGP280 million that turned the profit realized by the discontinued operation of the Commercial Bank into a net loss of EGP207 million;
- ≡ Accordingly, the Group reported a net loss after tax and minority interest of EGP128 million in 1Q16.



I. First Quarter Results Review – 1Q2016

Group Overview

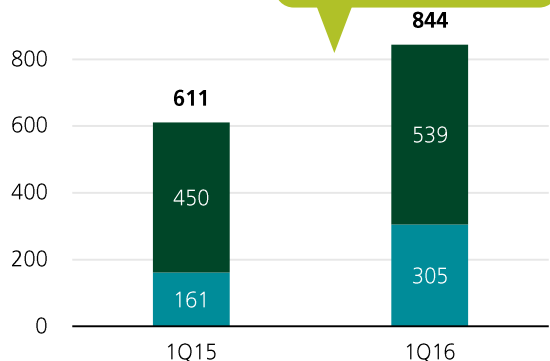
Group Financial Highlights

(Continued and Discontinued operations) – 1Q2016

Group Operating Revenue, up 38% Y-o-Y

In EGP mn

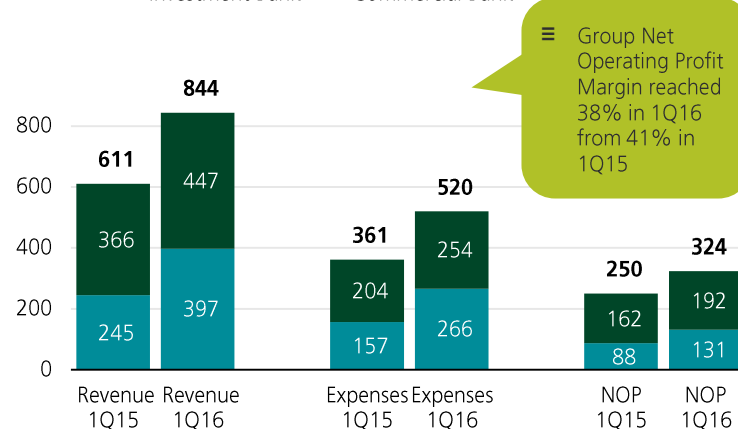
■ Egypt Revenue
■ Regional Revenue



Group Net Operating Profit of EGP324 mn, up 30% Y-o-Y

In EGP mn

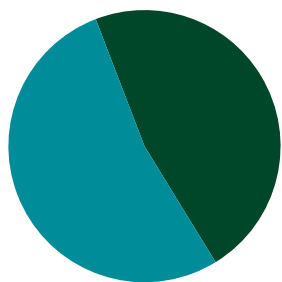
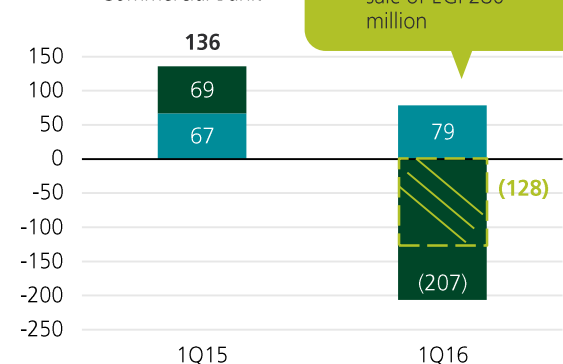
■ Investment Bank
■ Commercial Bank



Group Net Profit After Tax and Minority Interest

In EGP mn

■ Group
■ Investment Bank
■ Commercial Bank



Investment Bank 47%

Revenue Contribution to the Group

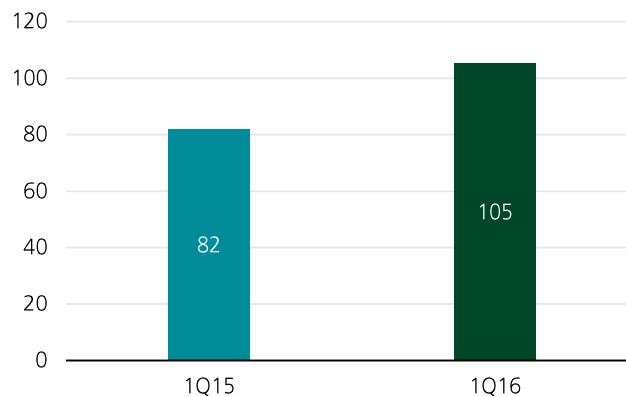
Investment Bank contribution to Group revenue was 40% in 1Q15, while the Commercial Bank contribution came at 60%

