



INVESTMENTS

Managed By

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B INVESTMENTS – 1H20 EARNINGS RELEASE
AUGUST 2020

The background of the slide is an abstract geometric pattern composed of numerous overlapping rectangles in various shades of blue and white. These rectangles are arranged in a way that creates a sense of depth and movement, with some appearing to recede into the background while others come forward. The overall effect is a complex, layered visual texture.

I. Key Updates

- MNHD reached contracted sales of EGP 3.8bn in 1H20, representing a y-o-y growth of 83%

- In 1H20, Giza Systems was awarded projects worth EGP 2.8bn
- One of the major contracts won during 2Q20 was a consortium project for a Distribution Control Center with a total project value of c. USD 16mn

- As of 2Q20, Ebtikar started consolidating Vitas Misr's financials post the acquisition of Vitas Group's 50% stake in April 2020
- Tamweel Holding appointed a new CEO (Mr. Hazem Zifzaf); replacing Mr. Ahmed Deif
- As per the Financial Regulatory Authority (FRA) latest report (January 20 – April 20), Tamweel Mortgage was ranked 1st among its competitors in terms of YTD loan originations with a 25% market share



- BINV has initiated preliminary discussions with TOTAL Egypt to exit 20% of its stake in the company
- TOTAL Egypt opened a new gas station in January 2020, bringing its total number of gas stations to 240

- Infinity Solar's 3 solar energy generating plants are all currently operational and generating income

- In 2020, Gourmet opened 3 new stores and relocated one of its existing stores
 - Katameya Heights store opened in January, Maadi Road 9 store in April, and SODIC store in June
 - City Stars store relocated to a larger store in April
- Gourmet currently operates 16 stores across Egypt with a total retail area of c. 3,100 sqm



II. Financial Highlights

FINANCIAL HIGHLIGHTS | 1H20 CONSOLIDATED FINANCIAL PERFORMANCE



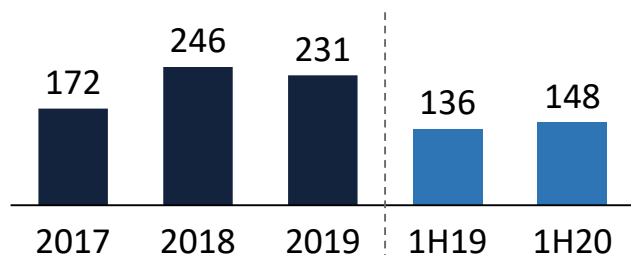
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Revenues

EGP 148mn

Revenues

EGP mn

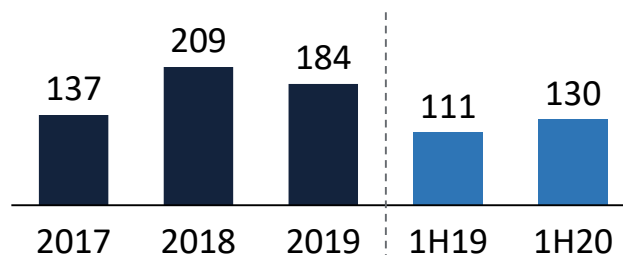


EBT

EGP 130mn

EBIT

EGP mn

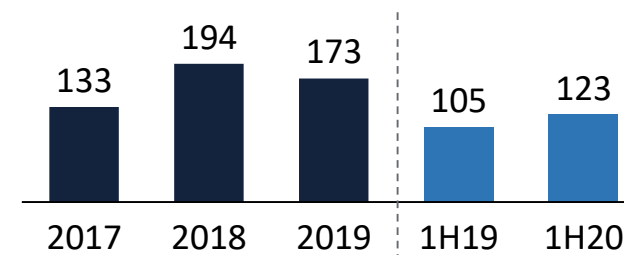


Net Income

EGP 123mn

Net Income

EGP mn



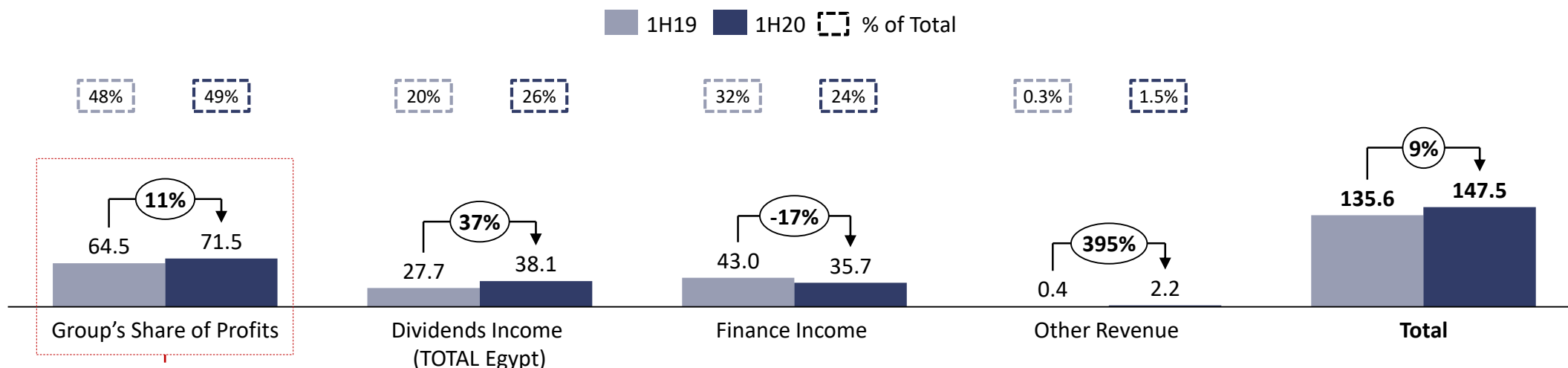
- B Investments recorded revenues of EGP 148mn in 1H20, compared to EGP 136mn in 1H19
- The growth in revenues was mainly attributed to the increase in share of profits from portfolio companies to EGP 72mn in 1H20 compared to EGP 65mn in 1H19
- Dividend income from TOTAL Egypt also grew 38% y-o-y, reaching EGP 38mn in 1H20 compared to EGP 28mn in 1H19
- EBT came in at EGP 130mn compared to EGP 111mn in 1H19
- Net income after tax reached EGP 123mn in 1H20 compared to EGP 105mn in 1H19, implying a 17% y-o-y growth

