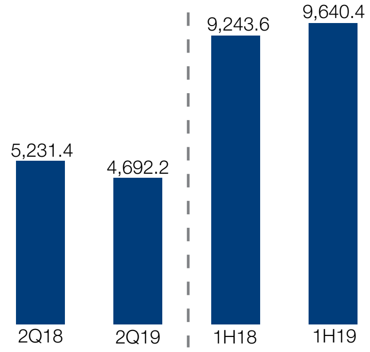
AUTO.CA
on the Egyptian Exchange

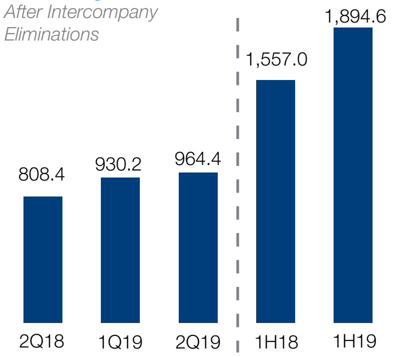
Revenue Progression
(all figures in LE million)

GB Auto & Auto Related



GB Capital

After Intercompany Eliminations



GB Auto Reports 2Q/1H19 Results

Auto & Auto Related business affected by regulatory environment; performance supported by regional operations and GB Capital

7 August 2019 — (Cairo, Egypt) GB Auto (AUTO.CA on the Egyptian Exchange), a leading automotive company in the Middle East and non-bank financial services provider in Egypt, announced today its segmental and consolidated results for the period ending 30 June 2019. In 2Q19, revenues fell 6.3% y-o-y to LE 5,656.4 million, with the Group recording a net loss of LE 8.9 million. Revenues for the first half of the year came to LE 11,534.8 million, up 6.8% y-o-y, with net profit registering LE 7.1 million.

"The second quarter of 2019 has seen the persistence of challenging circumstances faced since the end of last year," said GB Auto Chief Executive Officer Raouf Ghabbour. "Egypt's passenger car market continues to suffer from lower than anticipated demand as well as a major dislocation in customs treatment favoring European-, Moroccan-, and Turkish-origin vehicles over locally assembled cars and fully-imported one from other origins. This trend is creating an environment that favors importation of more expensive and luxurious cars from European Union countries over buying locally assembled cars and other more economic, fully imported products of non-EU origin. It is our view that these trends are unsustainable, and corrective measures are required to protect our national manufacturing know-how and capacities, as well as provide a level playing-field that would stabilize the market, improve foreign currency utilization and enhance custom revenues."

The Auto & Auto-Related (A&AR) segment recorded revenues of LE 9,640.4 million in 1H19, an increase of 4.3% compared to the same period last year, despite a slowdown at some of the segment's LoBs. The segment's performance for the period was affected by lower Passenger Car sales, with the LoB recording revenue of LE 3,086.0 million in 1H19, down by 27.0% versus 1H18. The segment was also affected by the Two- and Three-Wheelers (2&3W) LoB, which saw revenues decline by 33.7% y-o-y to LE 1,015.6 million in 1H19, driven primarily by decreased three-wheeler volumes as a consequence of the new licensing limits, despite the robust underlying demand for three-wheel vehicles.

"Regulatory challenges have also placed restrictions on the three-wheeler segment, with monthly limitations on number of licenses constricting supply to a market with very strong demand from our customers in Egypt. We are already witnessing the repercussions of constraining this very strategic market, one that provides employment and alternative transportation in inaccessible neighborhoods to tens of millions of people at the bottom of Egypt's income distribution. In the span of five months since the regulatory limitations were imposed, the transportation fares have gone up significantly, adding unnecessary financial pressure on this already burdened, low-income segment."

Revenue from GB Auto's regional activities reached LE 1,784.0 million in 2Q19, more than double the LE 698.9 million recorded in 2Q18. The strong performance was driven by significant growth in PC and 2&3W volumes in Iraq. On a year-to-date basis, regional revenues were up 118.5% y-o-y to LE 3,369.3 million in 1H19.

"GB Auto's regional operations witnessed an impressive and robust expansion in the second quarter and first half of 2019. A rapidly improving security and commercial environment in the Iraqi market has facilitated a substantial, broad-based improvement in sales there," Ghabbour added. Sales of two- and three-wheel vehicles have surged by two-thirds in 1H19 as the Group alters its sales mix to accommodate highly popular new models, while passenger car sales more than doubled during the period compared to 1H18. The strong performance of our regional operations helped offset the decline in Egypt's PC and

2&3W markets and pulled the A&AR segment to overall growth during the six-month period. The Regional LoB was also a primary contributor to the segment's gross profitability," said Ghabbour.

> *"It is our view that current PC trends are unsustainable, and corrective measures are required to protect our national manufacturing know-how and capacities"*

The Tires LoB continued to grow, booking revenues of LE 294.9 million in 2Q19, up 6.2% versus 2Q18. On a year-to-date basis, Tires revenue reached LE 581.9 million in 1H19, up 27.2% y-o-y. Meanwhile, the Commercial Vehicles & Construction Equipment (CV&CE) LoB recorded an 8.0% y-o-y increase in revenues to LE 777.5 million in 1H19.

GB Capital booked a top line before intercompany eliminations of LE 1,219.0 million in 2Q19, up by 6.8% q-o-q and 9.1% y-o-y. On a year-to-date basis, revenues were up by 14.6% y-o-y to LE 2,359.9 million in 1H19. GB Capital's loan portfolio remained stable at LE 8.6 billion as at 30 June 2019 due to the LE 767 million securitization transaction at GB Lease, which took place in June. Adding back the securitized amount, GB Capital's loan portfolio would stand at LE 9.4 billion, up 9.3% q-o-q and 37.7% y-o-y. Non-performing loans (NPLs) stood at 1.23% in 2Q19. GB Capital's net income after minority was up 42.8% q-o-q and 66.1% y-o-y to LE 169.4 million in 2Q19. Net income in 1H19 reached LE 288.1 million, up 52.5% y-o-y. Net annualized interest margin (NIM) climbed by 154 basis points y-o-y to record 13.5% for the quarter.

"We continue to benefit from the diversified nature of our operations which supports the overall performance of the Group," said Ghabbour. "Nonetheless, we are taking a proactive approach to containing the effects of market developments and have moved quickly to adjust our PC portfolio and sales mix in light of the prevailing trends. Management also expects three-wheeler volumes to pick up as the licensing cycle gains speed. Finally, we are confident that the necessary regulatory adjustments to promote growth and sustainability will soon materialize," Ghabbour concluded.

Highlights of GB Auto Group's 2Q19 results follow, along with management's analysis of the company's performance. Complete financials are available for download on **ir.ghabbourauto.com**.

