

B Investments – 1Q24 Earnings Release

MAY 2024





B Investments 1Q24 Standalone Results



INVESTMENTS

Total Revenues

EGP 39 Million

Earnings Before Tax

EGP 900 Million

Net Income

EGP 701 Million

Total Assets

EGP 3,699 Million

Total Liabilities

EGP 681 Million

Total Equity

EGP 3,019 Million

FINANCIAL HIGHLIGHTS | 1Q24 STANDALONE INCOME STATEMENT HIGHLIGHTS





EGP 39 Million

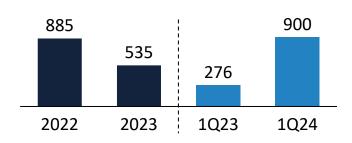
Earnings Before Tax

EGP 900 Million

Net Income

EGP 701 Million







- In 1Q24, B Investments achieved strong results with Net Income after Tax coming in at EGP 701mn compared to EGP 258mn during the same period last year, implying a c. 2.7x growth
- B Investments' profitability during the quarter was primarily driven by an FX Gain of EGP 856mn, resulting from the appreciation of the company's USD denominated balances
- Earnings Before Tax came in at EGP 900mn compared to EGP 276mn during the same period last year
- Revenues came in EGP 39mn versus EGP 252mn in 1Q23. It is important to note that 1Q23 revenues include additional income received from the exit of Giza Systems amounting to EGP 227mn

FINANCIAL HIGHLIGHTS | 1Q24 STANDALONE BALANCE SHEET HIGHLIGHTS





EGP 3,699 Million

Total Liabilities

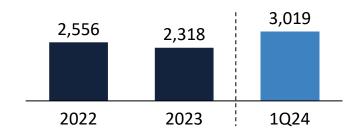
EGP 681 Million

Total Equity

EGP 3,019 Million







- B Investments' Assets came in at EGP 3,699mn in 1Q24 compared to EGP 2,774mn in FY23. The increase in the company's Assets was primarily due to the increase in its cash balances, resulting from the appreciation of USD denominated balances
- Total Equity increased to EGP 3,019mn compared to EGP 2,318mn in FY23
- Total liabilities increased to EGP 681mn, mainly due to the increase in tax liability resulting from the FX Gain

FINANCIAL HIGHLIGHTS | 1Q24 STANDALONE INCOME STATEMENT



EGP mn	2022	2023	1Q23	1Q24
Revenues				
Dividend Income from Available for Sale Investments (Total Energies Egypt)	26.9	-	-	-
Dividend Income from Portfolio Companies	912.9	377.1	227.4	-
Rental Income	9.2	13.2	3.2	3.4
Finance Income	50.3	96.8	20.9	35.9
Other Income	0.2	107.3	-	-
Total Revenues	999.4	594.4	251.5	39.3
Expenses				
Management Fees	(18.6)	(19.3)	(4.6)	(5.0)
Performance Fees	(129.1)	(72.5)	(33.3)	-
Consulting Fees & Other Expenses	(8.2)	(18.0)	(5.0)	(4.7)
Depreciation of Real Estate Assets	(1.7)	(1.7)	(0.4)	(0.4)
Impairment/Reversal of Impairment Related to Investments in Joint Ventures	(27.2)	-	-	27.2
Interest Expense and Commissions	0.0	(15.2)	-	(12.3)
ECL & Other Expenses	(4.0)	(1.0)	(0.7)	(0.7)
Total Expenses	(188.9)	(127.6)	(43.9)	4.1
Other Income				
FX Gain	74.5	67.9	68.5	856.4
Net Profit Before Tax	885.0	534.7	276.1	899.8
Income Tax	(9.7)	(36.9)	(2.3)	(25.2)
Deferred Tax	(14.4)	(13.4)	(15.6)	(174.0)
Net Profit After Tax	860.9	484.4	258.1	700.6