FINANCIAL HIGHLIGHTS | 1H20 CONSOLIDATED REVENUE BREAKDOWN ANALYSIS



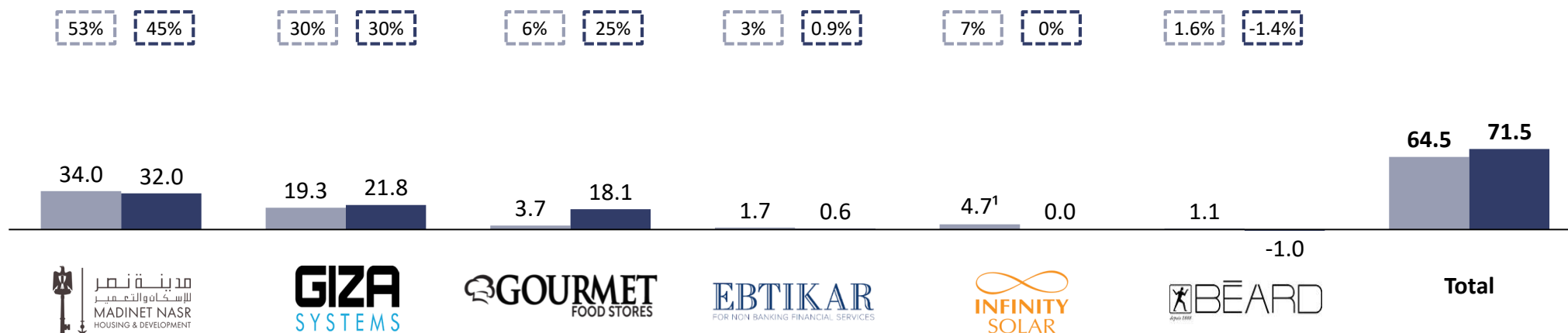
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1H19 vs. 1H20 Revenue Breakdown (EGP mn)



Group's Share of Profits Breakdown (EGP mn)

■ 1H19 ■ 1H20 □ % of Total Group Share of Profits



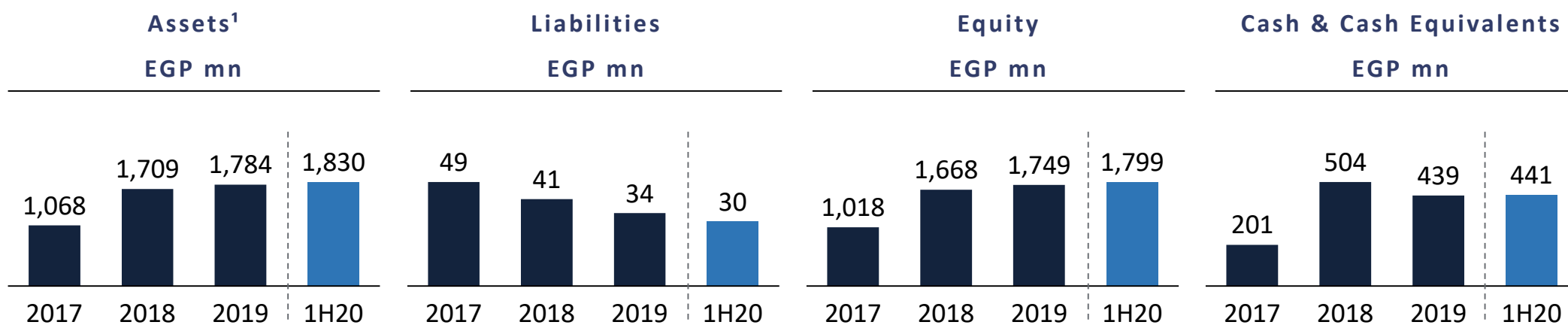
Note (1): The auditor of solar projects (PWC) adjusted the depreciation and deferred tax calculation of the solar plants by the year end, retroactively from January 1st, 2019

FINANCIAL HIGHLIGHTS | 1H20 CONSOLIDATED FINANCIAL POSITION



INVESTMENTS

Assets	Liabilities	Equity	Cash & Cash Equivalents
EGP 1,830mn	EGP 30mn	EGP 1,799mn	EGP 441mn



- B Investments assets amounted to EGP 1,830mn on June 30th, 2020 compared to EGP 1,784mn on December 31st 2019
- B Investments continues to have no interest-bearing debt
- Total equity grew to EGP 1,799mn as of June 30th, 2020

FINANCIAL HIGHLIGHTS | 1H20 CONSOLIDATED INCOME STATEMENT



INVESTMENTS

EGP mn	2017	2018	2019	1H19	1H20
Revenues					
Dividend Income from Available for Sale Investments	22.6	26.2	27.7	27.7	38.1
Group's Share of Profits of Joint Venture and Associate Entities	104.1	126.3	122.8	64.5	71.5
Finance Income	34.3	84.2	77.1	43.0	35.7
Provisions no Longer Required	-	2.5	-	-	-
FX Gain	-	1.8	-	-	-
Capital Gains	-	-	1.6	-	-
Other Income	10.6	4.5	1.5	0.4	2.2
Total Revenues	171.6	245.5	230.7	135.6	147.5
Expenses					
Management Fees	(11.7)	(16.3)	(18.6)	(9.2)	(9.3)
Consulting Fees & Other Expenses	(16.5)	(19.5)	(8.7)	(3.2)	(2.5)
Depreciation of Investment Properties	(0.3)	(0.3)	(0.6)	(0.2)	(0.9)
FX Gains (Losses)	(4.0)	-	(19.1)	(12.3)	(0.2)
Dividend Tax on Investment in Associates	-	-	-	-	(4.9)
Provisions	(2.5)	-	-	-	-
Total Expenses	(35.0)	(36.1)	(47.0)	(24.9)	(17.7)
Net Profit Before Tax	136.6	209.4	183.6	110.7	129.8
Income Tax	(18.4)	(14.4)	(14.4)	(8.6)	(13.5)
Deferred Tax	13.4	(0.5)	4.5	3.2	6.6
Net Profit After Tax	131.6	194.5	173.8	105.3	122.9
Minority Interest	(1.5)	0.6	0.5	0.5	(0.4)
Net Profit After Tax and Minority Interest	133.2	193.9	173.2	104.8	123.3