Commercial Bank 53%

Revenue Contribution to the Group

Group Total Assets, up 28% Y-o-Y

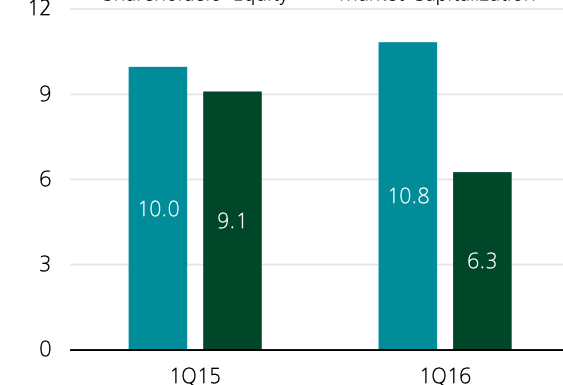
In EGP bn



Group Total Equity/Market capitalization

In EGP bn

■ Shareholders' Equity
■ Market Capitalization

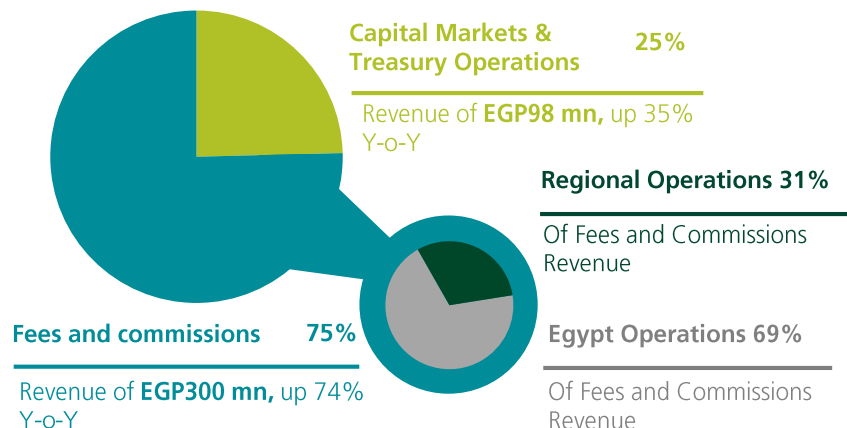


Investment Bank Overview

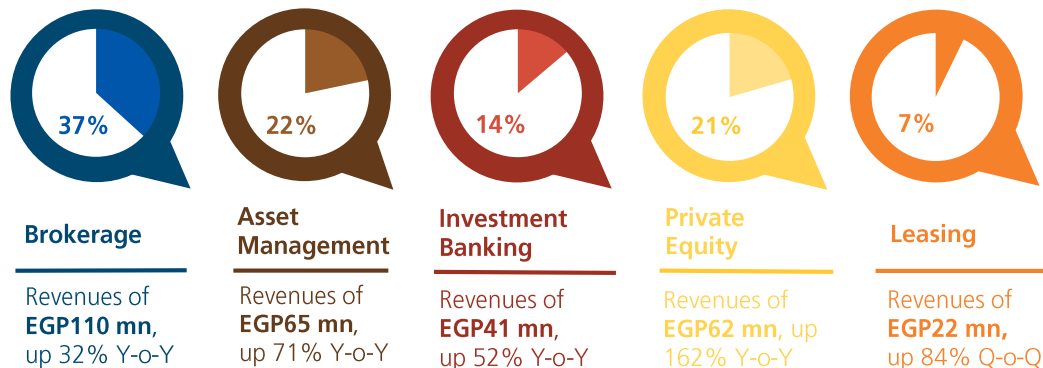
Investment Bank (IB) Financial Highlights

