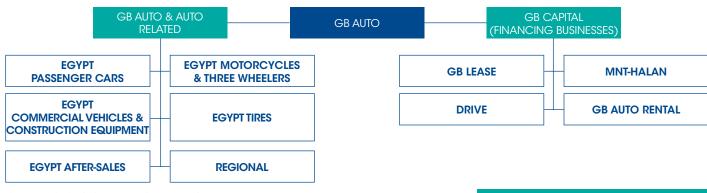
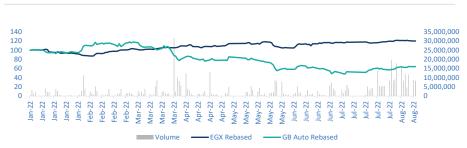


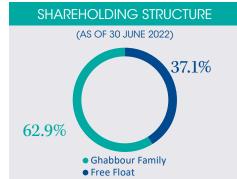
INVESTOR FACT SHEET - 2Q 2022

Operating six lines of business across Egypt and Iraq, GB Auto is a leading automotive player that boasts a strong operational footprint across multiple sectors — Passenger Cars, Motorcycles & Three-Wheelers, Commercial Vehicles & Construction Equipment, Tires, Financing, After-Sales, and Regional operations — the company is focused on automotive assembly, manufacturing, sales and distribution, after-sales services, retail, trade-in, and logistics.



GB AUTO STOCK PERFORMANCE





INCOME STATEMENT SNAPSHOT	TI	hree Months Ende	ed	Six Months Ended		
(LE million)	2Q21	2Q22	% Change	1H21	1H22	% Change
Total Sales Revenues	7269.0	7,833.8	7.8%	14,096.6	15,675.8	11.2%
Total Gross Profit	1,458.3	2,177.2	49.3%	2,811.2	4,010.8	42.7%
Operating Profit	770.2	1,155.8	50.1%	1,449.9	2,116.2	46.0%
EBIT	739.9	1,137.4	53.7%	1,350.4	2,034.2	50.6%
Earnings Before Tax	606.1	942.4	55.5%	1,069.9	1,501.4	40.3%
Net Income / Loss	373.5	490.5	31.3%	672.3	719.9	7.1%

BALANCE SHEET SNAPSHOT		As of	
(LE million)	31-Dec-21	30-Jun-22	% Change
Total Current Assets	19,359.1	20,666.8	6.8%
Total Long-Term Assets	12,749.0	13,004.5	2.0%
Total Assets	32,108.1	33,671.3	4.9%
Total Current Liabilities	19,750.1	19,862.1	0.6%
Total Long-Term Liabilities	4,792.9	5,189.8	8.3%
Non-Controlling Interest	1,649.7	2,135.8	29.5%
Total Shareholder's Equity	7,565.0	6,843.7	-9.5%
Total Liabilities and Shareholder's Equity	32,108.1	33,671.3	4.9%

REGIONAL FOOTPRINT



AUTO & AUTO RELATED

EGYPT PASSENGER CARS

2Q22 GROUP REVENUE CONTRIBUTION

34.8%

- · Assembly and distribution of imported completely-knocked-down (CKD) kits with a production capacity of around 80,000 units per year
- Distribution of imported completely-built-up (CBU) vehicles
- Financing options provided through Drive
- Brands: Hyundai, Chery, Mazda, Changan, Haval











EGYPT COMMERCIAL VEHICLES & CONSTRUCTION EQUIPMENT

2Q22 GROUP REVENUE CONTRIBUTION

5.0%

- Assembly and distribution of trucks.
- · Bus-body manufacturing; distribution of buses
- · Manufacturing and distribution of superstructures and trailers
- · Distribution of earth-moving equipment, road machinery, and power generators
- Brands: Mitsubishi Fuso, Volvo Trucks and **Buses, Volvo Construction Equipment,** Iveco, YTO, Marcopolo, Karry, SDLG, Aksa and Shacman Trucks

















(5)

& THREE-WHEELERS

EGYPT MOTORCYCLES

2Q22 GROUP REVENUE CONTRIBUTION

7.4%

- Assembly and distribution of motorcycles & three-wheelers and manufacturing of components at the Badr Facility
- · Financing options provided through Mashroey
- Brands: Bajaj



EGYPT AFTER-SALES

2Q22 GROUP REVENUE CONTRIBUTION

5.1%

- After-sales services and distribution of spare parts for passenger cars, motorcycles & three-wheelers, and commercial vehicles & construction equipment
- The largest cross-country network of its kind
- · Constant and ongoing expansion of network and service center capacities



2Q22 GROUP REVENUE CONTRIBUTION

14.7%

- Distribution of imported completely-built-up (CBU) passenger car units in Iraq (MG) with after-sales services
- Distribution of Bajaj motorcycles & three-wheelers in Iraq and after-sales services
- · Markets: Iraq
- Brands: MG and Bajaj





EGYPT TIRES

2Q22 GROUP REVENUE CONTRIBUTION

4.6%

- · Distribution of passenger car, van, truck, construction equipment and bus tires
- Brands: Yokohama, Lassa, Westlake, Double Coin, Verde, Techking, Goodyear, Thunderer and Sunfull















THUNDERER

SUDFULL

STARTUPS

2Q22 GROUP REVENUE CONTRIBUTION

 $\bar{2.6}\%$

- Parts and lubricants business PAL distributes Gazprom Neft Lubricants
- The pre-owned vehicles division rolled out a Western-style pre-owned car operation under the brand name Fabrika
- · Retail division 360 operates after-sales and retail outlets, distributing tires, tire parts, batteries, parts and lubricants, and will also offer related services in various locations
- · El Mikaneeky is a trusted professional car servicing company that provides affordable solutions to the entire car market
- Under the brand name TVD, the company distributes JMC-branded vehicles
- Markets: Egypt

2Q22 GROUP REVENUE

· Companies: PAL, Fabrika, 360, El Mikaneeky



25.7%







GB CAPITAL (FINANCING BUSINESSES)

offering financing in all segments of the market

CONTRIBUTION $\bullet \ \ GB\ Capital\ oversees\ the\ operations\ of\ the\ group's\ five\ non-bank\ financial\ service\ providers,$

- GB Lease provides business-to-business financial leasing services to a wide range of companies, covering all asset classes
- · MNT-Halan is Egypt's largest and fastest growing non-bank lender to the unbanked, digitizing $traditional\ banking\ and\ cash-based\ markets\ through\ tech\ and\ data\ driven\ solutions$
- · Drive offers factoring services, both business-to-business and business-to-consumer
- GB Auto Rental offers car rental services on a quasi-operational lease basis to companies in the market
- $\bullet \ \ \text{Bedaya is a mortgage finance venture offering long-term and competitive mortgages for new}$ move-in homes
- $\bullet \ \ KAF is a life insurance company that was acquired along with EFG Hermes to capitalize on the$ growing demand for insurance offerings in Egypt.
- Market: Egypt

GB CAPITAL















Statements contained in this document that are not historical facts are based on current expectations, estimates, projections, opinions and beliefs of GB Auto. Such statements involve known and unknown risks, uncertainties and other factors; undue reliance should not be placed thereon. Certain information contained herein constitutes "targets" or "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "seek," "should," "expect," "anticipate," "project," "estimate," "intend," "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology. Actual events or results or the actual performance of GB Auto may differ materially from those reflected or contemplated in such targets or forward-looking statements. The performance of GB Auto is subject to risks and uncertainties.

Mansour Kabbani Board of Directors Member **Investor Relations** Senior Manager

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