Second Quarter 2019 Financial Highlights

- GB Auto Group recorded a net loss of LE 8.9 million in 2Q19.
- GB Capital booked a net income after minority of LE 169.4 million in 2Q19, up 42.8% q-o-q and 66.1% y-o-y.
- The A&AR segment saw its total revenues decline to LE 4,692.2 million in 2Q19, down 10.3% y-o-y on the back of subdued demand.
- Gross profit at the A&AR segment declined by 19.9% y-o-y to record 494.1 million, with the gross profit margin falling to 10.5%.
- A&AR recorded an EBITDA of LE 242.7 million with an EBITDA margin of 5.2% versus 6.6% in 2Q18.
- The A&AR segment booked a net loss of LE 158.7 million in 2Q19.

First Half 2019 Financial Highlights

- GB Auto booked a net profit of LE 7.1 million in 1H19, down from LE 204.5 million in 1H18.
- GB Capital's net income after minority reached LE 288.1 million in 1H19, up 52.5% y-o-y.
- The A&AR Segment saw its top line climb to LE 9,640.4 million during the period, up 4.3% y-o-y on the back of rapid growth in regional revenues.
- Gross profit at the A&AR segment declined by 8.7% y-o-y to LE 1,010.2 million in 1H19, while GPM fell to 10.5% from 12.0% one year previously.
- EBITDA for the A&AR Segment came in at LE 439.0 million in 1H19, down 26.1% y-o-y and yielding an EBITDA margin of 4.6% versus 6.4% in 1H18.
- A&AR recorded a net loss of LE 283.4 million in 1H19.

Financial Position and Working Capital of Auto & Auto-Related

The slowdown in the Egyptian PC market saw working capital stagnate in 2Q19 compared to the previous quarter. Inventory days on hand declined to 98 days in 2Q19 versus 102 days in the previous quarter. It is worth noting that management is currently focused on ensuring a leaner net working capital, which should be reflected in improved inventory days on hand going forward with better market conditions.

Table 1: Development of Working Capital of Auto & Auto-Related

		2Q18	3Q18	4Q18	1Q19	2Q19
Inventory	(LE million)	3,409.1	3,972.2	4,769.1	4,956.9	4,530.2
Receivables	(LE million)	1,852.9	1,991.1	1,923.0	2,372.4	2,337.6
Advances	(LE million)	922.2	940.1	570.4	536.6	426.4
Debtors & Other Debit Balances	(LE million)	924.9	1,316.4	938.2	821.3	734.2
Payables (Net)*	(LE million)	2,594.3	2,536.5	2,518.6	3,148.7	2,448.8
Working Capital	(LE million)	4,514.8	5,683.3	5,682.0	5,538.7	5,579.6

* Payables are shown net of operating lease-related liabilities amounting to LE 1,105.5 million, which are now added to our Net Debt calculations. Due to a change in Egyptian Accounting Standards, the related leased assets have been recorded on the balance sheet under PP&E, while the liabilities have been booked under Payables, starting from 2Q19 onwards.

Management considers only the net debt of the Auto & Auto-Related business as the relevant figure for the operations of the Group and the key yardstick by which shareholders evaluate performance, as the debt related to GB Capital is a direct function of the division's portfolio size and is more than fully backed by the assets and receivables held by GB Capital. Net Debt rose in 2Q19, reflecting CAPEX at the segment as well as the net loss recorded during the period.

Table 2: Development of Auto & Auto-Related Net Debt

(LE million)	2Q18	3Q18	4Q18	1Q19	2Q19
Total Debt	6,171.6	6,173.9	5,991.9	6,300.7	6,999.9
Notes Payable (Due to leasing)	-	-	-	-	1,105.5
Cash	1,448.5	999.3	887.7	1,075.4	1,187.1
Due from Related Parties - Inter segment	528.7	76.7	76.0	(11.2)	20.2
Net Debt	4,194.4	5,098.0	5,028.2	5,236.5	6,898.1

Table 3: Development of Key Financials of Auto & Auto-Related*

(LE million)	2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
Revenues	4,948.9	4,520.1	-8.7%	8,741.0	9,267.0	6.0%
Inter-Segment Revenues	282.5	172.1	-39.1%	502.6	373.4	-25.7%
Total Revenues	**5,231.4**	**4,692.2**	**-10.3%**	**9,243.6**	**9,640.4**	**4.3%**
Cost of Sales	(4,332.1)	(4,025.9)	-7.1%	(7,635.1)	(8,256.8)	8.1%
Inter-Segment Cost of Sales	(282.0)	(172.1)	-39.0%	(502.6)	(373.4)	-25.7%
Total Cost of Sales	**(4,614.2)**	**(4,198.1)**	**-9.0%**	**(8,137.7)**	**(8,630.2)**	**6.1%**
Gross Profit	**617.3**	**494.1**	**-19.9%**	**1,106.0**	**1,010.2**	**-8.7%**
Gross Profit Margin	*11.8%*	*10.5%*	*-1.3*	*12.0%*	*10.5%*	*-1.5*
General, Selling & Administrative Expenses	(354.0)	(301.3)	-14.9%	(703.9)	(719.9)	2.3%
Other Operating Income	52.1	8.0	-84.6%	91.4	57.2	-37.5%
Provisions (Net)	(5.0)	(23.9)	-	24.7	(21.5)	-
Operating Profit	**310.4**	**176.9**	**-43.0%**	**518.1**	**326.0**	**-37.1%**
Operating Profit Margin	*5.9%*	*3.8%*	-2.2	*5.6%*	*3.4%*	-2.2
Finance Cost / Income	(239.6)	(402.2)	67.8%	(488.7)	(711.6)	45.6%
FOREX	(9.4)	31.9	**-**	(7.1)	68.5	**-**
Net Profit / (loss) Before Tax	**61.4**	**(193.3)**	**-**	**22.3**	**(317.1)**	**-**
Income Tax	(7.3)	59.6	-	(5.4)	81.4	-
Net Profit / (loss) After Tax and Before NCI	**54.2**	**(133.7)**	**-**	**16.9**	**(235.7)**	**-**
NCI	(9.2)	(25.1)	-	(26.3)	(47.6)	81.2%
Net Profit / (loss) After NCI	**45.0**	**(158.7)**	**-**	**(9.4)**	**(283.4)**	-
EBITDA	**343.0**	**242.7**	**-29.2%**	**593.7**	**439.0**	**-26.1%**
EBITDA Margin	*6.6%*	*5.2%*	*-1.4*	*6.4%*	*4.6%*	*-1.8*

* The impact of new Egyptian Accounting Standards on the A&AR 1H19 financials was LE (50.7) million in the COGS item related to leases of the AFS segment workshops, LE (135.0) million in SG&A as general (operating) lease expense was booked there and an additional + LE 14.9 million under D&A expenses, and + LE 84.2 million under financing cost, where the interest rate component is now reflected.

