



INVESTMENTS

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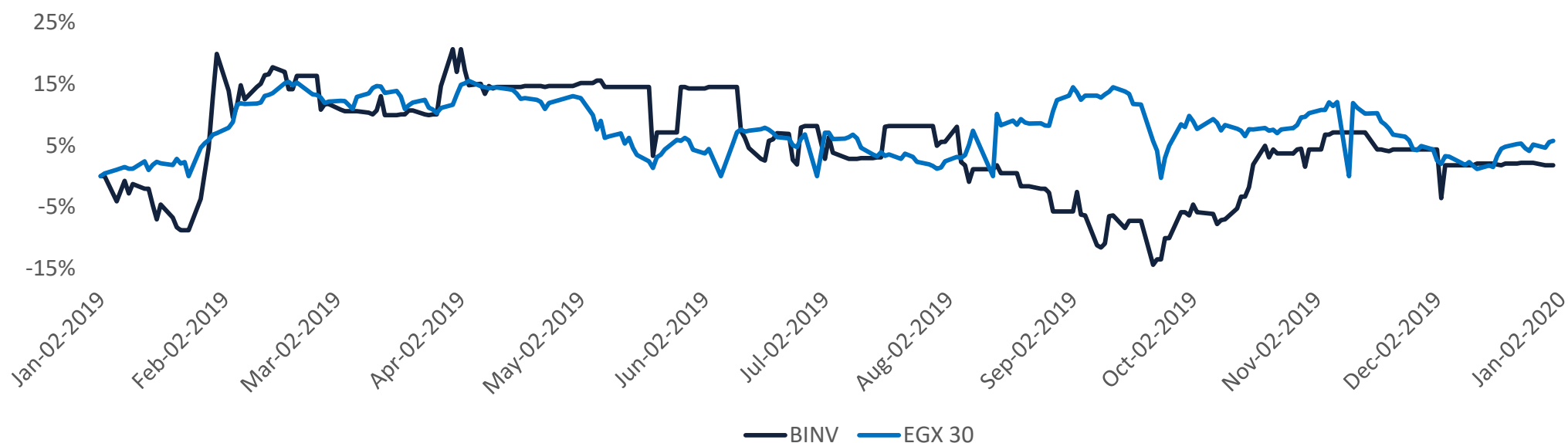
B INVESTMENTS – FY19 EARNINGS RELEASE

MARCH 2020



I. Key Updates

BINV Share Price vs. EGX (Rebased)



BINV Key Highlights

160,024,416

Outstanding Shares

EGP 8.00

Share Price
(31-Dec-19)

EGP 1.28bn

Market Cap
(31-Dec-19)

50,296 Shares

Average Daily Volume
(FY19)

MNHD

- MNHD Launched the first land sales project in SARAI (SARAI MANSIONS) with a good start in reservations that need to be turned into contracts



Giza Systems

- In 2019, Giza Systems was awarded projects worth of EGP 4.5bn
- The company was also awarded the largest Smart Water Meters project in Saudi Arabia for a value of c. USD 30mn in 2Q19



Infinity Solar

- Infinity Solar's 3 solar energy generating plants are all currently operational and generating income
- The revenue of the three assets combined in FY19 surpassed the budget by c. 15%



TOTAL Egypt

- TOTAL Egypt opened 6 new gas stations in 2019, bringing its total number of gas stations to 239
- TOTAL Egypt was awarded new contracts: (i) renewal of lubricants contract with an automotive dealer, (ii) a new lubricants contract in the industrial segment, and (iii) 9 new contracts in the commercial sales segment



Ebtikar

- Ebtikar increased its stake in Masary from 35.7% to 70.7%
- Vitas Misr started its commercial operations
- Tamweel Holding launched its auto finance business line
- Tamweel Mortgage was ranked 1st in terms of loan originations (EGP 544mn) as per the Financial Regulatory Authority (FRA) FY19 Mortgage Report



Gourmet

- Gourmet launched 4 new stores in 2019, increasing the total retail area by 60% to reach 2,141 sqm
- In 2020, the company is expected to launch 4 new stores¹, increasing its total retail area by c. 194% since BINV's investment in October 2018