(Continued Operations) – 1Q2016

Investment Bank Revenue Breakdown

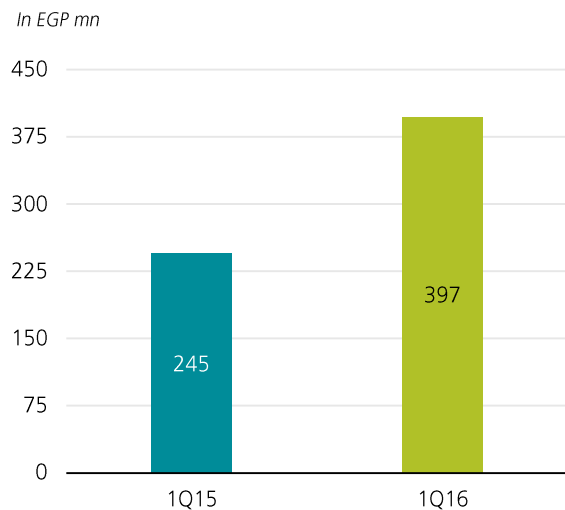


Fees and Commissions Revenue Breakdown



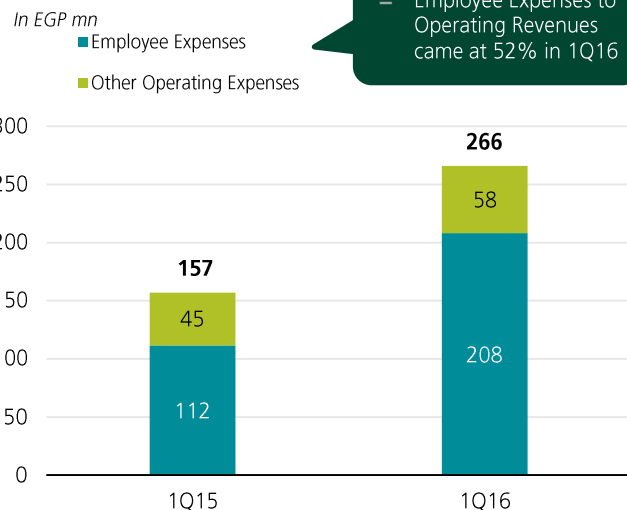
Investment Bank Operating Revenue

up 62% Y-o-Y



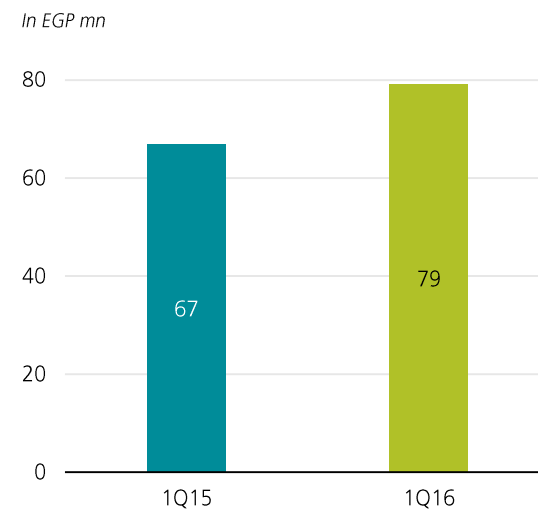
Investment Bank Operating Expenses,

up 69% Y-o-Y



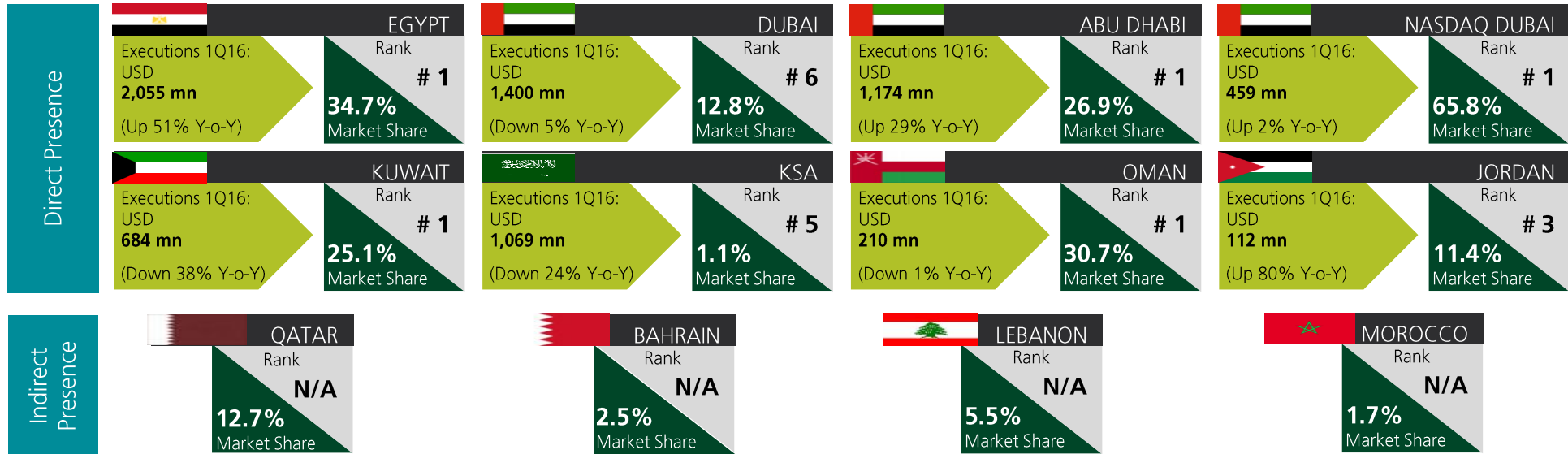
Investment Bank Net Profit After Tax and Minority Interest,