Table 4: Key Ratios

		1H18	FY18	1Q19	1H19
Net Debt / Equity*	Units	1.13	1.30	1.45	2.05
Total Liabilities Less Cash / Equity	Units	2.18	2.21	2.55	2.95
Current Ratio	Units	1.03	1.05	1.01	0.95
Net Debt / LTM EBITDA^	Units	6.48	3.62	3.92	5.59
LTM EBITDA / Finance Cost	Units	1.21	1.38	0.63	0.62
Capital Employed **	LE million	7,622.5	8,108.4	8.049.4	8,287.9
ROCE ***	%	6.3%	15.3%	14.7%	12.7%

* Net Debt for segments = (short term debt + long term debt + due to related parties - inter-segment + payables related to leasing expenses) - cash and cash equivalents including due from related parties - inter-segment

** Average capital employed for segments at the end of the period = (property, plant and equipment + Intangible assets and goodwill + Investment property + inventories + Trade receivables + Debtors and other debit balance) - (Trade payables + Other current liabilities)

*** ROCE for segments = Last twelve months operating profit / average capital employed at the end of the period.

^ LTM EBITDA was calculated by adding an equivalent amount of D&A into 2H18 related to lease adjustment as was allocated during 1H19

Table 5: Segregated Income Statement by Segment

	1H19*			
(LE million)	GB Auto (Auto & Auto-Related)	GB Capital (Financing Business)	Elimination	GB Auto Consolidation
Revenues	9,267.0	2,267.8	-	11,534.8
Inter-Segment Revenues	373.4	92.1	(465.5)	-
Total Revenues	**9,640.4**	**2,359.9**	**(465.5)**	**11,534.8**
Cost of Sales	(8,256.8)	(1,557.5)	-	(9,814.3)
Inter-Segment Cost of Sales	(373.4)	(80.2)	453.7	-
Cost of Sales	(8,630.2)	(1,637.7)	453.7	(9,814.3)
Gross Profit	**1,010.2**	**722.2**	**(11.8)**	**1,720.6**
General, Selling & Administrative Expenses	(719.9)	(301.5)	1.4	(1,019.9)
Other Operating Income	57.2	18.4	(1.4)	74.1
Provisions (Net)	(21.5)	(31.2)	-	(52.6)
Operating Profit	**326.0**	**407.9**	**(11.8)**	**722.1**
Finance Cost / Income	(711.6)	10.6	11.8	(689.2)
FOREX	68.5	13.5	-	82.0
Net Profit / (loss) Before Tax	**(317.1)**	**432.0**	-	**114.9**
Income Tax	81.4	(82.8)	-	(1.4)
Net Profit / (loss) After Tax and Before NCI	**(235.7)**	**349.2**	-	**113.5**
NCI	(47.6)	(61.1)	2.4	(106.4)
Net Profit / (loss) After NCI	**(283.4)**	**288.1**	**2.4**	**7.1**

* New accounting standards have been introduced this quarter, affecting the lease payments that occur between both segments. These are now booked under finance costs as opposed to SG&A, causing the A&AR's SG&A to decline. COGS has also declined as a consequence of the leasing contracts related to the A&AR's After-Sales workshops.

Eliminations of inter-segment items compose of trading of Auto and Auto related, Leased items as well as reclassification between cost of sales and finance cost for consistent application of consolidation procedure of the group.

Historical data for GB Auto Group's segregated financials can be downloaded at ir.ghabbourauto.com/fundamentals

Table 6: Balance Sheet by Segment

(LE million)	GB Auto (Auto & Auto-Related)*	GB Capital (Financing Business)**	Elimination	GB Auto Consolidation
	As at 30 June 2019			
Property Plant & Equipment	3,745.2	237.8	-	3,983.0
Intangible Assets & Goodwill	429.2	1.0	-	430.2
Investments in Subsidiaries (GB Capital)	327.3	10.6	(327.3)	10.6
Notes Receivable	47.3	3,853.7	(629.0)	3,272.0
Investments Property	90.9	-	-	90.9
Deferred Tax Assets	360.8	2.9	-	363.7
Non-Current Assets	**5,000.6**	**4,106.0**	**(956.3)**	**8,150.3**
Inventories	4,530.2	63.0	-	4,593.2
Trade Receivables	2,290.3	4,428.5	(124.6)	6,594.2
Advance Payments to Suppliers	426.4	-	-	426.4
Debtors & Other Debit Balance	734.2	207.0	-	941.1
Due from Related Parties	117.4	89.8	-	207.2
Due from Related Parties - Inter-Segment	205.9	37.5	(243.4)	-
Cash and Cash Equivalents	1,187.1	609.8	-	1,796.9
Current Assets	**9,491.6**	**5,435.5**	**(368.0)**	**14,559.1**
Total Assets	**14,492.2**	**9,541.5**	**(1,324.3)**	**22,709.4**
Share Capital	1,094.0	318.0	(318.0)	1,094.0
Legal Reserves	309.7	63.8	0.4	374.0
Private Reserve	2,285.3	(2.3)	(2.6)	2,280.4
Accumulated Profit (Losses)	(1,104.9)	1,093.8	3.3	(7.7)
Net Income / (Loss) for The Period	(283.4)	288.1	2.4	7.1
Total Shareholders' Equity Before NCI	**2,300.8**	**1,761.5**	**(314.5)**	**3,747.8**
Total NCI	1,067.3	227.0	(12.8)	1,281.5
Total Equity	**3,368.1**	**1,988.5**	**(327.3)**	**5,029.3**
Trade Payables	2,630.5	183.0	(124.6)	2,688.9
Loans & Overdraft	6,999.9	4,265.7	-	11,265.6
Due to Related Parties	67.2	11.7	-	78.9
Due to Related Parties - Inter-Segment	185.7	57.7	(243.4)	-
Provision	146.5	86.5	-	233.0
Other Current Liabilities	4.7	78.8	-	83.5
Total Current Liabilities	**10,034.5**	**4,683.4**	**(368.0)**	**14,349.9**
Loans	-	2,848.6	-	2,848.6
Provision	11.1	-	-	11.1
Trade and Notes Payables	923.8	-	(629.0)	294.8
Deferred Tax Liabilities	154.6	21.1	-	175.7
Total Non-Current Liabilities	**1,089.6**	**2,869.6**	**(629.0)**	**3,330.2**
Total Equity And Liabilities	**14,492.2**	**9,541.5**	**(1,324.3)**	**22,709.4**

* New accounting standards have been introduced this quarter, affecting the balance sheets of GB Capital's leasing business (GB Lease) and the A&AR segment. The treatment has migrated all the operational/financial lease assets under the A&AR segment onto the PP&E and Advances to Suppliers lines of the segment's balance sheet. Long- and short-term payables on the liabilities side of the balance sheet have been increased. The impact amounts to LE 1,105.5 million on Trade Payables broken down as LE 181.7 million on Short-Term and LE 923.8 million on Long-Term.