II. Financial Highlights

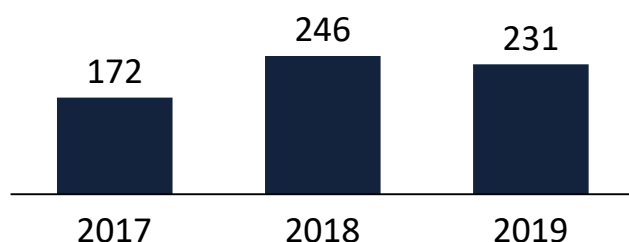
FINANCIAL HIGHLIGHTS | FY19 CONSOLIDATED FINANCIAL PERFORMANCE



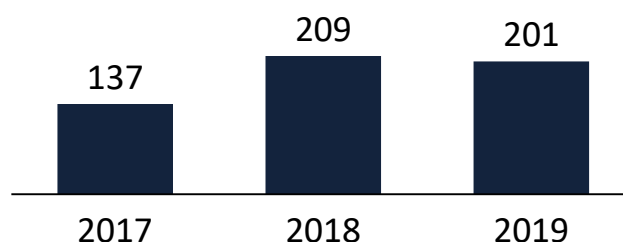
INVESTMENTS



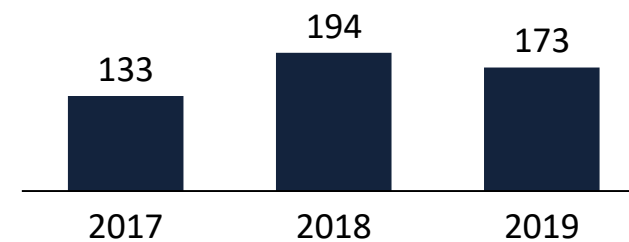
Revenues
EGP mn



EBIT
EGP mn



Net Income
EGP mn



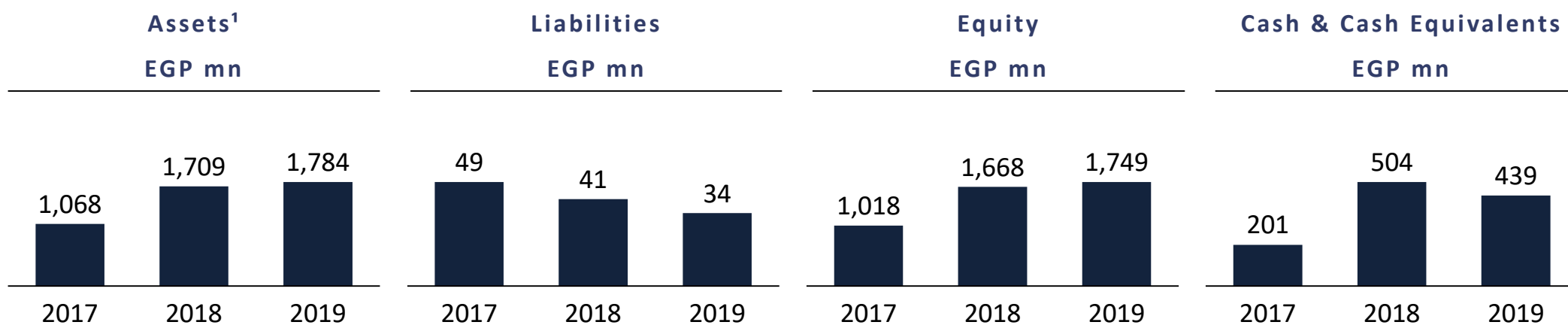
- B Investments recorded revenues of EGP 231mn in FY19, compared to EGP 246mn in FY18
- Revenues were mainly derived from share of profits from portfolio companies and dividends distributed by TOTAL Egypt as well as finance income
- EBIT came in at EGP 201mn compared to EGP 209mn in FY18
- Net income after tax & minority interest reached EGP 173mn in FY19, compared to EGP 194mn in FY18 as a result of FX losses during the year

FINANCIAL HIGHLIGHTS | FY19 CONSOLIDATED FINANCIAL POSITION



INVESTMENTS

Assets	Liabilities	Equity	Cash & Cash Equivalents
EGP 1,784mn	EGP 34mn	EGP 1,749mn	EGP 439mn



- B Investments assets amounted to EGP 1,784mn on December 31th, 2019 compared to EGP 1,709mn on December 31st 2018, primarily due to solid performance of its portfolio investments
- B Investments continues to have no interest-bearing debt
- Total equity grew to EGP 1,749mn as of December 31th, 2019