FINANCIAL HIGHLIGHTS | 1Q24 STANDALONE BALANCE SHEET



EGP mn	2022	2023	1Q24
Non-current assets			
Investments in Associates (Madinet Masr)	182.2	182.2	182.2
Available for Sale Investments (Total Energies Egypt)	682.4	-	-
Investments in Joint Ventures (Basata Payments, Basata, El Ezaby & Gourmet)	288.5	610.9	649.2
Real Estate Asset	90.6	88.9	88.5
Loans to Associates ¹ (Infinity Solar)	164.3	205.1	313.6
Investments in Subsidiaries (BHI & Inergia Technologies)	186.3	131.6	145.6
Notes Receivable (Beard)	5.2	3.3	3.3
Total Non-Current Assets	1,599.6	1,222.0	1,382.4
Current Assets			
Treasury Bills	265.3	15.0	151.6
Due from Related Parties	2.4	59.2	59.4
Other Debit Balances	931.3	91.2	149.4
Cash and Cash at Banks	41.2	1,358.9	1,909.2
Loans to Joint Ventures (Gourmet)	13.2	28.1	47.2
Total Current Assets	1,253.5	1,552.4	2,316.7
Total Assets	2,853.1	2,774.4	3,699.1
Equity			
Issued and Paid-up Capital	800.1	800.1	800.1
Reserves	279.7	362.1	386.4
Reserves Related to the sale of Available for Sale Investment (Total Energies Egypt)	441.3	-	-
Retained Earnings	174.5	671.3	1,131.5
Net Profit for the Period	860.9	484.4	700.6
Total Equity	2,556.5	2,318.0	3,020.2
Non-Current Liabilities			
Deferred Tax Liability	140.6	25.9	199.9
Long Term Debt	-	156.3	151.9
Total Non-Current Liabilities	140.6	175.9	351.8
Current Liabilities			
Short Term Loans	-	18.8	43.1
Due to Related Parties	133.8	44.7	44.5
Accounts Payable and Other Credit Balances	7.4	15.7	20.8
Income Tax	9.7	190.6	215.8
Provisions	5.2	4.5	4.5
Total Current Liabilities	156.1	274.3	327.1
Total Equity and Liabilities	2,853.1	2,774.4	3,699.1



B Investments 1Q24 Consolidated Results



INVESTMENTS

Total Revenues

EGP 230 Million

Earnings Before Tax

EGP 1,189 Million

Net Income

EGP 951 Million

Total Assets

EGP 4,832 Million

Total Liabilities

EGP 958 Million

Total Equity

EGP 3,874 Million

FINANCIAL HIGHLIGHTS | 1Q24 CONSOLIDATED INCOME STATEMENT HIGHLIGHTS



Total Revenues

EGP 230 Million

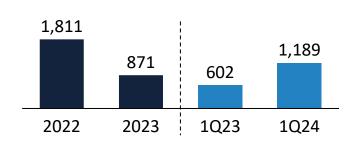
Earnings Before Tax

EGP 1,189 Million

Net Income

EGP 951 Million







- In 1Q24, B Investments maintained its strong performance with Net Income after Tax coming in at EGP 951mn, implying c. 2.0x growth compared to the same period last year
- B Investments' profitability during the quarter was primarily driven by an FX Gain of EGP 984mn, resulting from the appreciation of the company's USD denominated balances
- Earnings Before Tax came in at EGP 1,189mn, compared to EGP 602mn in 1Q23
- Revenues came in at EGP 230mn compared to EGP 65mn in 1Q23, driven by the strong performance of its portfolio companies

FINANCIAL HIGHLIGHTS | 1Q24 CONSOLIDATED BALANCE SHEET HIGHLIGHTS





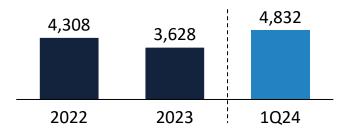
EGP 4,832 Million

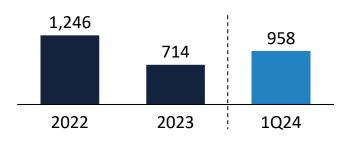
Total Liabilities

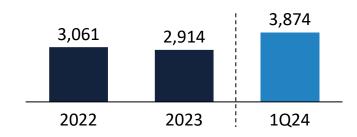
EGP 958 Million

Total Equity

EGP 3,874 Million







- B Investments' Assets came in at EGP 4,832mn compared to EGP 3,628mn in FY23. The increase in the company's Assets was primarily due to the increase in its cash balances, resulting from the appreciation of USD denominated balances
- Total Equity increased to EGP 3,874mn compared to EGP 2,914mn in FY23
- Total Liabilities increased from EGP 714mn in FY23 to EGP 958mn in 1Q24, mainly due to an increase in tax liabilities resulting from the FX Gain