up 17% Y-o-Y



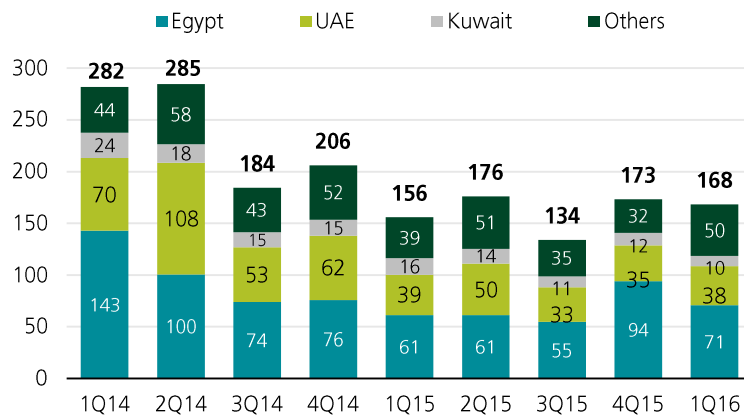
Investment Bank Overview

Brokerage Operational and Financial Overview – 1Q2016

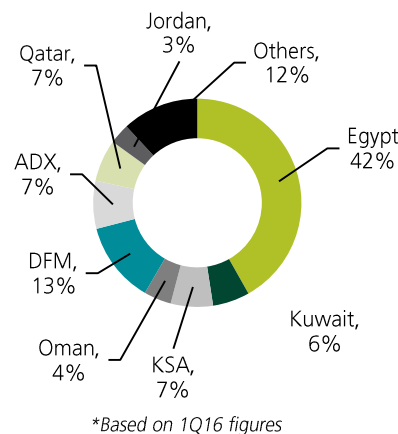


In EGP mn

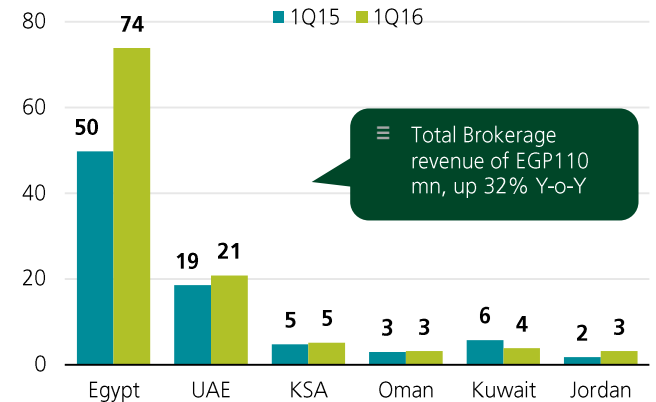
Average Daily Commissions



Fees Contribution by Market



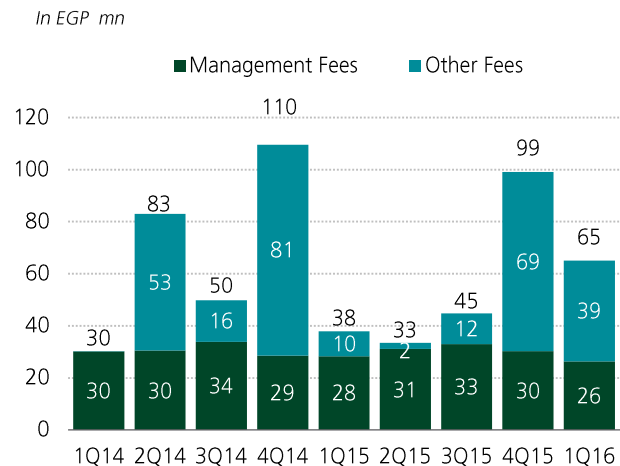
Brokerage Revenue by Country (Regional Office)



Investment Bank Overview

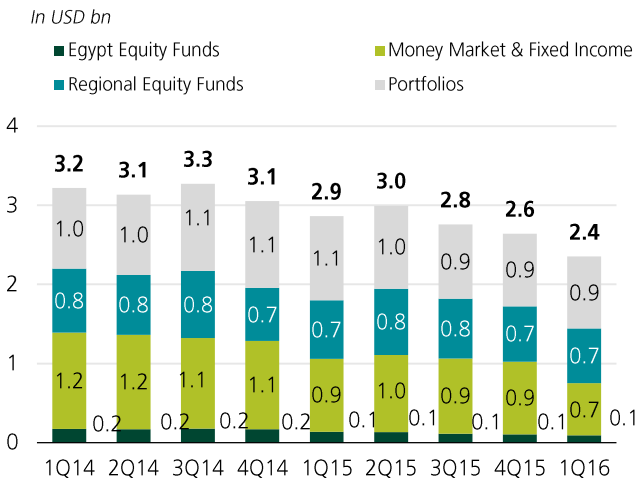
Asset Management Operational and Financial Overview – 1Q2016