FINANCIAL HIGHLIGHTS | FY19 CONSOLIDATED INCOME STATEMENT



INVESTMENTS

EGP mn	2017	2018	2019
Revenues			
Dividend Income from Available for Sale Investments	22.6	26.2	27.7
Group's Share of Profits of Joint Venture and Associate Entities	104.1	126.3	122.8
Finance Income	34.3	84.2	77.1
Reverse of Impairment in Notes Receivable	3.2	-	-
Provisions no Longer Required	-	2.5	-
FX Gain	-	1.8	-
Capital Gains	-	-	1.6
Other Income	7.4	4.5	1.5
Total Revenues	171.6	245.5	230.7
Expenses			
Management Fees	(11.7)	(16.3)	(18.6)
Consulting Fees	(10.7)	(16.3)	(8.6)
BOD Allowance	-	(0.2)	(0.1)
Depreciation of Investment Properties	(0.3)	(0.3)	(0.6)
FX Gains (Losses)	(4.0)	-	(19.1)
Provisions	(2.5)	-	-
Total Expenses	(29.2)	(33.1)	(47.0)
Impairment in Debtors	(3.1)	-	-
Impairment In Assets	(2.7)	-	-
Impairment in other debit balances	-	(3.0)	-
Net Profit Before Tax	136.6	209.4	183.6
Income Tax	(18.4)	(14.4)	(14.4)
Deferred Tax	13.4	(0.5)	4.5
Net Profit After Tax	131.7	194.5	173.8
Minority Interest	(1.5)	0.6	0.5
Net Profit After Tax and Minority Interest	133.2	193.9	173.2

FINANCIAL HIGHLIGHTS | FY19 CONSOLIDATED BALANCE SHEET













INVESTMENTS

EGP mn	2017	2018	2019
Non-current assets			
Intangible Assets	2.7	2.7	2.4
Investments in Associates	314.6	389.8	456.8
Available for Sale Investments	141.3	141.3	141.3
Investments in Joint Ventures	190.8	427.4	527.6
Investment Properties	113.5	113.3	95.0
Loans to Associates ¹	94.7	105.3	103.9
Projects Under Construction	-	7.9	-
Total-Non Current Assets	857.6	1,187.6	1,327.0
Current Assets			
Treasury Bills	105.5	416.7	368.5
Due from Related Parties	1.2	1.2	5.6
Other Debit Balances	8.2	15.5	12.2
Cash and Cash at Banks	95.0	87.7	70.5
Total Current Assets	209.8	521.1	456.7
Total Assets	1,067.4	1,708.8	1,783.7
Equity			
Issued and Paid-up Capital	584.5	800.1	800.1
Reserves	38.7	280.1	272.7
Retained Earnings	257.6	388.5	497.4
Net Profit for the Period	133.2	193.9	173.2
Equity attributable to shareholders of the parent company	1,014.0	1,662.6	1,743.5
Minority Interest	4.4	5.1	5.8
Total Equity	1,018.5	1,667.7	1,749.4
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
Accounts Payable and Other Credit Balances	8.3	6.6	8.3
Income Tax	18.4	13.2	14.4
Provisions	10.4	6.8	2.0
Total Current Liabilities	40.0	31.6	29.5
Total Equity and Liabilities	1,067.4	1,708.8	1,783.7

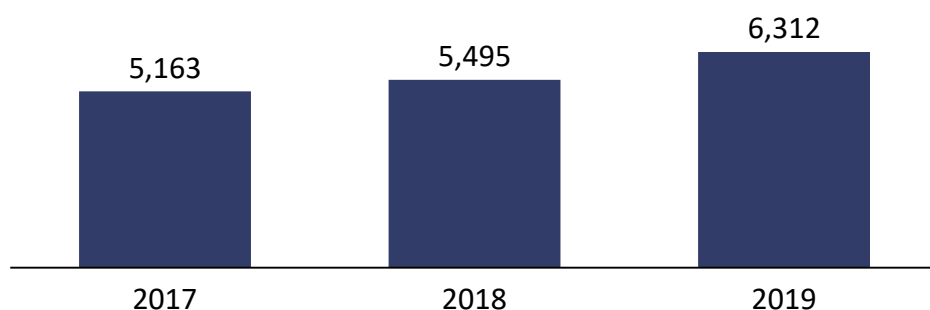
Note (1): Loans to Associates is a shareholder loan extended to the project companies of Infinity Solar