INVESTMENTS

EGP mn	2022	2023	1Q23	1Q24
Dividend Income from Available for Sale Investments (Total Energies Egypt)	26.9	-	-	-
Income from Sale of Financial Investments at Fair Value	-	-	-	80.5
Share of Profits of Portfolio Companies (Madinet Masr, Gourmet, Basata Payments, Basata, El Ezaby, & BHI)	24.6	188.4	19.2	98.9
Income Received from Inergia Technologies	1,376.4	109.9	-	-
Finance Income	64.3	149.5	41.2	47.2
Rental Income	9.2	13.2	3.2	3.4
Other Income	0.2	108.3	1.0	-
Total Revenues	1,501.6	569.3	64.5	230.1
Expenses				
Management Fees	(18.6)	(19.3)	(4.6)	(5.0)
Performance Fees	(129.1)	(72.5)	(33.3)	-
Consulting Fees & Other Expenses	(13.9)	(30.1)	(6.8)	(6.6)
Dividend Tax	-	(139.9)	-	-
Depreciation of Real Estate Assets	(1.7)	(1.7)	(0.4)	(0.4)
Interest Expense and Commissions	-	(15.2)	-	(12.3)
Provisions	(3.0)	-	-	-
ECL & Other Expenses	(1.7)	(2.7)	(1.3)	(0.9)
Total Expenses	(168.1)	(281.3)	(46.4)	(25.1)
FX Gain	478.0	583.3	584.2	984.4
Net Profit Before Tax	1,811.5	871.3	602.3	1,189.3
Income Tax	(459.4)	(228.6)	(122.9)	(53.6)
Deferred Tax	(14.4)	50.8	(15.6)	(185.0)
Net Profit After Tax	1,337.7	693.5	463.8	950.6
Minority Interest	491.5	175.8	132.7	58.9
Net Profit After Tax and Minority Interest	846.0	518.0	331.1	891.8

FINANCIAL HIGHLIGHTS | 1Q24 CONSOLIDATED BALANCE SHEET



INVESTMENTS

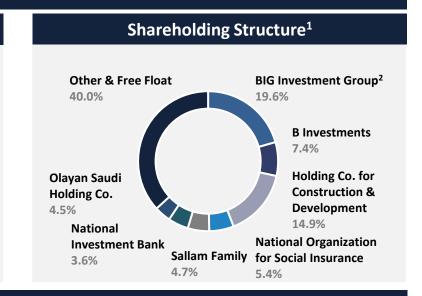
EGP mn	2022	2023	1Q24
Non-current assets			
Investments in Associates (Madinet Masr)	489.1	638.8	717.6
Available for Sale Investments (Total Energies Egypt)	682.4	-	-
Investments in Joint Ventures (BHI, Basata Payments, Basata, Gourmet, & El Ezaby)	429.9	794.9	828.6
Real Estate Asset	90.6	88.9	88.5
Loans to Associates ¹	164.3	205.1	313.6
Notes Receivable (Beard)	5.2	3.3	3.3
Fixed Assets	-	0.0	0.0
Total-Non-Current Assets	1,861.6	1,731.0	1,951.6
Current Assets	•	,	,
Treasury Bills	265.3	100.7	403.5
Notes Receivable (Beard)	2.2	1.9	1.9
Due from Related Parties	290.1	3.4	4.5
Other Debit Balances & Notes Receivables	22.5	78.4	131.1
Cash and Cash at Banks	1,852.6	1,684.1	2,292
Loans to Joint Ventures (Gourmet)	13.2	28.1	47.2
Total Current Assets	2,446.0	1,896.7	2,880.6
Total Assets	4,307.6	3,627.7	4,832.2
Equity			
Issued and Paid-up Capital	800.1	800.1	800.1
Legal Reserve	280.8	366.8	395.0
Retained Earnings	649.4	1,160.6	1,654.4
Available for Sale Investment Valuation Reserve (Total Energies Egypt)	441.3	-	-
Net Profit for the Period after Minority Interest	846.2	518.0	891.8
Equity attributable to shareholders of the parent company	3,017.8	2,845.9	3,741.3
Non-Controlling Interest	43.6	68.2	133.1
Total Equity	3,061.3	2,913.8	3,874.4
Non-Current Liabilities			
Deferred Tax Liability	140.6	52.5	237.5
Long Term Debt	-	156.3	151.9
Total Non-Current Liabilities	140.6	208.7	389.4
Current Liabilities			
Short Term Loans	-	18.8	43.1
Due to Related Parties	133.8	69.1	68.9
Accounts Payable and Other Credit Balances	507.3	30.7	36.2
Income Tax	459.4	382.1	415.7
Provisions	5.2	4.5	4.5
Total Current Liabilities	1,105.6	505.2	568
Total Equity and Liabilities	4,307.6	3,627.7	4,832