** New accounting standards have been introduced this quarter, affecting GB Lease by migrating all of its leased assets to the lessees' balance sheets. The principal outstanding for the leased assets are now accounted for under short- and long-term receivables.

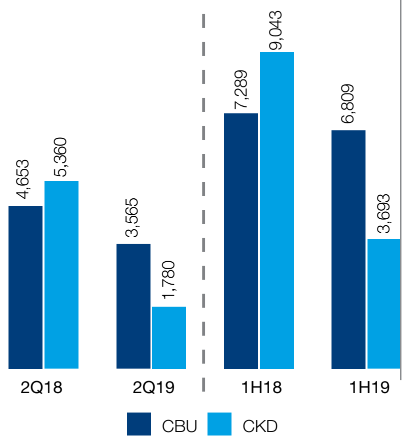
Historical GB Auto Group segregated financials can be downloaded at ir.ghabbourauto.com/fundamentals

Table 7: Cash Flow Statement for the Auto & Auto-Related Segment of GB Auto*

(LE million)	2Q18	2Q19
Cash Flows from Operating Activities		
Net (Loss) / Profit Before Tax	61.4	(193.3)
Adjustments:		
Interest Expense	224.2	414.7
Depreciation & Amortization	32.7	65.8
Provisions - Net	22.9	27.9
Impairment in Current Assets - Net	12.2	(3.3)
Interest Income	(31.2)	(12.2)
Interest Expense Capitalized on Property, Plant & Equipment	(16.4)	(20.3)
Unrealized FOREX Loss	(5.6)	-
Gain on Sale of PP&E and Assets Held for Sale	(47.3)	12.3
Operating Cash Flow Before Changes in Working Capital	**252.9**	**291.6**
Changes in Working Capital		
Inventories	(431.3)	432.3
Trade Receivables	(254.1)	43.6
Debtors & Other Debit Balances	(276.7)	(90.5)
Due from Related Parties	7.4	(1.6)
Due to Related Parties	22.7	(3.6)
Due from Related Parties - Inter-Segment	(192.5)	(58.1)
Due to Related Parties - Inter-Segment	(21.1)	157.7
Trade Payables & Other Credit Balances	583.7	(762.5)
Provisions Used	(7.4)	(28.8)
Cash Flow (Integrated from) Operating Activities	**(316.3)**	**(19.9)**
Income Tax Paid During the Period	(0.1)	(24.5)
Net Cash Flow (Used in) Operating Activities	**(316.3)**	**(44.4)**
Cash Flows From Investing Activities:		
Purchase of Property, Plant & Equipment	(67.8)	(110.6)
Purchase of Projects Under Construction	14.0	(127.1)
Purchase of Intangible Assets	(3.0)	-
Interest Received	31.6	11.5
Payment for Investment	-	(0.1)
Proceeds from Sale of Property, Plant & Equipment	74.9	31.8
Net Cash Flow (Used in)/generated from Investing Activities	**49.6**	**(194.5)**
Cash Flows From Financing Activities		
Loans & Borrowings	683.7	699.2
Interest Paid	(232.4)	(331.0)
Paid from Minority to Increase Capital of Subsidiaries	3.0	-
Net Cash Flow Generated from Financing Activities	**454.3**	**368.2**
Net Increase (Decrease) in Cash & Cash Equivalents	**187.5**	**129.3**
Cash & Cash Equivalents at Beginning of the Period	1,217.9	1,075.4
Translation Differences	43.1	(17.5)
Cash & Cash Equivalents at End of the Period	**1,448.5**	**1,187.1**

* Due to the changes in Egyptian Accounting Standards relating the reporting of (operational) leases on the balance sheet, net PP&E has increased by LE 988.7 million versus 1Q19. This has led to an increase in D&A. Of the LE 65.8 million of D&A reported in 2Q19, LE 14.9 million was accounted for by the changes in accounting standards.

Breakdown of Units Sold



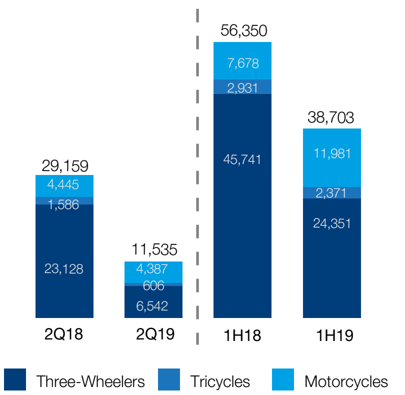
Egypt Passenger Cars

- GB Auto continues to lead Egypt's PC segment with a market share of 19.0% as of 2Q19 (Hyundai, Geely, Mazda, and Chery), down from 30.1% in 2Q18. In 1H19, GB Auto's market share in the segment declined to 20.3% from 28.5% in 1H18.
- PC volumes decreased 46.6% y-o-y in 2Q19, although volumes decreased at a slower rate of 35.7% on a year-to-date basis, with volumes reaching 10,502 units in 1H19. Consumers have delayed purchases due to persistent price instability, although the trend is improving with the summer months and a pick up in seasonality.
- Revenues declined 27.0% y-o-y to LE 3,086.0 million in 1H19 due to lower volumes. Gross profitability was affected by discounts offered on old inventory brought at pre EGP appreciation prices and to reposition GB Auto's portfolio in light of the recent regulatory changes. Management expects margins to improve going forward.
- GB Auto began expanding its CKD offering, with the launch of a new Arizzo 5 model in August 2019.

Table 8: Egypt Passenger Cars Sales Activity

		2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
CBU Sales Volume (Hyundai)	(Units)	4,439	2,687	-39.5%	6,922	5,761	-16.8%
CBU Sales Volume (Geely)	(Units)	-	542	-	1	644	-
CBU Sales Volume (Chery)	(Units)	-	70	-	-	110	-
CBU Sales Volume (Mazda)	(Units)	214	266	24.3%	366	294	-19.7%
CKD Sales Volume (Hyundai)	(Units)	4,030	996	-75.3%	6,974	2,153	-69.1%
CKD Sales Volume (Chery)	(Units)	1,226	644	-47.5%	1,881	1,186	-36.9%
CKD Sales Volume (Karry)	(Units)	26	22	-15.4%	105	37	-64.8%
CKD Sales Volume (Geely)	(Units)	78	118	51.3%	83	317	-
Total Sales Volume	**(Units)**	**10,013**	**5,345**	**-46.6%**	**16,332**	**10,502**	**-35.7%**
Total Sales Revenue	**(LE million)**	**2,659.3**	**1,521.0**	**-42.8%**	**4,226.0**	**3,086.0**	**-27.0%**
Gross Profit	**(LE million)**	**252.2**	**70.1**	**-72.2%**	**389.2**	**221.8**	**-43.0%**
Gross Profit Margin	*(%)*	*9.5%*	*4.6%*	*-4.9*	*9.2%*	*7.2%*	*-2.0*