III. Portfolio Companies

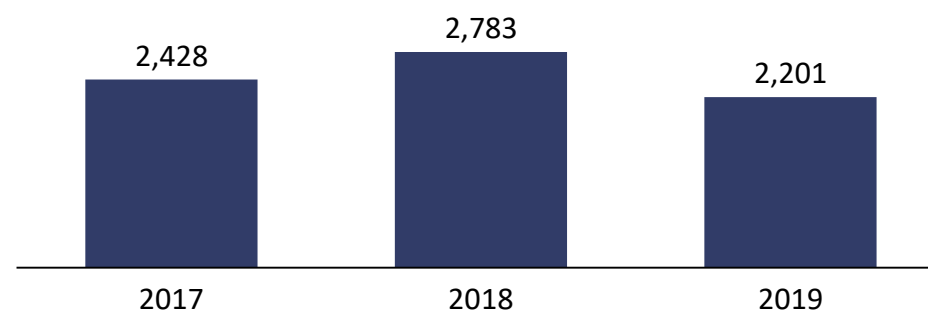
Sector	Real Estate	Oil & Gas	IT System Integration	Non-Banking Financial Services	Renewable Energy	Food & Beverage	Manufacturing
Company	 MADINET NASR HOUSING & DEVELOPMENT			 FOR NON BANKING FINANCIAL SERVICES			
Description	<ul style="list-style-type: none"> ▪ Madinet Nasr for Housing & Development (“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 239 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 is 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 14 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

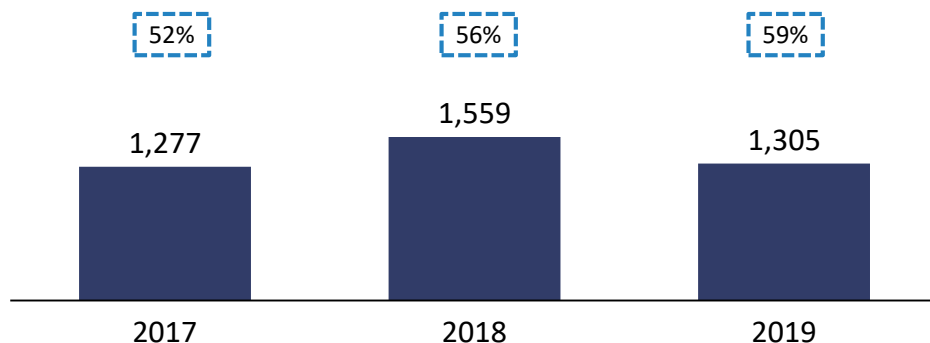
Pre-Sales (EGP mn)



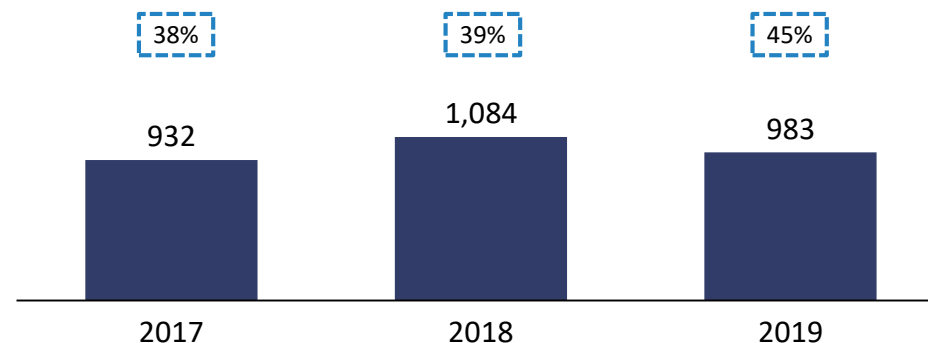
Net Revenues (EGP mn)



EBITDA (EGP mn)

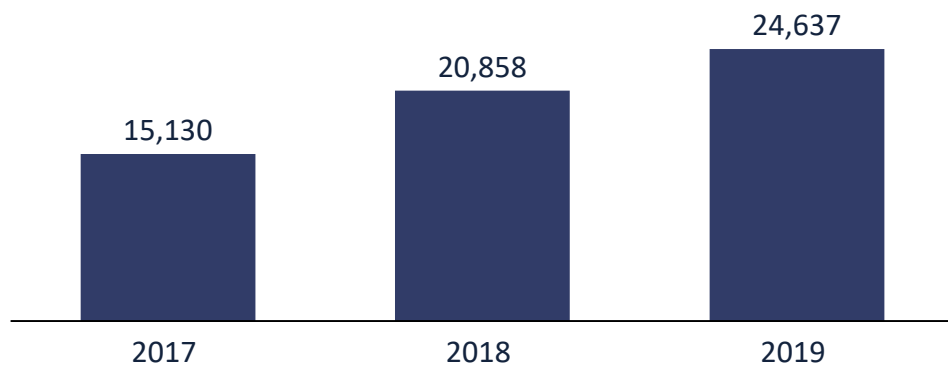


Net Income (EGP mn)