II. Portfolio Overview

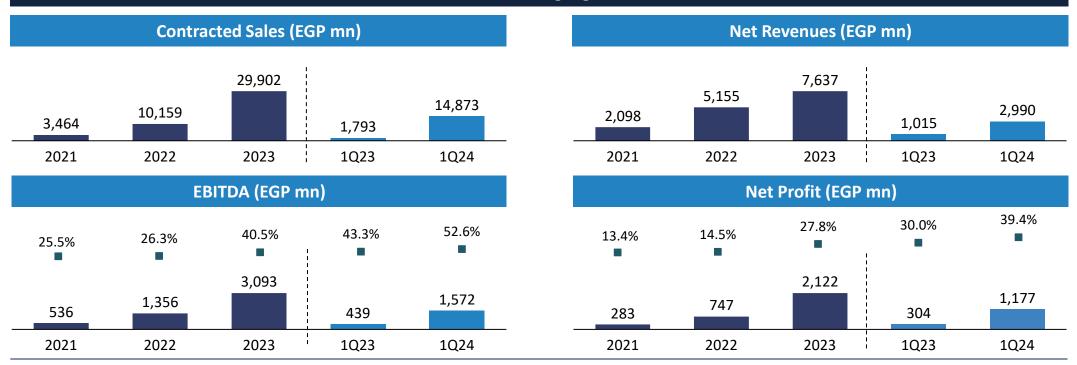




- Madinet Masr continued its strong momentum into 2024 and delivered exceptional results; contracted sales reached EGP 14.9bn, implying a y-o-y growth of more than 8x and net income nearly increased fourfold, reaching c. EGP 1.2bn
 - ➤ The strong results were primarily driven by new launches in its two main projects, Taj City and Sarai, in addition to an increase in the overall units selling price
- Profitability margins increased significantly during 1Q24 due to the higher revenue mix of new sales (accounting for c. 94% of revenues), which have higher profitability margins compared to deliveries
- In January 2024, the company launched a new phase in "Sheya", its latest development project in Sarai, spanning over an area of c. 228k sqm with c. 750 residential units
- In March 2024, Madinet Masr unveiled its latest innovative product "Theqa", a property warranty solution aimed to substitute warranty deposits