Breakdown of Units Sold



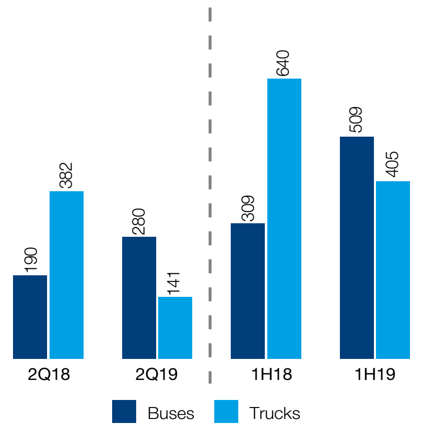
Egypt Motorcycles & Three-Wheelers

- Volumes at the LoB were down by 60.4% y-o-y in 2Q19 to 11,535 units. This decline was driven largely by new regulations relating to the licensing of three-wheel vehicles, adopted in March and significantly constraining market supply.
- Three-wheeler volumes fell by 71.7% y-o-y to 6,542 units in 2Q19 and by 46.8% to 24,351 units on a YTD basis, reflecting the effects of the new regulatory environment.
- Volumes of two-wheelers grew by 56.0% y-o-y to 11,981 units in 1H19, while remaining flat between 2Q18 and 2Q19. Units sold by the division are expected to increase further with the introduction of new models over the coming period.
- Revenues from the LoB fell by 63.0% y-o-y to LE 293.0 million in 2Q19, but fell at a slower rate on a YTD basis, reaching LE 1,015.6 million in 1H19 against LE 1,531.7 million in 1H18. The gross profit margin improved q-o-q in 2Q19 to 13.5% as management passed price increase to compensate for lower volumes.
- While the regulatory environment is expected to persist in the short term, management anticipates volume recovery in 3W owing to a pick up in the licensing cycle.

Table 9: Egypt Motorcycle & Three-Wheeler Sales Activity

		2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
Three-Wheeler Sales Volume	(Units)	23,128	6,542	-71.7%	45,741	24,351	-46.8%
Tricycles Sales Volume	(Units)	1,586	606	-61.8%	2,931	2,371	-19.1%
Motorcycle Sales Volume	(Units)	4,445	4,387	-1.3%	7,678	11,981	56.0%
Total Sales Volume	**(Units)**	**29,159**	**11,535**	**-60.4%**	**56,350**	**38,703**	**-31.3%**
Total Sales Revenue	**(LE million)**	**791.2**	**293.0**	**-63.0%**	**1,531.7**	**1,015.6**	**-33.7%**
Gross Profit	**(LE million)**	**108.9**	**39.6**	**-63.7%**	**217.3**	**131.9**	**-39.3%**
Gross Profit Margin	*(%)*	*13.8%*	*13.5%*	*-0.3*	*14.2%*	*13.0%*	*-1.2*

Breakdown of Units Sold



Egypt Commercial Vehicles & Construction Equipment

- The line of business sold 511 units in 2Q19, representing a decrease of 22.7% compared to 2Q18.
- Falling volumes saw the LoB register a decrease in the top line during the quarter. However, on a year-to-date basis revenues expanded by 8.0% to reach LE 777.5 million in 1H19 on the back of an improved product mix.
- Gross profit came in at LE 65.3 million in 2Q19, climbing 44.1% y-o-y, with the gross profit margin reaching 16.6% for the quarter and 14.8% for 1H19. The strong improvement in margins in 2Q19 was affected by one-time provisions reversal at the division's COGS level.
- Management has made significant progress in streamlining the working capital cycle, including inventory levels and supplier terms.

Table 10: Egypt Commercial Vehicles & Construction Equipment (CV&CE) Sales Activity

		2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
Bus Sales Volume	(Units)	190	280	47.4%	309	509	64.7%
Truck Sales Volume	(Units)	382	141	-63.1%	640	405	-36.7%
Tractor Sales Volume	(Units)	-	-	-	44	-	-
Trailer Sales Volume	(Units)	62	66	6.5%	153	152	-0.7%
Construction Equipment Sales Volume	(Units)	27	24	-11.1%	61	49	-19.7%
Total Sales Volume	**(Units)**	**661**	**511**	**-22.7%**	**1,207**	**1,115**	**-7.6%**
Total Sales Revenue	**(LE million)**	**406.5**	**392.8**	**-3.4%**	**719.8**	**777.5**	**8.0%**
Gross Profit	**(LE million)**	**45.3**	**65.3**	**44.1%**	**94.1**	**115.3**	**22.5%**
Gross Profit Margin	*(%)*	*11.1%*	*16.6%*	*5.5*	*13.1%*	*14.8%*	*1.7*

Egypt After-Sales Line of Business

- Egypt After-Sales LoB generated revenues of LE 268.0 million in 2Q19, remaining largely flat versus the same quarter last year. On a year-to-date basis, revenues were up 4.7% y-o-y to LE 554.3 million in 1H19.
- 2&3W AFS's revenues witnesses a decrease on the back of lower volumes sold during the quarter and the first six-months of 2019.
- The LoB booked a gross profit of LE 72.4 million in 2Q19, up 21.5% q-o-q and with a 6.2 point expansion in GPM. This increase was due to a reallocation of leasing expense from the COGS line to finance cost in accordance with new Egyptian accounting standards.

Table 11: Egypt After-Sales

		2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
Passenger Car Egypt After-Sales Revenue	(Units)	164.5	167.1	1.6%	331.2	348.1	5.1%
Motorcycle & Three-Wheeler After-Sales Revenue	(Units)	46.9	42.2	-10.2%	91.2	76.1	-16.6%
CV&CE After-Sales Revenue	(Units)	57.6	58.8	2.0%	107.1	130.1	21.5%
Total Egypt After-Sales Revenue	**(LE million)**	**269.1**	**268.0**	**-0.4%**	**529.6**	**554.3**	**4.7%**
Total Egypt After-Sales Gross Profit	**(LE million)**	**74.8**	**72.4**	**-3.3%**	**143.1**	**131.9**	**-7.8%**
Total Egypt After-Sales Gross Profit Margin	*(%)*	*27.8%*	*27.0%*	*-0.8*	*27.0%*	*23.8%*	*-3.2*

Egypt Tires Line of Business

- GB Auto's Tires LoB has performed strongly throughout the period, recording revenues of LE 294.9 million in 2Q19 and generating growth of 6.2% y-o-y. As for 1H19, revenues were up by 27.2% y-o-y, recording LE 581.9 million.
- Gross profit from the tires division reached LE 58.9 million in 2Q19, well ahead of the LoB's top line expansion and improving the GPM to 20.0% from 16.9% in 2Q18 on account of a better sales mix.