FINANCIAL HIGHLIGHTS | 1H20 CONSOLIDATED BALANCE SHEET



INVESTMENTS

EGP mn	2017	2018	2019	1H20
Non-current assets				
Intangible Assets	2.7	2.7	2.4	2.5
Investments in Associates	314.6	389.8	456.8	437.4
Available for Sale Investments	141.3	141.3	141.3	141.3
Investments in Joint Ventures	190.8	427.4	527.6	567.2
Investment Properties	113.5	113.3	95.0	94.2
Loans to Associates ¹	94.7	105.3	103.9	109.8
Projects Under Construction	-	7.9	-	-
Deferred tax Assets	-	-	-	1.7
Total-Non Current Assets	857.6	1,187.6	1,327.0	1,354.1
Current Assets				
Treasury Bills	105.5	416.7	368.5	419.3
Due from Related Parties	1.2	1.2	5.6	4.8
Other Debit Balances	8.2	15.5	12.2	30.1
Cash and Cash at Banks	95.0	87.7	70.5	21.4
Total Current Assets	209.8	521.1	456.7	475.5
Total Assets	1,067.4	1,708.8	1,783.7	1,829.6
Equity				
Issued and Paid-up Capital	584.5	800.1	800.1	800.1
Treasury Shares	-	-	-	(5.5)
Reserves	38.7	280.1	272.7	273.6
Retained Earnings	257.6	388.5	497.4	602.3
Net Profit for the Period	133.2	193.9	173.2	123.3
Equity Attributable to Shareholders of the Parent Company	1,014.0	1,662.6	1,743.5	1,793.9
Minority Interest	4.4	5.1	5.8	5.4
Total Equity	1,018.5	1,667.7	1,749.4	1,799.3
Non-Current Liabilities				
Deferred Tax Liability	8.9	9.4	4.9	-
Total Non-Current Liabilities	8.9	9.4	4.9	-
Current Liabilities				
Due to Related Parties	3.0	5.0	4.7	4.6
Accounts Payable and Other Credit Balances	8.3	6.6	8.3	8.3
Income Tax	18.4	13.2	14.4	15.4
Provisions	10.4	6.8	2.0	2.0
Total Current Liabilities	40.0	31.6	29.5	30.4
Total Equity and Liabilities	1,067.4	1,708.8	1,783.7	1,829.6

Note (1): Loans to Associates is a shareholder loan extended to the project companies of Infinity Solar

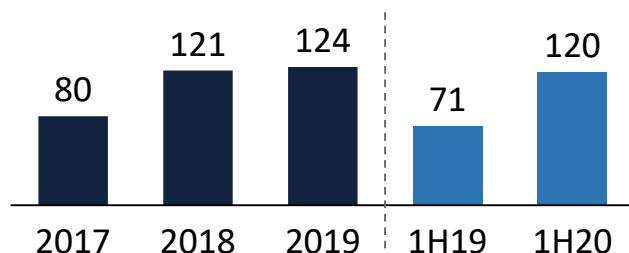
FINANCIAL HIGHLIGHTS | 1H20 STANDALONE FINANCIAL PERFORMANCE



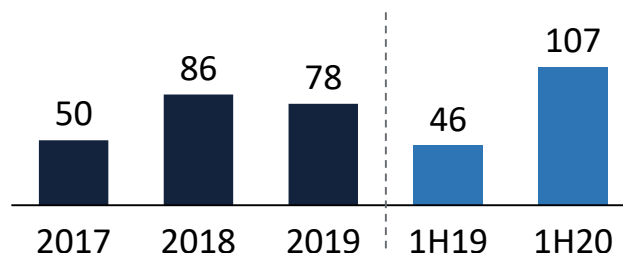
INVESTMENTS



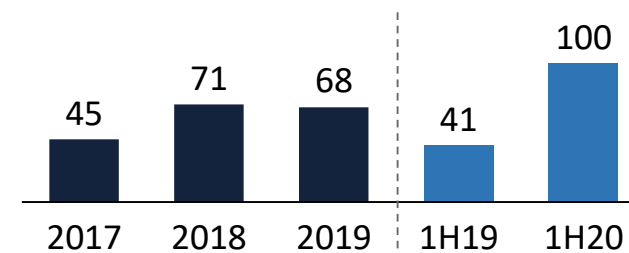
Revenues
EGP mn



EBIT
EGP mn



Net Income
EGP mn



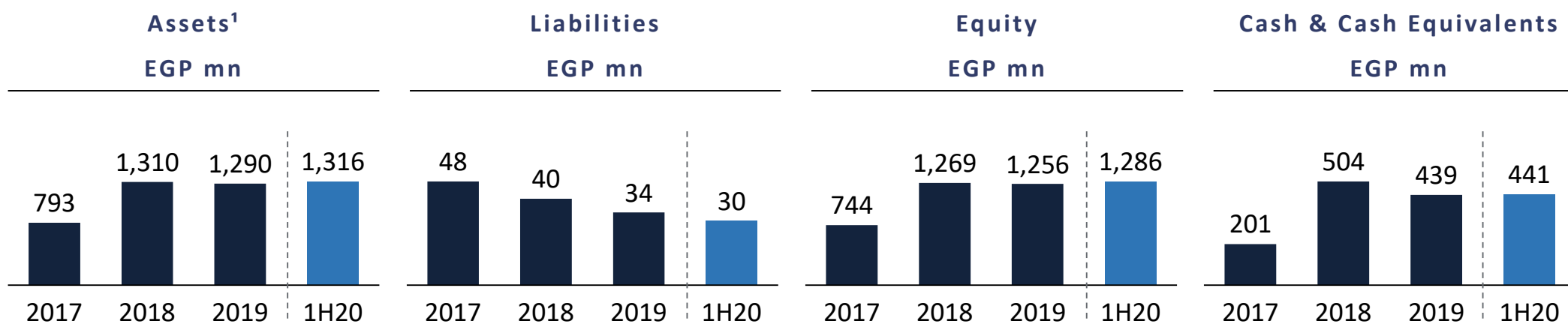
- B Investments recorded revenues of EGP 120mn in 1H20, compared to EGP 71mn in 1H19
- The growth in revenues is mainly attributed to the dividend income from MNHD as well as TOTAL Egypt which amounted to EGP 44mn and EGP 38mn respectively
- Finance income reached EGP 36mn in 1H20, down from EGP 43mn in 1H19 on the back of the decrease in the interest rates of treasury bills
- EBT came in at EGP 107mn compared to EGP 46mn in 1H19
- Net income after tax increased to EGP 100mn in 1H20, up from EGP 41mn in 1H19, implying a 146% y-o-y growth

FINANCIAL HIGHLIGHTS | 1H20 STANDALONE FINANCIAL POSITION



INVESTMENTS

Assets	Liabilities	Equity	Cash & Cash Equivalents
EGP 1,316mn	EGP 30mn	EGP 1,286mn	EGP 441mn



- B Investments assets amounted to EGP 1,316mn on June 30th 2020 compared to EGP 1,290mn on December 31st 2019
- Currents assets increased to EGP 474mn in 1H20 compared to EGP 455mn on December 31st, 2019 on the back of the accrued dividend income from MNHD
- B Investments continues to have no interest-bearing debt
- Total equity grew to EGP 1,286mn as of June 30th, 2020