Financial Highlights



Note (1) As of May 2024

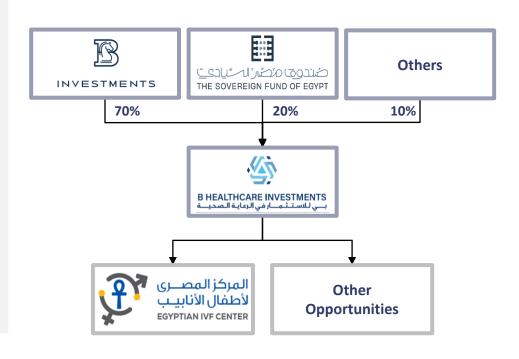
Note (2) BPE Partners' managed vehicle



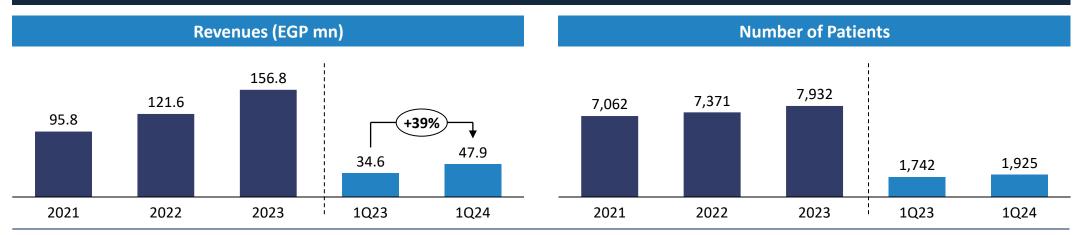


- B Investments established B Healthcare Investments ("BHI") as its designated investment vehicle to invest in the specialized healthcare sector in Egypt, with an initial focus on fertility, mother-and-child, and related services
- BHI currently owns 51% of The Egyptian IVF Center ("EGIVF"), one of the leading fertility centers in the MENA Region, and is currently in talks with several other potential investment opportunities
- BHI aims to build a platform of several strategically located fertility hubs across Egypt to reach a critical mass of 10 12k IVF cycles
- BHI is currently raising commitments to funds its envisioned expansion plan
- In 1Q24, EGIVF delivered strong results with revenues coming in at c. EGP 48mn, implying a c. 39% y-o-y growth

BHI Investment Structure



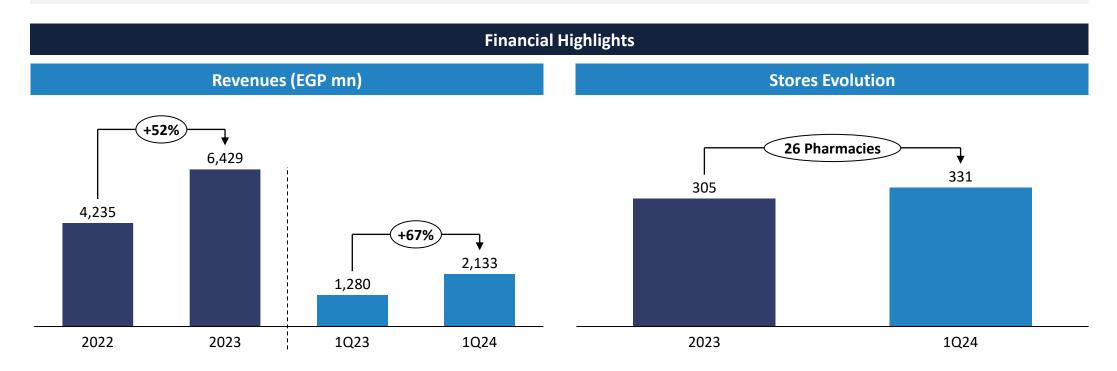
The Egyptian IVF Center Key Highlights







- El Ezaby is the leading local pharmacy chain and one of the most recognizable household names in the country, providing its customers with high-quality health and personal care products and services
- In 1Q24, the company witnessed robust financial and operational growth, with revenues increasing c. 67% y-o-y to EGP 2.1bn, compared to EGP
 1.3bn during the same period last year
- Catering to Egypt's underserved pharma market, El Ezaby has launched 26 new pharmacies since the start of the year, reaching a total network of 331 pharmacies
- In April 2024, the Company launched its new flagship store in Mall of Egypt, marking the first step in implementing this new store model. This initiative is strategically aligned with El Ezaby's vision to enhance the retail experience for shoppers and drive non-pharma sales, serving as a blueprint for additional flagship stores at other locations
- B Investments' economic interest in El Ezaby currently stands at c. 13.6%