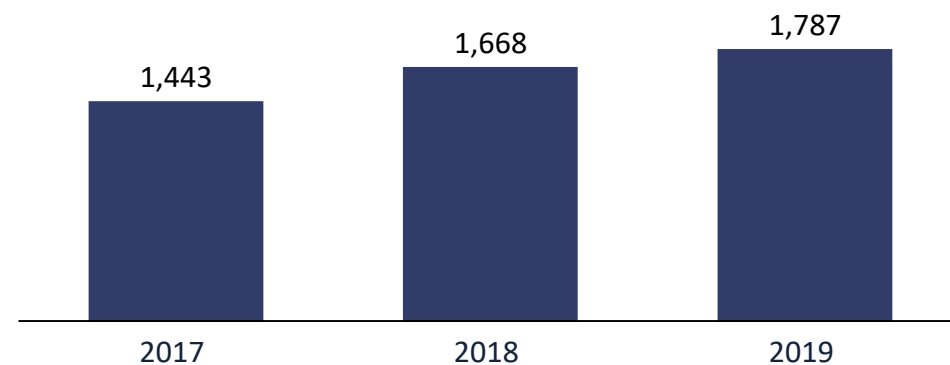


- Pre-Sales increased by 15% during 2019 compared to last year driven by successful launches in Taj City and SARAI. Pre-Sales were driven by launches such as **Cobalt Business District**, the new business park, in Taj City as well as **SARAI MANSIONS**, the small plots project in SARAI
- Net revenues reached EGP 2.2bn, down from EGP 2.7bn during the last year on the back of less deliveries scheduled this year due to a gap year from 3 years to 4 years delivery policy, the decrease in contracted sales, and the increased returns (contained)
- Net income margin increased from 39% in 2018 to 45% in 2019 due to a large portion of revenues coming from new sales (higher margin) compared to deliveries (lower margin)

Revenues (EGP mn)

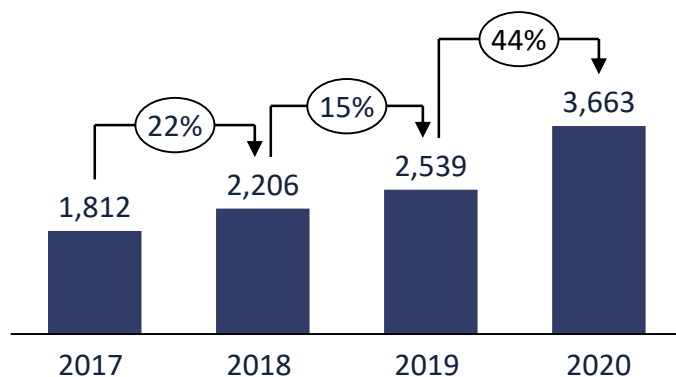


Gross Profit (EGP mn)

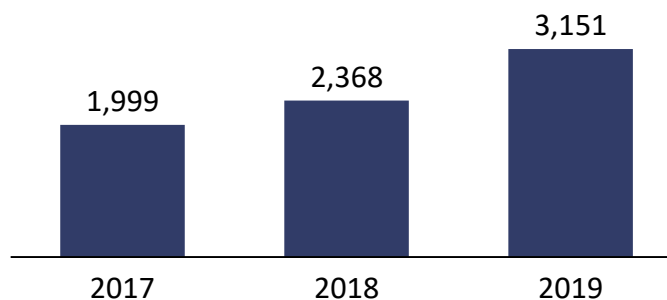


- TOTAL Egypt recorded revenues of EGP 24.6bn during FY19 recording a Y-o-Y growth of 18%
- The growth in revenues is attributed to the increase in fuel prices that took place in July 2019