FINANCIAL HIGHLIGHTS | 1H20 STANDALONE INCOME STATEMENT



INVESTMENTS

EGP mn	2017	2018	2019	1H19	1H20
Revenues					
Dividend Income from Available for Sale Investments	22.6	26.2	27.7	27.7	38.1
Dividend Income from Investments in Associates	12.7	2.2	16.8	-	43.8
Rental Income	-	-	-	-	2.0
Finance Income	34.3	84.2	77.1	43.0	35.7
Provisions no Longer Required	-	2.5	-	-	-
FX Gain	-	1.8	-	-	-
Capital Gains	-	-	1.6	-	-
Other Income	10.1	3.8	0.7	-	0.1
Total Revenues	79.7	120.7	123.9	70.7	119.6
Expenses					
Management Fees	(11.7)	(16.3)	(18.6)	(9.2)	(9.3)
Consulting Fees & Other Expenses	(11.0)	(18.6)	(7.2)	(3.0)	(2.4)
Depreciation of Investment Properties	(0.3)	(0.3)	(0.6)	(0.2)	(0.9)
FX Gains (Losses)	(4.0)	-	(19.1)	(12.3)	(0.2)
Provisions	(2.5)	-	-	-	-
Total Expenses	(29.5)	(35.2)	(45.5)	(24.7)	(12.7)
Net Profit Before Tax	50.2	85.5	78.4	46.0	106.9
Income Tax	(18.4)	(14.4)	(14.4)	(8.6)	(13.5)
Deferred Tax	13.4	(0.5)	4.5	3.2	6.6
Net Profit After Tax	45.3	70.6	68.5	40.6	100.0

FINANCIAL HIGHLIGHTS | 1H20 STANDALONE BALANCE SHEET



INVESTMENTS

EGP mn	2017	2018	2019	1H20
Non-current assets				
Investments in Associates	153.9	153.9	153.9	153.9
Available for Sale Investments	141.3	141.3	141.3	141.3
Investments in Joint Ventures	71.6	258.8	331.7	331.7
Investment Properties	113.5	113.3	95.0	94.2
Loans to Associates ¹	94.7	105.3	103.9	109.8
Investments in Subsidiaries	9.5	9.5	9.5	9.5
Projects Under Construction	-	7.9	-	-
Deferred tax Assets	-	-	-	1.7
Total-Non Current Assets	584.3	789.8	835.2	841.9
Current Assets				
Treasury Bills	105.5	416.7	368.5	419.3
Due from Related Parties	-	-	4.0	3.2
Other Debit Balances	8.2	15.5	12.2	30.1
Cash and Cash at Banks	94.8	87.6	70.4	21.4
Total Current Assets	208.5	519.7	455.1	473.9
Total Assets	792.8	1,309.5	1,290.3	1,315.8
Equity				
Issued and Paid-up Capital	584.5	800.1	800.1	800.1
Treasury Shares	-	-	-	(5.5)
Reserves	10.6	251.3	254.9	258.3
Retained Earnings	104.0	147.0	132.7	132.9
Net Profit for the Period	45.3	70.6	68.5	100.0
Total Equity	744.3	1,269.1	1,256.2	1,285.8
Non-Current Liabilities				
Deferred Tax Liability	8.9	9.4	4.9	-
Total Non-Current Liabilities	8.9	9.4	4.9	-
Current Liabilities				
Due to Related Parties	3.0	5.0	4.7	4.6
Accounts Payable and Other Credit Balances	7.9	6.0	8.0	8.0
Income Tax	18.4	13.2	14.4	15.4
Provisions	10.4	6.8	2.0	2.0
Total Current Liabilities	39.6	31.0	29.1	30.0
Total Equity and Liabilities	792.8	1,309.5	1,290.3	1,315.8

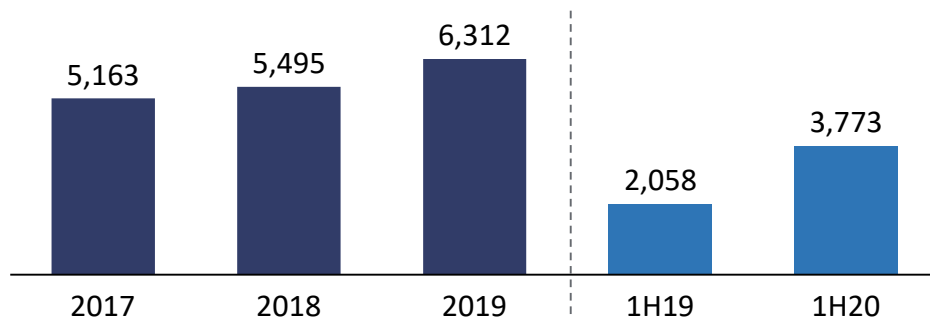
Note (1): Loans to Associates is a shareholder loan extended to the project companies of Infinity Solar

III. Portfolio Companies

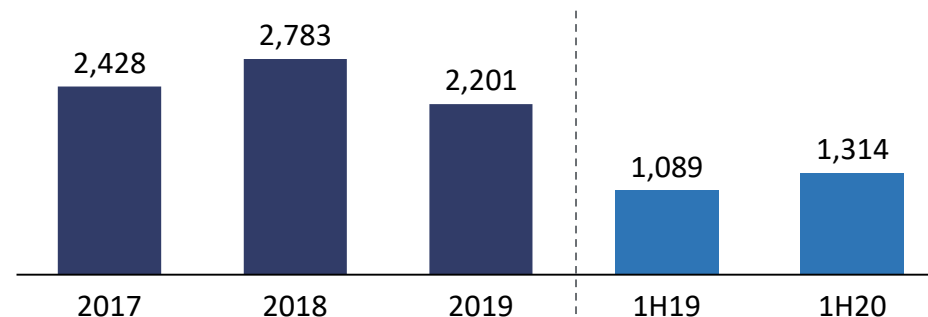
Sector	Real Estate	Oil & Gas	IT System Integration	Non-Banking Financial Services	Renewable Energy	Food & Beverage	Manufacturing
Company	MADINET NASR HOUSING & DEVELOPMENT	TOTAL	GIZA SYSTEMS	EBTIKAR FOR NON BANKING FINANCIAL SERVICES 	INFINITY SOLAR	GOURMET FOOD STORES	BĒARD
Description	<ul style="list-style-type: none"> ▪ Madinet Nasr for Housing & Development (“MNHD”) is one of Egypt’s leading and most profitable listed mixed-use real estate developers ▪ The company caters to the growing middle and upper-middle market demand ▪ MNHD has a sizeable land bank; 9mn sqm at premium locations 	<ul style="list-style-type: none"> ▪ One of the largest downstream private sector players in Egypt with a network of 240 retail stations ▪ In partnership with B Investments, TOTAL Egypt acquired Shell and Chevron’s downstream networks in Egypt ▪ TOTAL Egypt operates four business lines: retail network, commercial & industrial, aviation and lubricants 	<ul style="list-style-type: none"> ▪ Giza Systems is one of the leading systems integration and engineering services (IT / BPO) platforms in Egypt, the Middle East and Africa ▪ The company offers a vast range of mission critical IT based solutions to a range of industries, aiding clients’ efficiency and effectiveness in running operations 	<ul style="list-style-type: none"> ▪ Ebitkar is a designated vehicle to invest in the Non-Banking Financial Services sector through a partnership between B Investments and MM Group For Industry And International Trade ▪ Ebtikar invested in electronic payments (Bee & Masary), microfinance (Vitas Misr), leasing, mortgage, factoring and auto finance (Tamweel Group) 	<ul style="list-style-type: none"> ▪ A portfolio of three solar power generation plants located in Ben Ban, Egypt with a total capacity of 130MW ▪ The project is in partnership with Infinity Solar Energy SAE; a local solar power plant developer and ib vogt; an international solar developer established in Germany ▪ The three solar energy generating plants are all currently operational and generating income 	<ul style="list-style-type: none"> ▪ The Gourmet Group is comprised of 2 companies in the F&B sector: Gourmet Egypt (GE), a food retailer with 16 stores across Egypt; and Gourmet Food Solutions (GFS), which is comprised of 2 food manufacturing and processing facilities that cater to GE as well as to other F&B clients 	<ul style="list-style-type: none"> ▪ Established in 1888, BĒARD is one of the world’s leading Swiss brand names in the flatware and hollowware industry ▪ The company leverages on the vibrant hospitality sector in Egypt
Transaction Type	Buyout	Growth Capital	Management Buyout	Greenfield ¹ / Growth Capital	Growth Capital	Buyout/Growth Capital	Management Buyout