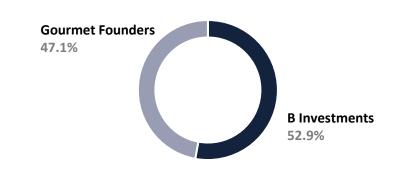
PORTFOLIO OVERVIEW | GOURMET



Key Updates

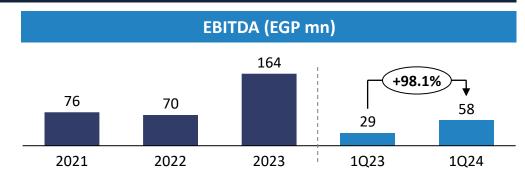
- In 1Q24, Gourmet delivered strong financial results with EBITDA almost doubling to EGP 58mn, compared to EGP 29mn in 1Q23
- Furthermore, Gourmet witnessed solid growth in revenues of 43% during the quarter with the introduction of new SKUs, category and store layout optimization, and price adjustments
- Furthermore, the growth in revenues was also partially driven by the increased demand during Ramadan which took place in March 2024
- Capitalizing on the increased demand of the Gourmet brand with consumers and real estate developers, Gourmet is continuing its retail expansion plan; the company recently opened a c. 1,200 sqm flagship store in KOV Mall (East Cairo) and is expected to open another flagship store by year end

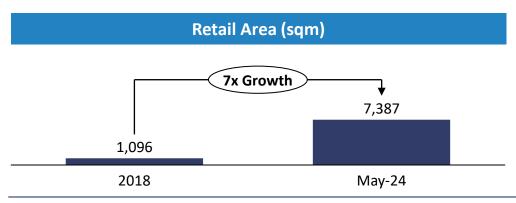
Shareholding Structure

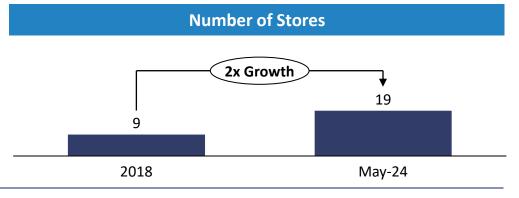


Financial & Operational Highlights









Key Operational Updates

- In 1Q24, Basata recorded a 44% y-o-y turnover growth. The significant increase was driven by the continuous growth of Vodafone Cash and growth in utilities payment services, translating into a 28% y-o-y growth in revenues
- Basata continued to diversify its revenue mix and focused on faster growing sectors, driven by high volumes and low margins businesses such as Vodafone Cash, while diversifying away from the Telecom sector
- Basata continued to focus on improving the activity of its Point of Sale ("PoS") network through reactivation efforts and promotional offers to active merchants
- Basata's improvement in its top-line coupled with its continuous focus on cost efficiency led to increasing its EBITDA in 1Q24; recording 107% y-o-y growth and enhancing its EBITDA margin

Key Highlights



Rollout of 25 Basata Stores





Pilot Launch of Card Acceptance

Expansion
Plan in
Jordan



✓ Received approval from the Central Bank of Jordan ("CBJ") for the execution of the transaction



✓ Finalized the due diligence process

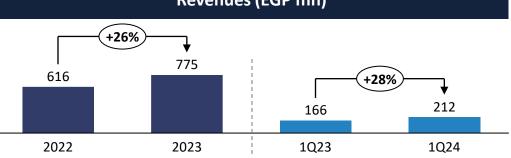


✓ Signed the Share Purchase Agreement (SPA)

Throughput Value (EGP bn)



Revenues (EGP mn)



The net outstanding portfolio of TFC recorded c. EGP 1.5bn in 1Q24

TFC witnessed low profitability and cash flow crunch in 1Q24, as a result
of the high costs of funds and cost bearing of interest rate differentials