Table 12: Tires Sales Activity — Egypt

		2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
Total Sales Revenue	(LE million)	**277.8**	**294.9**	6.2%	457.5	**581.9**	27.2%
Gross Profit	(LE million)	**47.1**	**58.9**	25.1%	80.3	**102.9**	28.1%
Gross Profit Margin	*(%)*	*16.9%*	*20.0%*	*3.1*	*17.6%*	*17.7%*	*0.1*

Regional

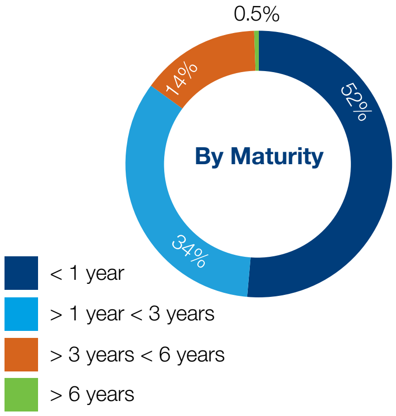
- GB Auto is successfully pushing its regional development strategy in Iraq. Market demand has surpassed our most bullish expectations during 2Q19, where contribution to total Auto & Auto-Related revenues was c.38% and contribution to GP of c.30%.
- Total revenue generated from regional activities came to LE 1,784.0 million in 2Q19, almost doubling compared to 2Q18. On a year-to-date basis, GB Auto saw revenues more than double versus 1H18 to LE 3,369.3 million in 1H19.
- Strong top line performance was underpinned by rapid growth in Iraq, where PC volumes recorded 9,371 units in 1H19 compared to 4,026 units in 1H18 and with Hyundai coming second in the market with a share of 24.8% in the year-to-date.
- Two and three-wheeler sales in Iraq also continue to grow, with 2Q19 seeing volumes and revenues climb by 58.8% and 68.2% y-o-y, respectively. Growth in this line of business was due to higher units per month reaching 2,429 in 2Q19 vs 1,530 in 2Q18.
- LoB gross profit booked LE 145.0 million in 2Q19, up by 61.3% y-o-y. On a YTD basis, the LoB recorded a gross profit of LE 270.3 million in 1H19, up from LE 182.0 million in 1H18. Gross profit margin decreased on the back of higher volumes across the PC and 2&3W's divisions.
- Management is implementing a strategy to accelerate the growth in volumes in the Iraqi market, and continues to expand its sales and after-sales network for both Passenger Cars and 2&3W in Iraq.

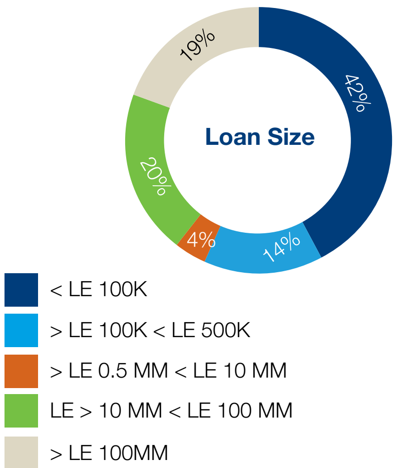
Table 13: Total Sales Activity from Regional Operations

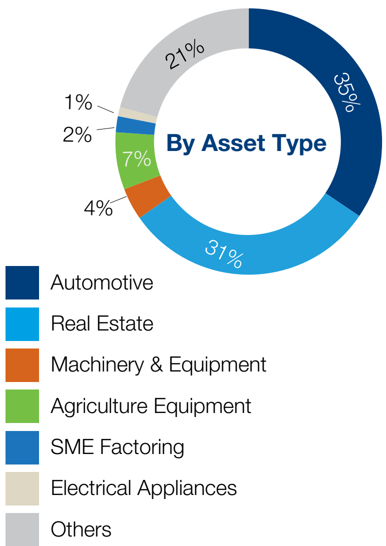
		2Q18	2Q19	Y-o-Y	1H18	1H19	Y-o-Y
Total Regions Revenue	(LE million)	698.9	**1,784.0**	-	1,541.9	**3,369.3**	-
Total Regions Gross Profit	(LE million)	89.9	**145.0**	61.3%	182.2	**270.3**	48.3%
Gross Profit Margin	*(%)*	*12.9%*	*8.1%*	*-4.8*	*11.8%*	*8.0%*	*-3.8*

GB Capital Portfolio Breakdown

(As of 30 June 2019)







GB Capital (Financing Businesses)

