

2023 - INVESTOR FACT SHEET

GB Corp is a leading automotive company in the Middle East and non-bank financial services provider in Egypt. The company operates under two distinct segments: GB Auto, which operates the core automotive business and encompasses six primarly lines of business across Egypt and Iraq, and GB Capital, which oversees the operations of the Group's non-bank financial service providers.







Income Statement Snapshot	Th	Three Months Ended			Nine Months Ended		
(EGP million)	3Q22	3Q23	% Change	9M22	9M23	% Change	
Total Sales Revenues	7,211.7	8,771.0	21.6%	22,887.6	19,522.4	-14.7%	
Total Gross Profit	2,098.2	1,942.5	-7.4%	6,108.9	4,328.9	-29.1%	
Operating Profit	1,142.5	1,233.6	8.0%	3,228.1	2,351.1	-27.2%	
EBIT	1,022.0	1,387.9	35.8%	3,056.2	2,920.8	-4.4%	
Earnings Before Tax	810.8	858.3	5.9%	2,312.2	1,693.7	-26.7%	
Net Income / Loss	550.7	662.4	20.3%	1,270.5	1,270.7	_	

Balance Sheet Snapshot	As at	As at 30 Septmeber 2023				
(EGP million)	31-Dec-22	30-Sep-23	% Change			
Total Current Assets	15,444.3	20,335.5	31.7%			
Total Long-Term Assets	19,175.6	23,863.5	24.4%			
Total Assets	34,619.9	44,199.0	27.7%			
Total Current Liabilities	12,868.6	17,260.5	34.1%			
Total Long-Term Liabilities	4,290.5	6,060.5	41.3%			
Non-Controlling Interest	728.2	1,648.9	-			
Total Shareholder's Equity	17,460.8	20,878.0	19.6%			
Total Liabilities and Shareholder's Equity	34,619.9	44,199.0	27.7%			





GB Auto

Egypt Passenger Cars

40.4%

- · 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











& Construction Equipment

3.6%

- · Assembly and distribution of trucks
- · Bus-body manufacturing; distribution, and export of buses
- · Manufacturing and distribution of superstructures and trailers
- · Distribution of earth-moving equipment, road machinery, and power
- Brands: Mitsubishi Fuso, Volvo Trucks and Buses, Volvo Construction Equipment, Eicher, YTO, Higer, Ashok Leyland, SDLG, UD Trucks and **Shacman Trucks**



















Egypt Tires

5.2%

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





















Egypt Motorcycles & Three-Wheelers

1.5%

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



Egypt After-Sales

3Q23 Group Revenue Contribution

7.4%

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

Regional

24.5%

- · 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
- Market: Iraq
- Brands: MG and Bajaj





Startups

4.3%

- · PAL distributes lubricant products at GB Auto branded and third-party points of sale in Egypt under an exclusive strategic alliance with **Gazprom Neft Lubricants**
- Fabrika is GB Auto's pre-owned vehicle division that offers consumers a wide variety of used cars from all manufacturers, as well as trade-in offers at GB Auto showrooms
- El Mikaneeky is a trusted professional car servicing company that provides affordable solutions to the entire car market
- GB Ventures is an entity that combines the automotive and financial know-how of GB Auto with the goal to empower Egyptian startups
- GB Logistics is an Integrated Service Provider (ISP) that specializes in the delivery of high-quality logistics services to customers in Egypt and worldwide. GB Logistics provides excellent full-service logistic solutions that add value to its appreciated partners vehicles
- Transport Vehicles Distribution (TVD) is a commercial vehicle distribution company established in partnership with El Ghalban Auto Market Group to distribute JMC-branded vehicles
- Market: Egypt
- Companies: PAL, Fabrika, TVD, GB Logistics, El Mikaneeky, GB Ventures

GB Capital (Financing Businesses)



13.0%

- GB Capital oversees the operations of the group's six non-bank financial service providers, offering financing in all segments of the market
- 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 provides factoring services to a diversified client base, ranging from business-to-business (SMEs) to business-to-consumer (retail), with a focus on the auto finance sector. Drive has also rolled out its digital consumer finance app "Forsa"
- GB Auto Rental offers car rental services on a quasi-operational lease basis to companies in the market
- Bedaya is a mortgage finance venture offering long-term and competitive mortgages for new move-in homes
- · Kaf is a life insurance company that was acquired along with EFG Hermes to capitalize on the growing demand for insurance offerings in Egypt.
- · Kredit is a SME lending company which provides financing services to Egyptian small and medium enterprises (SMEs). It also provides exceptional lending and mentoring services, facilitating SMEs' access to financial support, and fostering their growth.

















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