Asset Management Revenue Breakdown

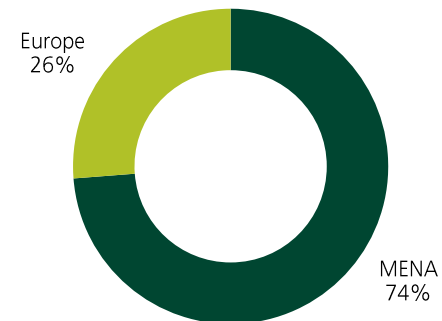


* Other Fees include incentive fees and other revenues

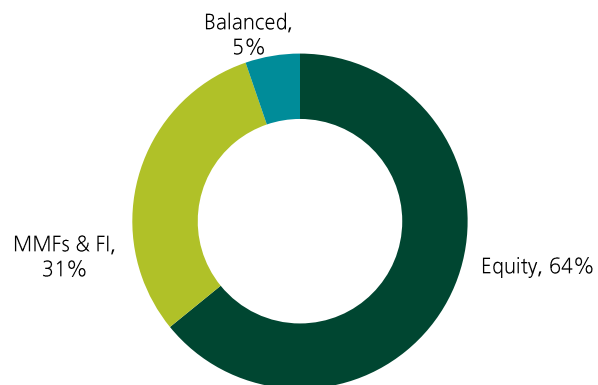
Evolution of Assets Under Management



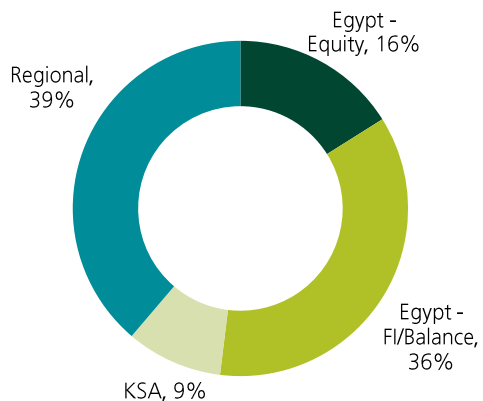
Funds Origination by Clients' Region



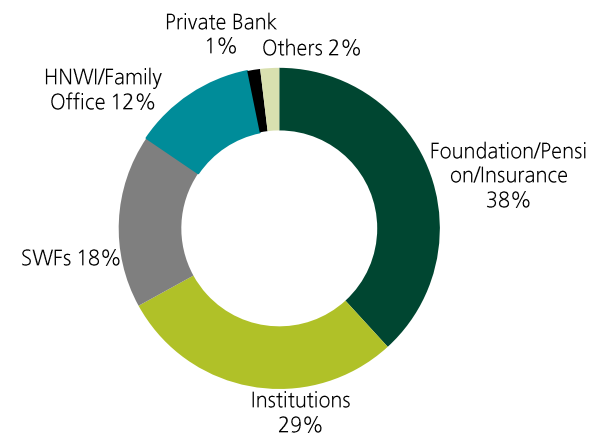
AuMs Breakdown by Asset Class



AuMs Breakdown by Region/Country Specific



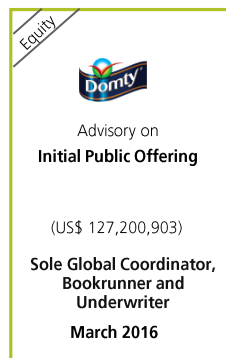
AuMs Breakdown by Investor Type



Investment Bank Overview

IB and PE Operational and Financial Overview – 1Q2016

Investment Banking

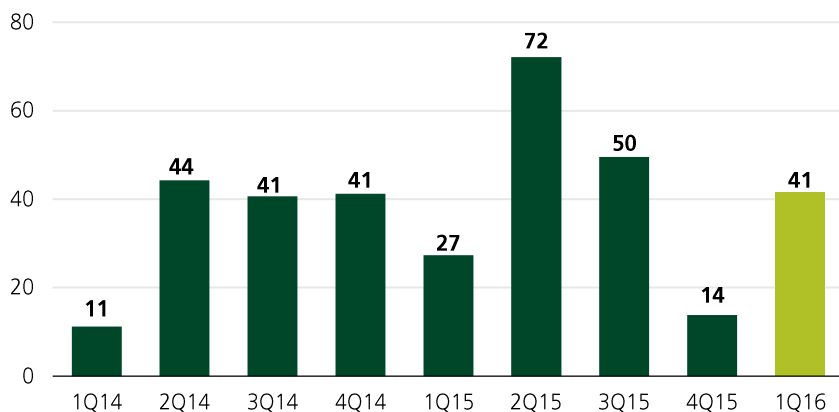


≡ EFG Hermes acted as the Sole Global Coordinator and Bookrunner on Domty's USD127 million initial public offering, floating 49% of its share capital through a secondary offering on the EGX. The department successfully raised USD768 million in demand for the 6.0x oversubscribed IPO.