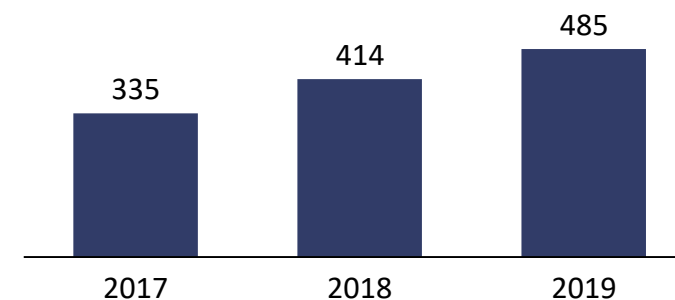
Backlog¹
(EGP mn)



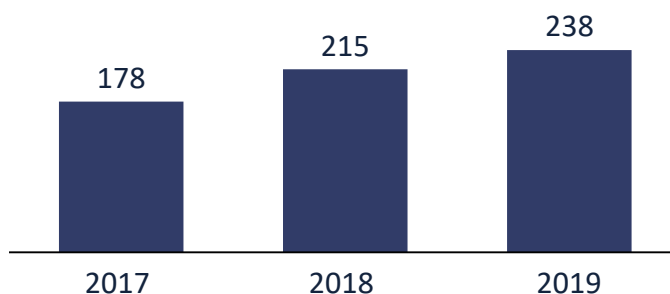
Revenues
(EGP mn)



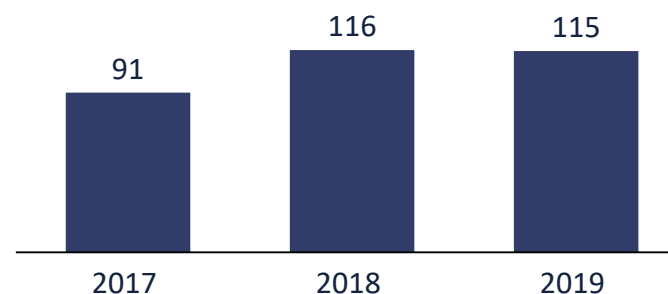
Gross Profit
(EGP mn)



EBITDA
(EGP mn)



Net Income
(EGP mn)



- Giza Systems' 2019 ending backlog came it at EGP 3,663mn representing a 44% Y-o-Y growth driven by significant order book during the year
- Giza Systems was awarded new contracts worth EGP 4,535mn throughout FY19, which was the highest awards recorded in one year, signaling strong growth going into FY20
- Revenues for FY19 came in at EGP 3,151mn representing 33% Y-o-Y growth driven by milestone revenue recognition on the backlog going into the year as well as from new orders

Key Updates

- 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
- During FY19;
 - Ebtikar increased its stake in Masary from 35.7% to 70.7% over several transactions
 - Vitas Misr started its commercial operations in 4Q19
 - The share acquisition of Tamweel Group was executed in June 2019
 - Tamweel Holding launched its auto finance business line
 - Tamweel Mortgage was ranked 1st in terms of loan originations (EGP 544mn) as per the Financial Regulatory Authority (FRA) FY19 Mortgage Report
 - As part of the company's new strategy to invest in Fintech startups that would add value to Ebtikar's platform and create synergies among its portfolio companies, in November 2019, Ebtikar invested USD 100,000 in Wasla, a mobile web browser that subsidizes user's mobile data costs through digital advertising

Portfolio Companies



ELECTRONIC PAYMENTS



MICROFINANCE



LEASING & MORTGAGE

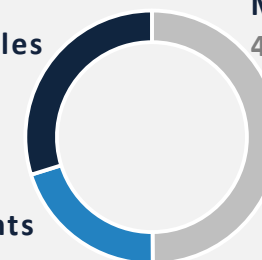


Shareholding Structure

**BPE Partners-
Managed Vehicles**
29.8%

MTI
49.9%

B Investments
20.3%



SECTOR	Electronic Payments		Microfinance	Financial Leasing - Mortgage Finance - Factoring - Collection - Insurance Brokerage
VINTAGE YEAR	2017	2018	2017	2019
TYPE OF TRANSACTION	Buyout / Growth Capital	Buyout / Growth Capital	Greenfield	Buyout / Growth Capital
OWNERSHIP	60.0%	70.7%	50.0%	46.0%