compared to c. EGP 1.6bn in December 2023

Key Updates Financial Highlights Revenues (EGP mn) Portfolio Size (EGP mn) Net Profit (EGP mn) Tamweel Investment Holding (TIH) ¹ ■ The net outstanding portfolio of TIH reached EGP 5.1bn by the end of March 2024 recording a c. 14% growth compared to December 2023 post the securitization of TMF portfolio of c. EGP 1.7bn 256 5.126 26.5 242 4.498 Challenging market conditions and increase in cost of funds, as a result of 16.5 the recent interest rate hikes of 8%, have negatively impacted Tamweel's profitability margins Tamweel management focused on collecting the interest rate differential 1Q23 1Q24 Dec-23 Mar-24 1Q23 1Q24 and management of its cash flow Revenues (EGP mn) Portfolio Size (EGP mn) Net Profit (EGP mn) Tamweel Mortgage Finance (TMF)² TMF succeeded to outperform its loan origination budget in 1Q24 with a total loan origination of c. EGP 962mn • Furthermore, TMF succeeded in replenishing c. 53% of its securitized 3,755 168 170 18.8 portfolio of EGP 1.7bn that was executed end of December 2023 3,031 15.2 ■ The net outstanding portfolio of TMF reached c. EGP 3.8bn as of March 2024, recording a 24% growth compared to December 2023 post the securitization transaction 1023 Dec-23 1024 Mar-24 1023 1024 Revenues (EGP mn) Portfolio Size (EGP mn) Net Profit (EGP mn) Tamweel Finance – Leasing (TFC)² Tamweel Finance, and the entire leasing market, is witnessing funding challenges due to the Central Bank of Egypt's newly issued decree that limits banks to extend facilities to leasing companies by capping funding 85 1,577 9.0 1.468 73 at 5% of bank's equity

1024

Dec-23

Mar-24

1023

2.9

1024

1023





- Basata Microfinance ("BMF") succeeded in increasing its loan origination capacity and driving portfolio growth despite the competitive landscape and the challenges facing the sector with regards to interest rate hikes
- The total value of disbursed loans in 1Q24 amounted to EGP 88.3mn, recording more than double the value of disbursed loans in 1Q23
- The total number of extended loans reached 6,218 loans in 1Q24 as opposed to 3,334 loans in 1Q23 with an average ticket size of c. EGP 14k up from an average ticket size of c. EGP 12k in 1Q23
- The gross outstanding portfolio of BMF reached c. EGP 165mn as opposed to c. EGP 91mn in 1Q23, recording c. 82% y-o-y growth. BMF exhibited an improvement in the Loan Loss Provision (LLP) to Gross Portfolio ratio, reaching 4.2% end of 1Q24 down from 6.3% end of 1Q23
- CBE's lending corridor increased 8% in 1Q24 (2% in February 2024 and 6% in March 2024), resulting in increasing the cost of funds of BMF and negatively impacting its profitability by EGP 1.3mn; noting that BMF lends on a fixed basis, while borrowing at corridor plus spread
- BMF added a new branch to its network in 1Q24.
 BMF continued to bear the related expenses of its 21 new branches until they breakeven, including the incurred costs of new hirings, rent, IT and other operating expenses¹

Key Operational Highlights

31 *Branches*

19.7K
Active Clients

165mnGross Portfolio

2.6% *PAR-30*

1Q 2023

10Branches

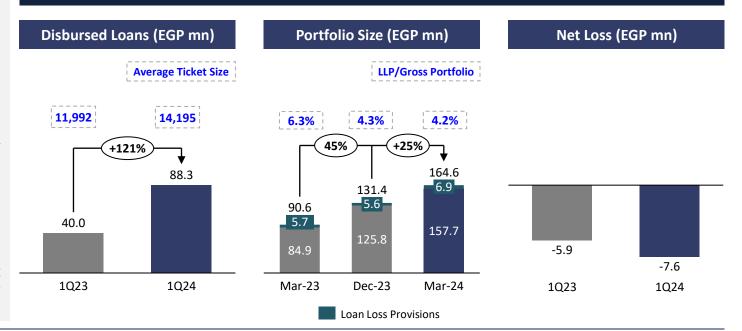
40.0mnDisbursed Loans

9.8KActive Clients

91mn *Gross Portfolio*

5.8% *PAR-30*

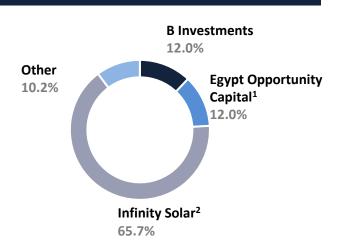
Key Financial Highlights



- In 2017, B Investments invested in three solar plants located in Ben Ban, Egypt with a total capacity of 130MW
- The project is in partnership with Infinity Solar Energy S.A.E. as part of the Feed-in-Tariff program initiated by the Egyptian government
- To date, B Investments received total distributions of c. USD 2.0mn, representing c. 34% of the total investment cost



Shareholding Structure



Operational & Financial Highlights



Partners & Stakeholders













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INVESTMENTS

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