- GB Capital recorded revenues before intercompany eliminations of LE 1,219.0 million in 2Q19, up 6.8% q-o-q and 9.1% y-o-y. Net income reached LE 169.4 million for the quarter, a 42.8% q-o-q increase and up 66.1% versus 2Q18. On a year-to-date basis, GB Capital revenues were up 14.6% y-o-y to LE 2,359.9 million in 1H19.
- GB Capital's Annualized ROAE (excluding NCI) stood at 35.5% and Annualized ROAA reached 21.8% as of 30 June 2019. Annualized ROAE was lower than the previous year on account of a higher equity base following the capital gains of the Mashroey and Tasaheel transaction with DPI, while the book gain was not recorded in the consolidated P&L of GB Capital.
- GB Capital's annualized NIMS increased to 13.5% in 2Q19 compared to 11.9% in 2Q18 on the back of the 100 basis points rate cuts that took place at the beginning of the year, as well as better cost of funds negotiations with the banks and improved pricing mechanisms.
- GB Capital's loans/receivables portfolio stood at LE 8.6 billion at 2Q19, remaining stable versus 1Q19 and up by 26.4% y-o-y. These figures reflect the LE 767 million securitization transaction at GB Lease in June. Adding back the securitized amount, GB Capital's loan portfolio would stand at LE 9.4 billion, up 9.3% q-o-q and 37.7% y-o-y.
- GB Capital continued to maintain a healthy loan portfolio quality, with Non-Performing Loans (NPLs) decreasing to 1.23% compared to 1.63% in 2Q18; and an NPL coverage ratio increasing to 220%, up from 149% in 2Q18 and 212% as at 31 December 2018.
- Exposure related to GB Auto accounts for less than c.12.5% of GB Capital's loans/receivables portfolio.
- GB Capital's model is built on its companies' ability to obtain leverage against their lending portfolios. GB Capital companies remain strongly under-leveraged compared to industry norms and regulatory caps which, in light of the nature of the business, allow the companies to borrow up to 9x shareholders' equity for GB Lease and Drive, and up to 10x shareholders' equity for Tasaheel. Standard total leverage for GB Capital stood at 3.58x as of 30 June 2019, compared to 5.64x in 2Q18, and is 2.94x as per the regulator's definition.
- GB Capital related companies' debt stood at LE 7.1 billion as of 30 June 2019, with debt levels expected to continue rising as the company funds its growing operations. GB Capital's assets and debts are well matched by tenor.
- GB Lease has completed its second securitized bond offering in the amount of EGP 767 million. Proceeds from the transaction will be used to deleverage GB Lease's balance sheet to improve its liquidity position, create new borrowing limits with lender banks and support the company's future growth plans.
- **GB Lease** recorded revenues of LE 221.4 million in 2Q19, up by 15.7% q-o-q and 23.9% versus 2Q18. 1H19 revenues stood at LE 412.7 million, up by 14.1% y-o-y on the impact of the securitization transaction.
- **Mashroey** recorded a 24.6% q-o-q decline in revenues to LE 248.3 million in 2Q19, while on a year-to-date basis revenues declined 7.8% y-o-y to LE 577.7 million in 1H19 on the back of the slowdown in the 3-wheelers market. The company is working to make up the difference through financing other assets, such as electrical appliances. Mashroey operates a nationwide network of 120+ branches.
- **Drive** recorded a 23.8% q-o-q increase in revenues to LE 472.6 million in 2Q19 and was up by 3.6% versus 2Q18, with the company continuing to grow despite the slowdown in the Egyptian PC market, thanks to a new management team. Year-to-date revenues were up 9.4% y-o-y to LE 854.3 million in 1H19.
- **Haram Tourism Transport "HTT"** posted revenues of LE 20.1 million in 2Q19, down 1.2% q-o-q but higher than 2Q18 by 35.0%. In 1H19, revenues climbed 38.8% y-o-y to LE 40.4 million.

- **Tasaheel** continued to deliver an impressive performance with revenues climbing 17.6% q-o-q and 75.8% y-o-y to LE 256.6 million in 2Q19. On a year-to-date basis, revenues were LE 474.7 million in 1H19, up 81.6% y-o-y. Growth was generated by the company's growing offerings and its nation-wide network of 200+ locations with plans for further expansion.
- GB Lease, Drive, and Tasaheel are regulated by and operate under the auspices of FRA.

Table 14: Income Statement Analysis for GB Capital

(LE million)	2Q18	1Q19	2Q19	Q-o-Q	Y-o-Y	1H18	1H19	Y-o-Y
Revenues	671.7	564.3	614.8	8.9%	-8.5%	1,206.2	1,179.1	-2.3%
Interest Income	445.4	576.6	604.2	4.8%	35.7%	853.3	1,180.8	38.4%
Total Revenues	**1,117.1**	**1,140.9**	**1,219.0**	**6.8%**	**9.1%**	**2,059.6**	**2,359.9**	**14.6%**
Cost of Sales	(621.7)	(514.3)	(520.8)	1.3%	-16.2%	(1,112.0)	(1,035.1)	-6.9%
Cost of Funds	(251.1)	(303.2)	(299.4)	-1.3%	19.3%	(491.2)	(602.7)	22.7%
Total Cost of Revenues	**(872.8)**	**(817.5)**	**(820.2)**	**0.3%**	**-6.0%**	**(1,603.2)**	**(1,637.7)**	**2.2%**
Gross Profit	**244.3**	**323.4**	**398.8**	**23.3%**	**63.2%**	**456.3**	**722.2**	**58.3%**
SG&A	(92.2)	(142.7)	(158.8)	11.3%	72.3%	(179.6)	(301.5)	67.8%
Provisions	(15.6)	(12.6)	(18.5)	47.1%	18.8%	(25.8)	(31.2)	20.5%
Operating Profit	**136.5**	**168.1**	**221.4**	**31.7%**	**62.2%**	**250.8**	**389.5**	**55.3%**
Other Income	7.9	9.2	9.1	-1.4%	14.9%	13.3	18.4	37.8%
EBIT	**144.4**	**177.4**	**230.5**	**30.0%**	**59.6%**	**264.2**	**407.9**	**54.4%**
Other Interest & Similar Income	0.8	3.2	7.3	-	-	0.3	10.6	-
FOREX	(3.1)	9.0	4.6	-49.3%	-	(4.5)	13.5	-
EBT	**142.2**	**189.6**	**242.4**	**27.8%**	**70.5%**	**260.0**	**432.0**	**66.1%**
Income Tax	(25.9)	(42.7)	(40.1)	-6.0%	54.9%	(44.4)	(82.8)	86.3%
Profit after Tax & before NCI	**116.3**	**146.9**	**202.3**	**37.7%**	**74.0%**	**215.6**	**349.2**	**62.0%**
NCI	14.2	28.3	32.8	16.1%	-	26.7	61.1	-
Net Profit after Tax & NCI	**102.0**	**118.6**	**169.4**	**42.8%**	**66.1%**	**188.9**	**288.1**	**52.5%**
Breakdown of Revenue by Company:								
GB Lease*	178.7	191.3	221.4	15.7%	23.9%	361.6	412.7	14.1%
Drive	456.2	381.7	472.6	23.8%	3.6%	781.1	854.3	9.4%
Mashroey	321.4	329.5	248.3	-24.6%	-22.7%	626.4	577.7	-7.8%
Tasaheel	146.0	218.1	256.6	17.6%	75.8%	261.4	474.7	81.6%
Haram	14.9	20.3	20.1	-1.2%	35.0%	29.1	40.4	38.8%
Total	**1,117.1**	**1,140.9**	**1,219.0**	**6.8%**	**9.1%**	**2,059.6**	**2,359.9**	**14.6%**

* GB Lease revenue numbers have been restated for the new Egyptian Accounting Standards which no longer record depreciation of the financed assets in the revenues line.