Key Updates

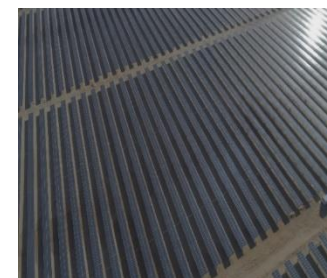
- All assets operated for the entirety of the second half of the year, generating healthy revenue with positive cash flow, significantly de-risking the projects
- Collections from the Ministry of Electricity are on track for the three companies
- The appreciation of the EGP versus the USD has led to a 12 cents increase in the tariff to 72.0 USD/MWh, from the previously forecasted 60.0 USD/MWh
- The Egyptian Electricity Transmission Company (EETC) has requested an additional payment of EGP 40mn per 50MW project under the Cost Sharing Agreement to cover cost over-runs
- The latter translates to a total of EGP 104mn for the 3 projects i.e.. EGP 800k per MW

Aerial Pictures

MMID



BSEP



Phoenix

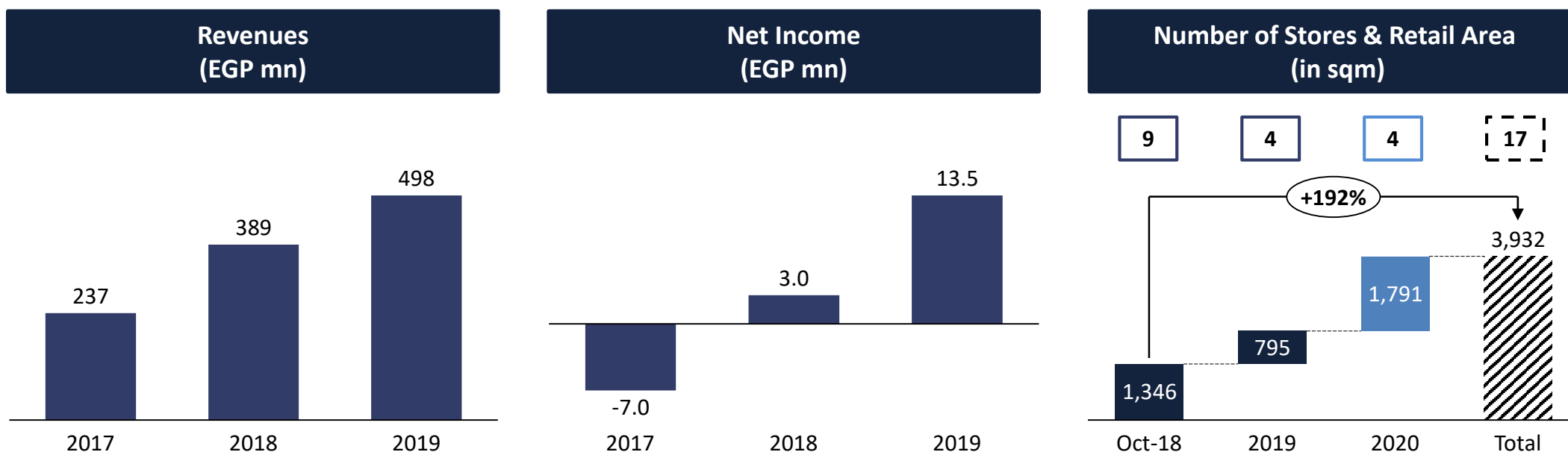


The 1st project to commence operation in its vicinity

Financial Highlights

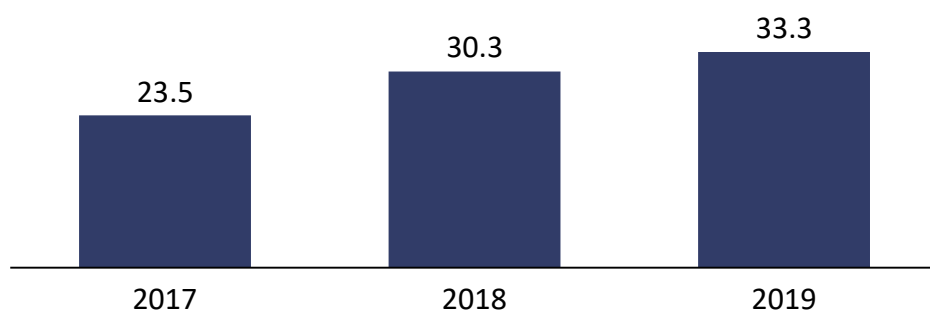
Solar Assets Performance	MMID	BSEP	Phoenix	Total
Produced Energy (MWh)	79,255	107,647	103,497	290,399
Revenue (USD'000)	5,701	7,757	7,460	20,918
Implied Tariff (USD/MWh)	71.9	72.1	72.1	72.0