Note (1): Ebtikar is considered a greenfield transaction as it is a holding company established by B Investments as the designated vehicle to invest in the Non-Banking Financial Services sector, yet all of its investments other than Vitas Misr are growth capital and buyout transactions

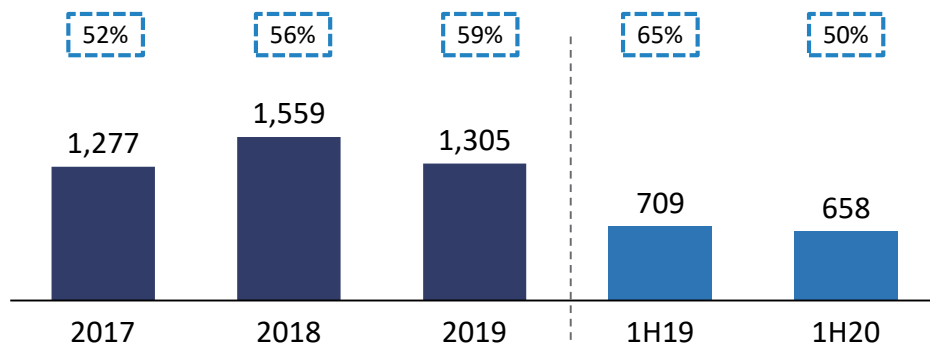
Pre-Sales (EGP mn)



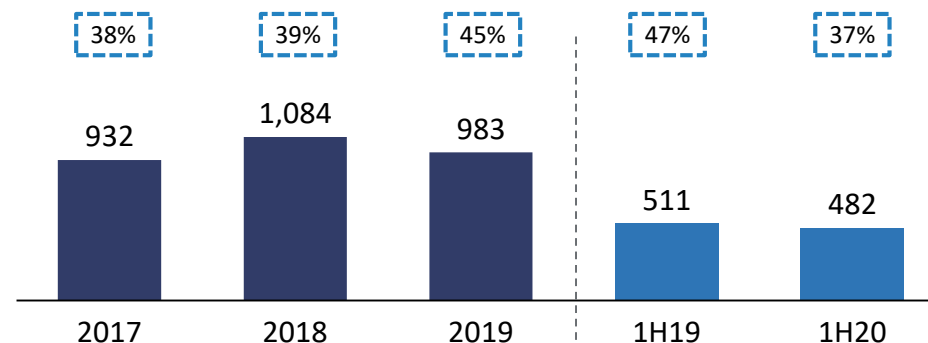
Net Revenues (EGP mn)



EBITDA (EGP mn)

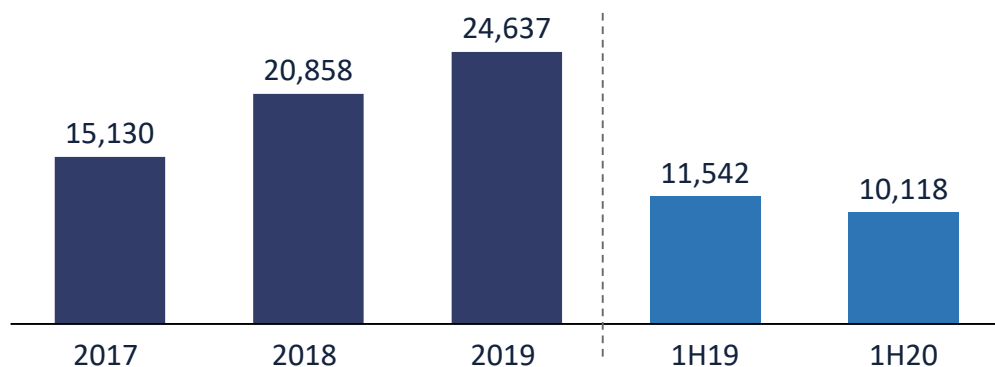


Net Income (EGP mn)

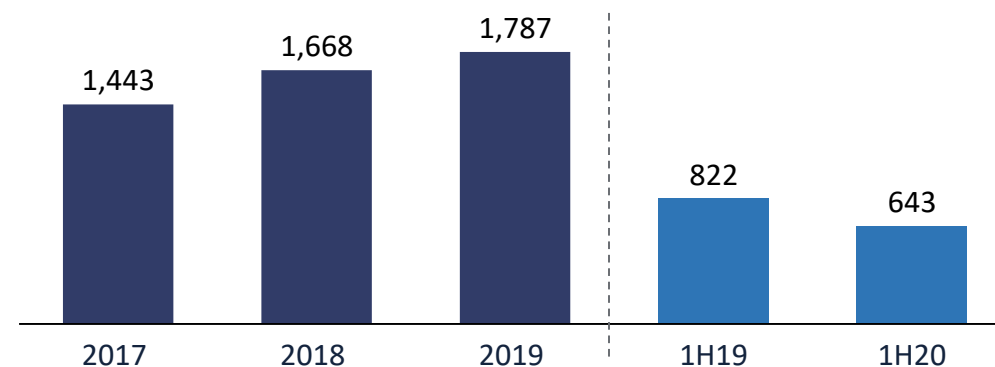


- Pre-Sales increased reached EGP 3.8bn (including EGP 1.15bn from land sale) representing a 83% increase compared to 1H19
- Net Revenues reached EGP 1.3bn in 1H20 fueled by revenues from the land sale as well as residential units, mainly in SARAI
- Net Income reached EGP 482mn, with 37% margin as opposed to 47% in 1H19, mainly due to higher provisions related to coronavirus precautions as well as a sales promotion in SARAI to promote sales during lock-down times