≡ Another testimony to the team's enduring relationships with its clients, the Investment Banking department was able to successfully conclude advisory services during the quarter, comprising strategic assessment / restructuring in addition to debt arrangement.

Investment Banking Revenue

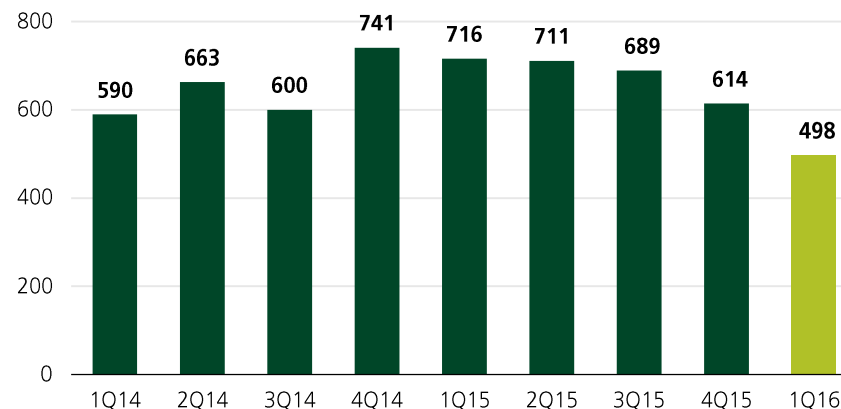
In EGP mn



Private Equity

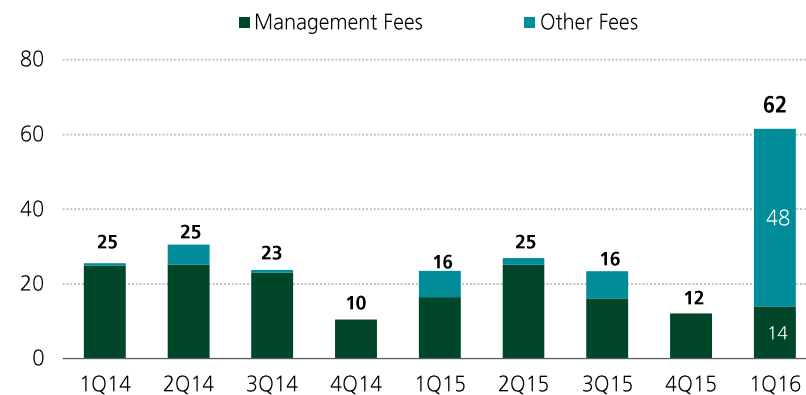
Private Equity AUMs Evolution

In USD mn



Private Equity Revenue

In EGP mn



* Other Fees includes incentive fees and other revenues

Investment Bank Overview

Leasing Operational and Financial Overview – 1Q2016 / Research

Leasing

Contracts booked during January and February 2016 (by asset size)

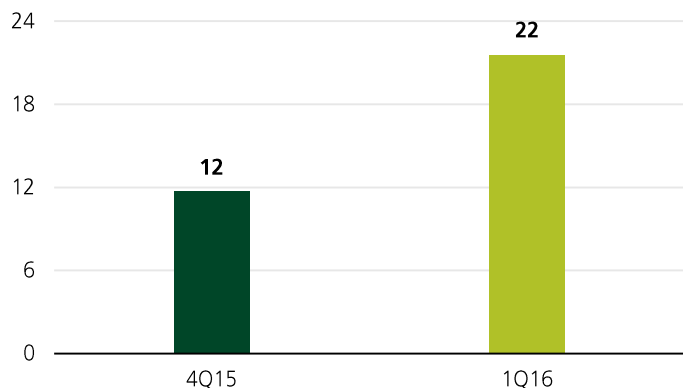
| Company | Lease Value (EGP mn) | Market Share |
|-----------------------------|----------------------|--------------|
| 1 Corplease | 855 | 21% |
| 2 Arab African | 672 | 18% |
| 3 Global Lease | 634 | 17% |
| 4 EFG Hermes Leasing | 413 | 11% |
| 5 Al Ahly | 277 | 7% |
| 6 GB Lease | 253 | 7% |
| 7 Al Tawfik Lease | 212 | 6% |
| 8 QNB | 209 | 6% |
| 9 Orix | 60 | 2% |
| 10 Incolase | 53 | 1% |