Revenue by Quarter – USD '000	MMID	BSEP	Phoenix	Total
Commercial Operation Date (2019)	February 6 th	April 9 th	April 24 th	
Total Revenue	5,701	7,757	7,460	20,918
1Q19	881	-	-	881
2Q19	1,759	2,660	2,229	6,648
3Q19	1,775	2,916	3,029	7,720
4Q19	1,286	2,180	2,202	5,668

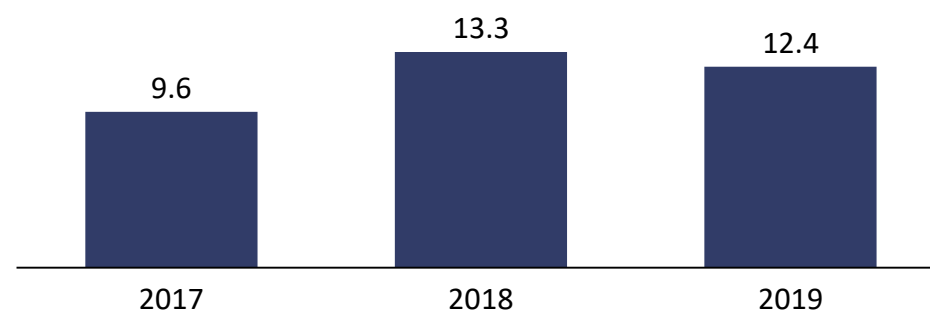


- Gourmet Egypt posted 2019 revenues of EGP 498mn, up from EGP 389mn in 2018, representing a 28% growth Y-o-Y
- The company posted net income in 2019 of EGP 13.5mn, compared to EGP 3mn during the same period last year
- Gourmet currently operates 14¹ stores across Egypt offering a wide range of groceries, high quality fresh products and exclusive in-house developed and manufactured products
 - In 2019, Gourmet opened 4 new stores, increasing its retail area by c. 60% to reach a total area of 2,141 sqm

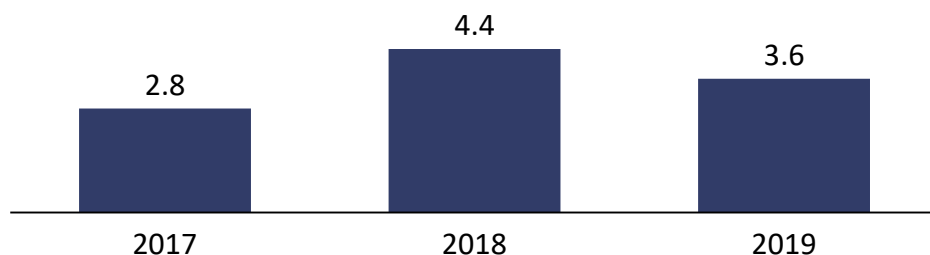
Revenue (EGP mn)



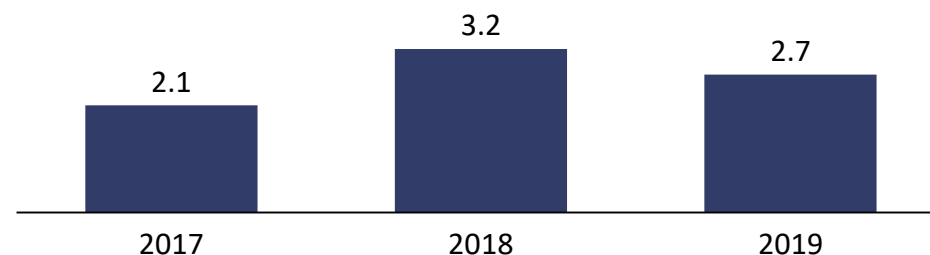
Gross Profit (EGP mn)



Operating Income (EGP mn)



Net Income (EGP mn)



- In FY19, the company recorded revenues of EGP 33mn compared to EGP 30mn during FY18
- The growth in revenue is attributed to the increase in hotel orders to the company on the back of the improvement in tourism
- The company also conducts follow-up orders and repairs services in order to increase its aftersales revenues
- Net income for the period came in at EGP 2.7mn, representing a Y-o-Y drop of 16%, equivalent of EGP 500k
- The decrease in net income is due to that a large portion of revenues is derived from local sales (lower margin) compared to export sales (higher margin)



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