Table 15: Supplementary Financial Information - GB Capital

	1H18	FY18	1H19
Net Portfolio Assets	**6,787.7**	**8,134.2**	**8,580.0**
Debt / Equity	5.64x	3.88x	3.58x
Debt/Equity - Regulator Definition	4.47x	3.12x	2.93x
Equity / Loan Portfolio	14.3%	20.4%	23.2%
Annualized Return on Average Equity (ROAE) - Excluding NCI *	43.0%	30.5%	35.5%
Annualized ROAA [Annualized the period EBIT pre funding costs after tax / average assets of period]	22.9%	22.3%	21.8%
Annualized net interest margin (%) [(interest income - interest expense) for the last quarter X 4 / average portfolio size for the quarter]	11.9%	14.3%	13.5%
Provision for Portfolio:			
Provision (BS) / Loan portfolio %	2.44%	2.54%	2.71%
Provision (BS) / NPL % (Coverage ratio)	149%	212%	220%
NPL / Loan portfolio %	1.63%	1.20%	1.23%

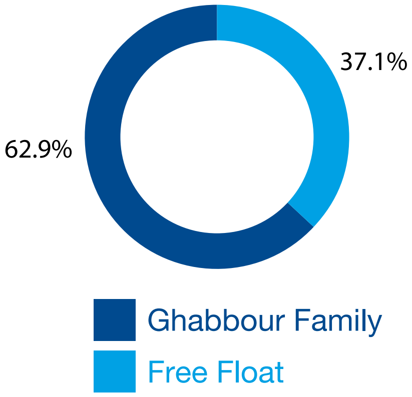
* Annualized ROAE is calculated as the annualized net profit -after NCI- for the period then divided by the average shareholders equity -excluding- NCI for the period.

GB Auto Group Financial Statements

Income Statement

	Three Months Ended			Six Months Ended		
(LE million)	**2Q18**	**2Q19**	**% Change**	**1H18**	**1H19**	**% Change**
Egypt Passenger Cars Revenues	2,659.3	1,521.0	-42.8%	4,226.0	3,086.0	-27.0%
Egypt Motorcycles & Three-Wheelers Revenues	791.2	293.0	-63.0%	1,531.7	1,015.6	-33.7%
Egypt Commercial Vehicles & Construction Equipment Revenues	406.5	392.8	-3.4%	719.8	777.5	8.0%
Egypt Tires Revenues	277.8	294.9	6.2%	457.5	581.9	27.2%
GB Capital (Financing Businesses) Revenues	808.4	964.4	19.3%	1,557.0	1,894.6	21.7%
Egypt After-Sales Revenues	269.1	268.0	-0.4%	529.6	554.3	4.7%
Regional Revenues	698.9	1,784.0	-	1,541.9	3,369.3	-
Others Revenues	128.7	138.2	7.4%	237.2	255.5	7.7%
Total Sales Revenues	**6,039.8**	**5,656.4**	**-6.3%**	**10,800.6**	**11,534.8**	**6.8%**
Gross Profit						
Egypt Passenger Cars Gross Profits	252.2	70.1	-72.2%	389.2	221.8	-43.0%
Egypt Motorcycles & Three-Wheelers Gross Profits	108.9	39.6	-63.7%	217.3	131.9	-39.3%
Egypt Commercial Vehicles& Construction Equipment Gross Profits	45.3	65.3	44.1%	94.1	115.3	22.5%
Egypt Tires Gross Profits	47.1	58.9	25.1%	80.3	102.9	28.1%
GB Capital (Financing Businesses) Gross Profits	235.0	403.8	71.8%	441.0	710.3	61.1%
Egypt After-Sales Gross Profits	74.8	72.4	-3.3%	143.1	131.9	-7.8%
Regional Gross Profits	89.9	145.0	61.3%	182.2	270.3	48.3%
Others Gross Profits	13.6	21.2	56.6%	27.2	36.1	32.7%
Total Gross Profit	**866.8**	**876.2**	**1.1%**	**1,574.4**	**1,720.5**	**9.3%**
Gross Profit Margin	14.4%	15.5%	1.1	14.6%	14.9%	0.3
Selling and Marketing	-280.8	-376.9	34.2%	-541.2	-754.5	39.4%
Administration Expenses	-84.1	-145.9	73.4%	-221.6	-265.5	19.8%
Other Income (Expenses)	39.4	32.3	-18.1%	70.6	74.1	4.9%
Operating Profit	**541.3**	**385.7**	**-28.7%**	**882.2**	**774.7**	**-12.2%**
Operating Profit Margin (%)	9.0%	6.8%	-2.1	8.2%	6.7%	-1.5
Net Provisions and Non-Operating FV of Investment Property	-20.6	-42.5	-	-1.2	-52.6	-
EBIT	**520.7**	**343.3**	**-34.1%**	**881.0**	**722.1**	**-18.0%**
EBIT Margin (%)	8.6%	6.1%	-2.6	8.2%	6.3%	-1.9
Foreign Exchange Gains (Losses)	-11.4	36.8	-	-11.6	82.3	-
Net Finance Cost	-302.1	-352.3	16.6%	-583.5	-689.5	18.2%
Earnings Before Tax	**207.1**	**27.8**	**-86.6%**	**285.9**	**114.9**	**-59.8%**
Income Taxes	-13.6	19.5	-	-30.4	-1.4	-95.4%
Net Profit / Loss Before Minority Interest	193.5	47.3	-75.6%	255.6	113.5	-55.6%
Minority Interest	-22.5	-56.2	-	-51.1	-106.4	-
Net Income/Loss	**171.0**	**-8.9**	**-**	**204.5**	**7.1**	**-96.5%**
Net Profit Margin (%)	2.8%	-0.2%	-3.0	1.9%	0.1%	-1.8

GB Auto's Shareholding Structure
as of 30 June 2019



About GB Auto S.A.E.

GB Auto S.A.E. (AUTO.CA on the Egyptian Exchange) is a leading automotive company in the Middle East and non-bank financial services provider in Egypt. Across six primary lines of business — Passenger Cars, Motorcycles & Three-Wheelers, Commercial Vehicles & Construction Equipment, Tires, After-Sales, and Iraqi operations — the company's main business activities include assembly, manufacturing, sales and distribution, financing and after-sales services. GB Auto's portfolio of brands includes Hyundai, Mazda, Geely, Chery, Bajaj, Marcopolo, Iveco, Volvo Truck & Bus, Volvo Construction Equipment, Mitsubishi Fuso, YTO, Karry, SDLG, Sinotruk, Aksa, Lassa, Yokohama, Pirelli, Westlake, Double Coin, Doublestar, Verde, Techking, and Gazpromneft GB Auto has operations in Egypt and Iraq. The Company's NBFS' segment branded GB Capital offers leasing, consumer finance, microfinance and fleet quasi-operational leasing under the following brands - GB Lease, Mashroey, Drive, Tasaheel and Haram. The company is headquartered in Giza, Greater Cairo Area, Egypt.
www.ghabbourauto.com

Forward-Looking Statements

This document may contain certain "forward-looking statements" relating to the Company's business. These may be identified in part through the use of forward-looking terminology such as "will," "planned," "expectations" and "forecast" as well as similar explanations or qualifiers and by discussions of strategy, plans or intentions. These statements may include descriptions of investments planned or currently under consideration or development by the Company and the anticipated impact of these investments. Any such statements reflect the current views of the Company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance, decisions or achievements of the Company to be materially different from any future results that may be expressed or implied by such forward-looking statements.

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1,094,009,733