Source: Egyptian Financial Supervisory Authority and EFG Hermes calculations

EFG Hermes Leasing ranked top non-bank leasing subsidiary

Leasing Revenue

In EGP mn

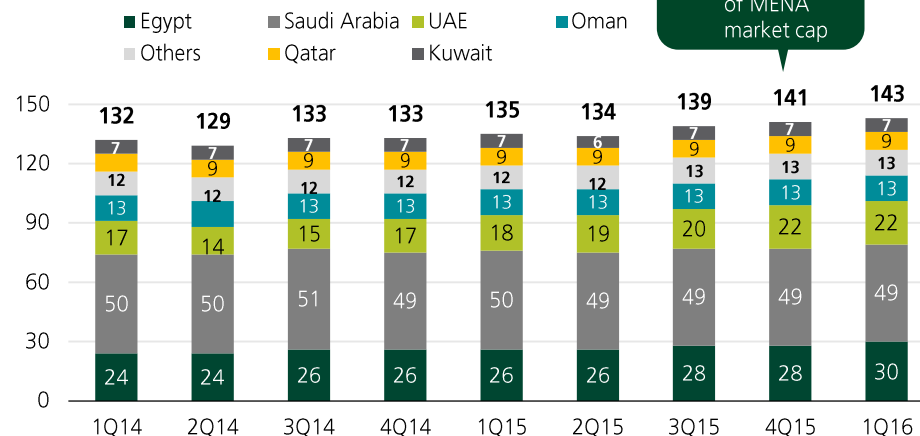


*Leasing business was launched June 2015

Research

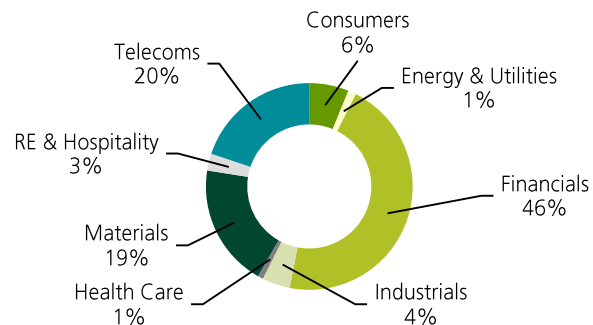
Research Coverage Universe

Number of Companies



EFG Hermes covers 58% of MENA market cap

Research coverage by Sector



Investment Bank Overview

Balance Sheet

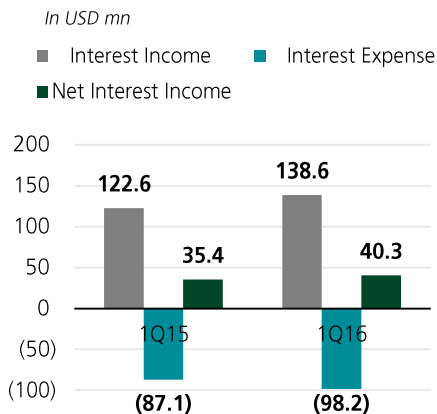
Investment Bank Balance Sheet as at 31th of March 2016

| Assets - Liabilities | <i>In EGP million</i> |
|----------------------------------|-----------------------|
| Cash and Cash Equivalents | 4,520 |
| Asset Management Seed Capital | 884 |
| Private Equity Seed Capital | 316 |
| Fixed Assets and Real Estate | 432 |
| Other Assets | 63 |
| (Receivable - Payables) | (2,607) |
| Goodwill | 588 |
| Other Trading and AFS Investment | 218 |
| Crédit Libanais | 3,296 |
| SODIC | 191 |
| Leased Assets (net) | 720 |
| Long Term Loans | (717) |
| Total | 7,903 |