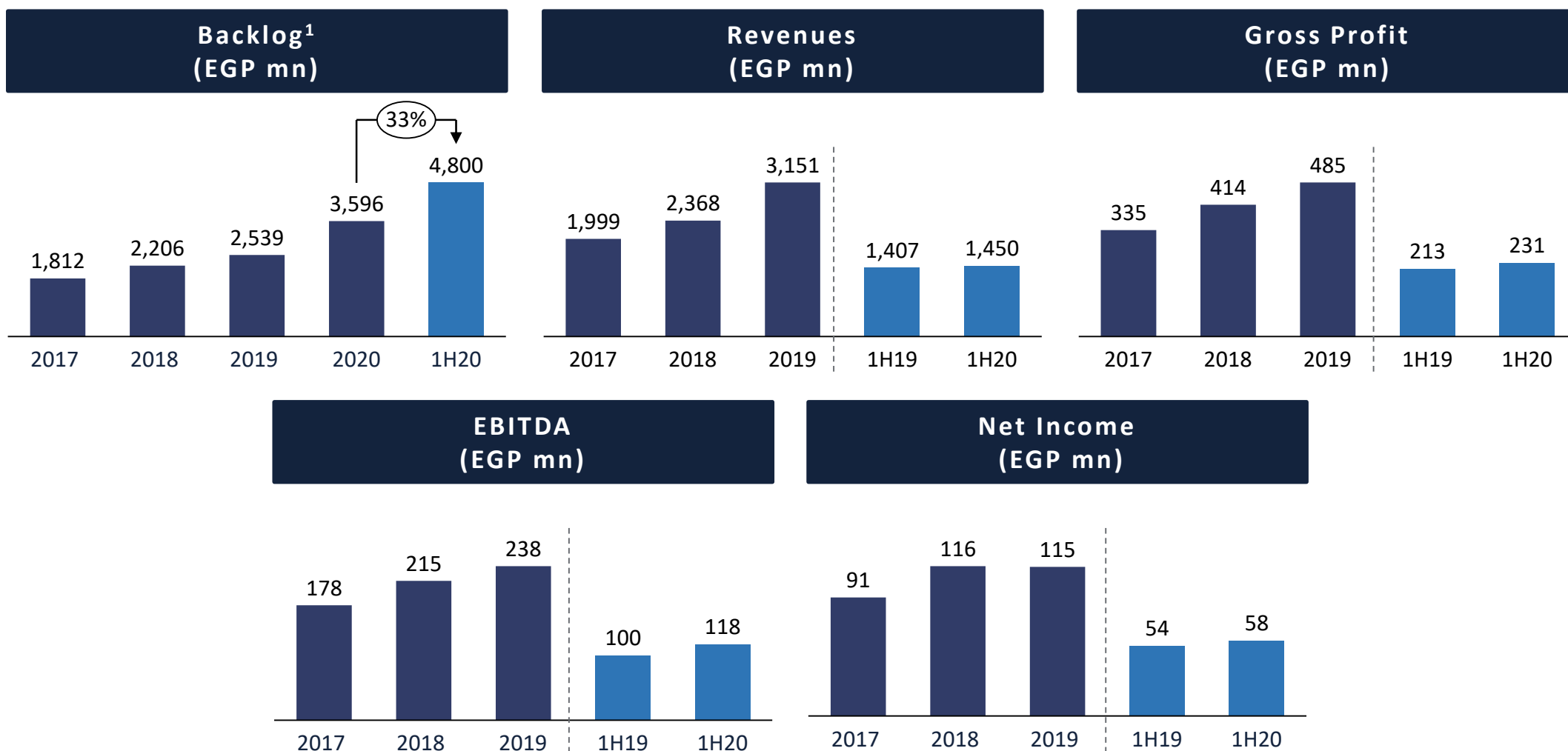
Revenues (EGP mn)



Gross Profit (EGP mn)



- TOTAL Egypt recorded revenues of EGP 10.1bn during 1H20, recording a Y-o-Y contraction of 12.3%
- Gross Profit stood at EGP 643mn in 1H20
- Contractions in 1H20 are attributed to the measures enacted as a result of the COVID-19 pandemic (i.e. airport shutdowns, travel restrictions, curfew) that were implemented mid-March



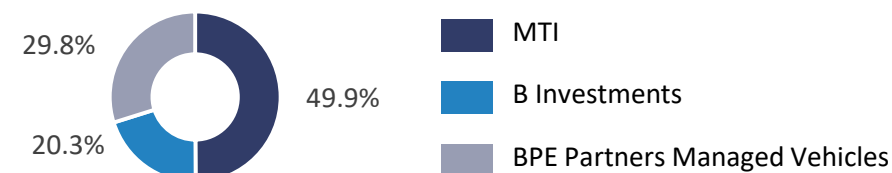
- Giza Systems' 1H20 ending backlog came it at EGP 4,800mn representing a 33% growth over the FY20 beginning backlog which is driven by a substantial order book during in the first half of 2020
- Giza Systems was awarded new contracts worth EGP 2,786mn during the first half of 2020 representing significant growth over 1H19 order book
- 1H20 order book was the highest ever recorded 6 month period order book in the history of Giza Systems
- EBITDA showed a y-o-y increase of 17.5% reaching EGP 118mn in 1H20 in comparison to EGP 100mn in 1H19

Ebtikar Overview

Company Synopsis & Key Updates

- In 2017, Ebtikar Holding for Financial Investments (Ebtikar) was co-founded by B Investments/BPE Partners and MTI as the designated vehicle to invest in the non-banking financial services sector
- Ebtikar is a holding company with an authorized share capital of EGP 750mn and an injected capital of EGP 727mn, of which EGP 150mn has been deployed by B Investments

Shareholding Structure



1Q20 Key Updates

Electronic Payments



- The board of directors of Bee has approved to capitalize the shareholders loan that has been extended by Ebtikar amounting to EGP 66.5mn through a capital increase
- Bee's average daily transactions value increased by 28% from EGP 16.6mn in December 2019 to EGP 21.2mn in June 2020
- 40% of Masary's platform upgrade is completed. The merchants migration and full platform upgrade is expected to be launched by end of August 2020 in phases