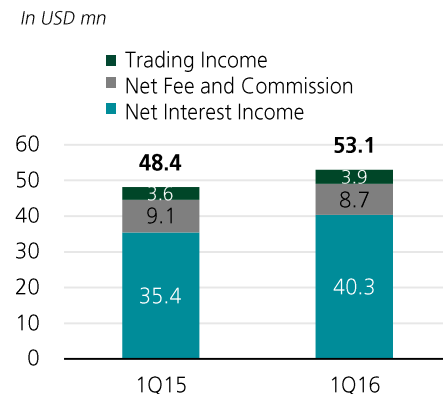
Commercial Bank Overview

Credit Libanais Financial Highlights (Discontinued Operations) – 1Q2016

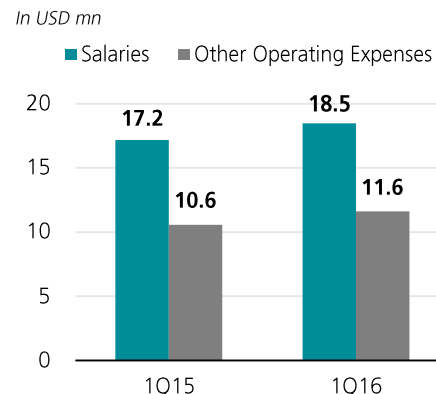
Net Interest Income, up 14% Y-o-Y



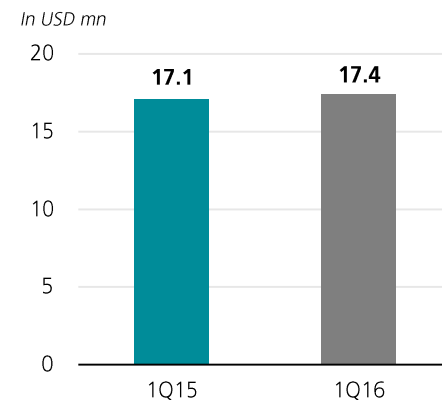
Total Banking Income, up 10% Y-o-Y



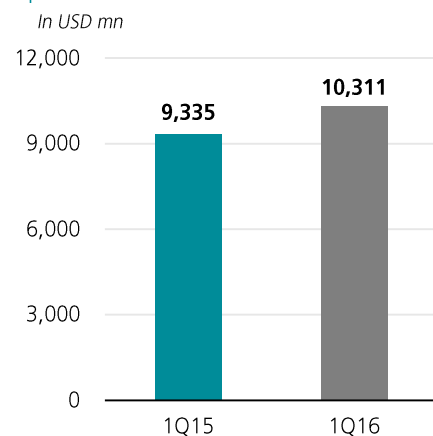
Total Operating Expenses, up 8% Y-o-Y



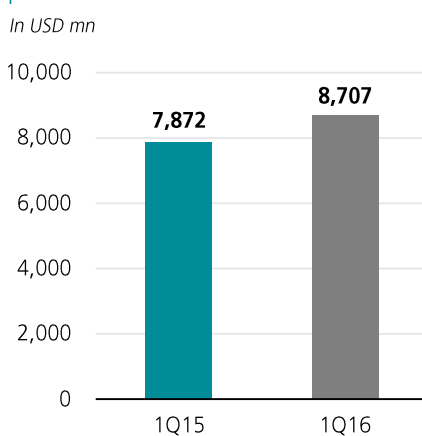
Net Profit After Tax & Minority Interest, up 2% Y-o-Y



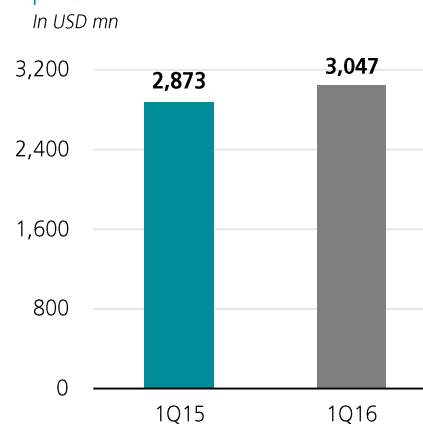
Total Assets, up 10% Y-o-Y



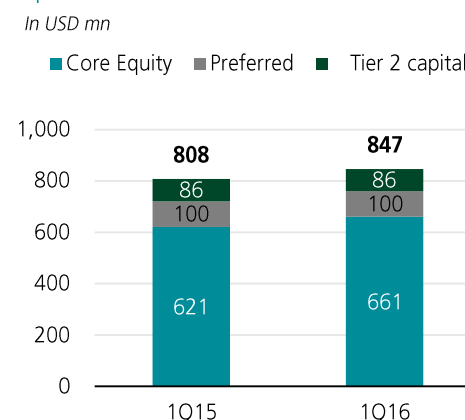
Customer Deposits, up 11% Y-o-Y



Customer loans, up 6% Y-o-Y



Total Shareholder's Equity, up 5% Y-o-Y





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