Microfinance



- As of 2Q20, Ebtikar started consolidating Vitas Misr financials post the acquisition of Vitas Group's 50% stake in April 2020
- In addition to Al Minya branch that was licensed by FRA in April 2020, Vitas Misr started operating a new branch in Zagazig and is currently setting up another new branch in Mansoura to start operations in 3Q20
- In response to Covid-19 in 2Q20, early settlement fees and late charges were waived as per FRA's new initiatives. The management opted to focus more on collections and postponed instalment payments for clients who were negatively impacted by Covid-19

Mortgage, Leasing & Factoring

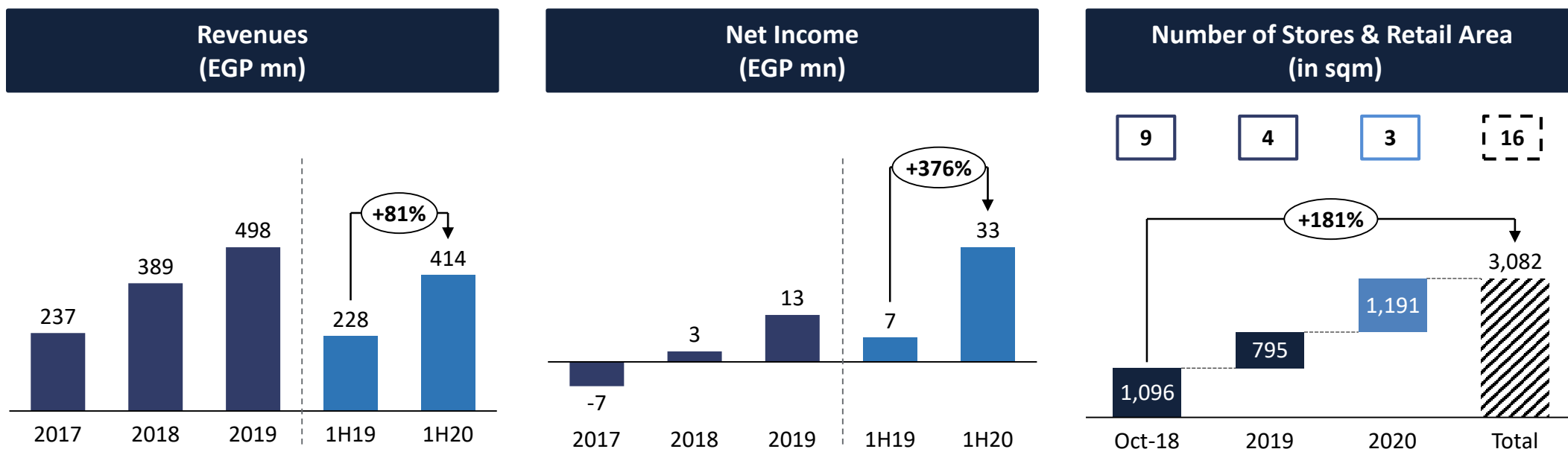


- The board of Tamweel Holding for Investment appointed a new CEO (Mr. Hazem Zifzaf); replacing Mr. Ahmed Deif
- As per the Financial Regulatory Authority (FRA) latest report (January 2020 – April 2020), Tamweel Mortgage was ranked 1st among its competitors in terms of YTD loan originations with a 25% market share and Tamweel Leasing was ranked 11th among its competitors in terms of YTD loan originations with a 3% market share
- In response to Covid-19, payment of loan installments was postponed for 6 months as per CBE's initiative without incurring additional interest or penalty

Fintech Startups



- As part of Ebtikar's new strategy of investing in Fintech startups that would add value to Ebtikar's platform and serve its ecosystem, Ebtikar invested in;
 - **NowPay:** a company that offers a corporate salary advance service allowing employees to take up to 80% of their monthly salary at anytime during the month
 - **Capiter:** a company that offers MSME trade financing solutions
- Its noteworthy to mention that in November 2019, Ebtikar invested in Wasla, a mobile web browser that subsidizes user's mobile data costs through digital advertising



- Gourmet Egypt posted 1H20 revenues of EGP 414mn, up from EGP 228mn in 1H19, representing an 81% growth y-o-y
- The company posted net income in 1H20 of EGP 33mn, compared to EGP 7mn during the same period last year
- Gourmet currently operates 16 stores across Egypt offering a wide range of groceries, high quality fresh products and exclusive in-house developed and manufactured products
- In 2020, Gourmet opened 3 new stores and relocated one of its existing stores
 - Katameya Heights store opened in January, Maadi Road 9 store in April, and SODIC store in June
 - City Stars store relocated to a larger store in April

Key Updates

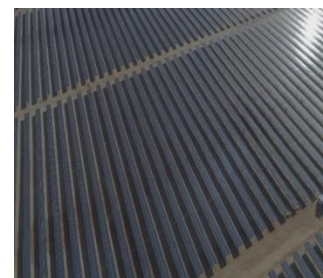
- A portfolio of three solar power generation plants located in Ben Ban, Egypt with a total capacity of 130MW
- The project is in partnership with Infinity Solar Energy SAE, an Egyptian renewable energy developer and ib vogt, an international solar developer and EPC contractor established in Germany
- The total cost of the projects is USD 190mn and is financed through equity and debt from international development finance institutions including European Bank for Reconstruction and Development (EBRD) and the International Finance Corporation (IFC)
- All assets are generating healthy revenue with positive cash flow

Aerial Pictures

MMID



BSEP



Phoenix



Commercial Operation Date

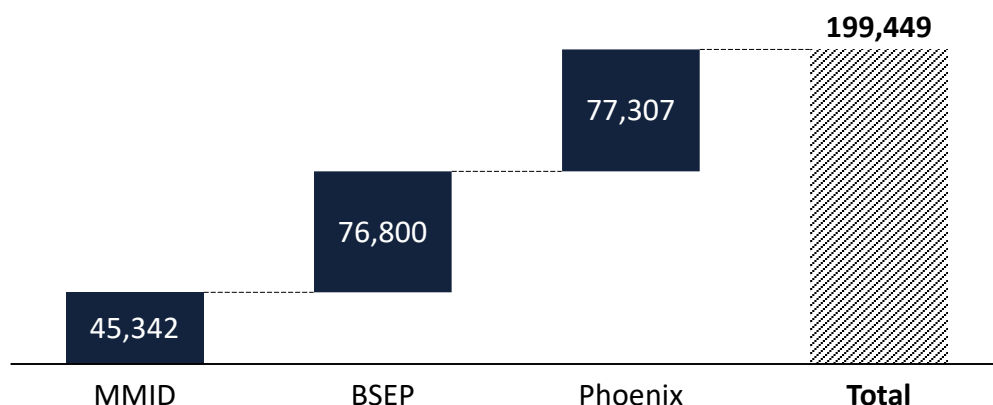
06-Feb-19

09-Apr-19

24-Apr-19

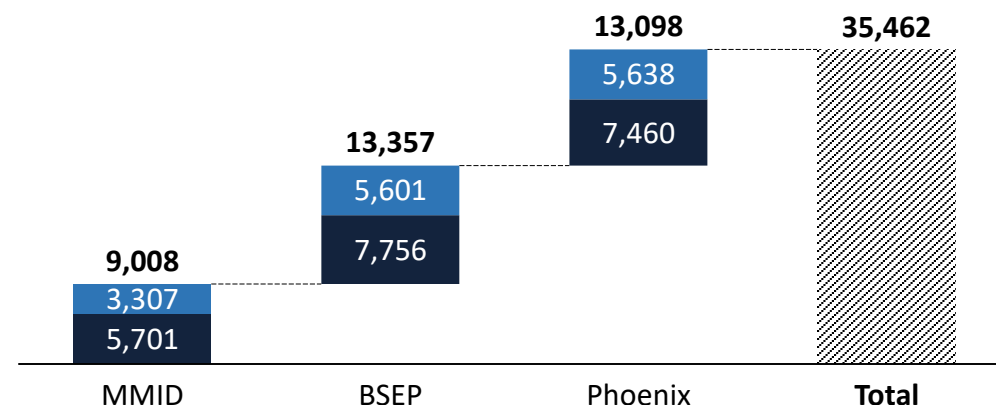
Financial & Operational Highlights

Produced Energy (MWh) – 1H20

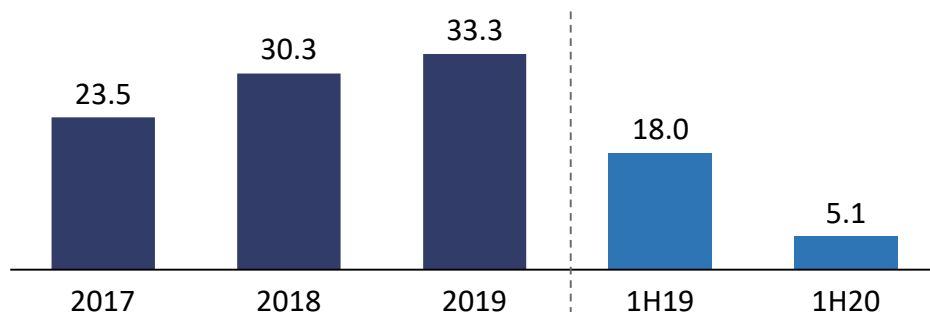


Solar Assets Revenue since Operation (USD '000)

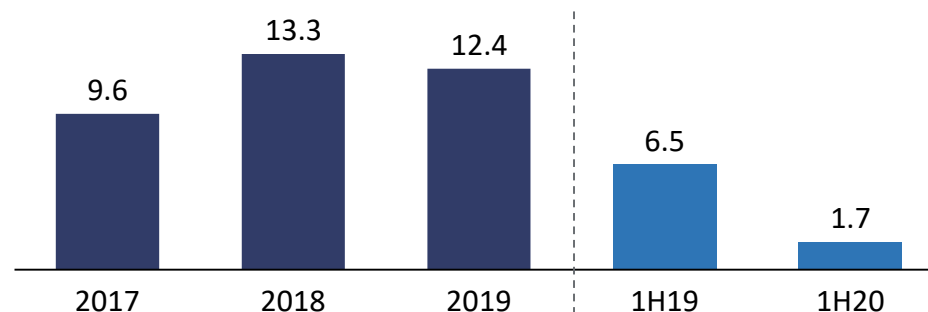
FY19 1H20



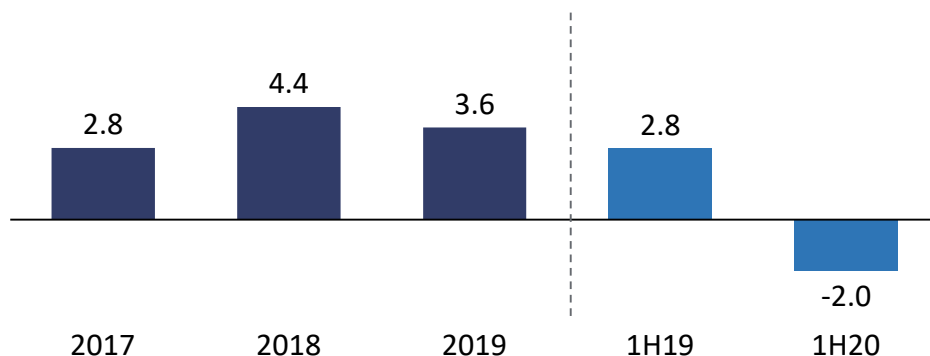
Revenue (EGP mn)



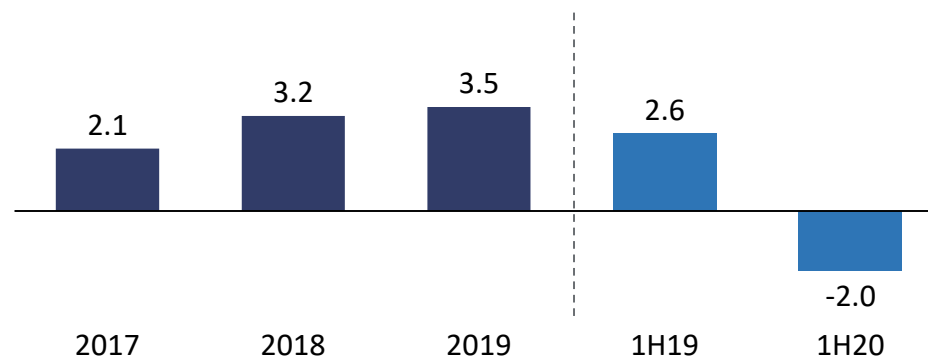
Gross Profit (EGP mn)



Operating Income (EGP mn)



Net Income (EGP mn)



- In 1H20, the company recorded revenues of EGP 5.1mn compared to EGP 18.0mn in 1H19 on the back of the drop in the tourism industry due to measures enacted as a result of the COVID-19 pandemic. It is noteworthy to mention that tourism industry clients contribute a significant portion of the company's revenue
- Net income for the period came in at EGP -2.0mn, compared to EGP 2.6mn in 1H19 as a result of the drop in revenue
- The company also conducts follow-up orders and repairs services in order to increase its aftersales revenues



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