



# **GB Corp Press Release**

## **4Q/FY24**

# GB Corp Reports 4Q/FY24 Results

GB Corp ended the year on a high note, capitalizing on an improving economic environment to deliver impressive revenue and net income growth of 90.6% and 54.8% year-on-year in FY24

## Key Highlights FY24



- GB Corp's consolidated revenues reached EGP 53,969.5 million in FY24, a 90.6% y-o-y increase driven by strong performances across both the Auto and Capital segments. During the quarter, revenues rose by 111.0% y-o-y and 14.4% q-o-q to EGP 18,566.0 million in 4Q24.
- Gross profit expanded by 52.7% y-o-y to EGP 10,514.6 million in FY24; however, GPM contracted from 24.3% to 19.5% during the year. On a quarterly basis, gross profit increased by 29.1% y-o-y and 16.3% q-o-q to EGP 3,299.0 million in 4Q24, yielding an associated GPM of 17.8% compared to 17.5% in 3Q24 and 29.0% in 4Q23.
- GB Corp's net profit rose by 54.8% y-o-y to EGP 2,928.1 million in FY24, delivering an associated NPM of 5.4% versus 6.7% in FY23. Meanwhile in 4Q24, net profit expanded by 82.9% y-o-y and 52.0% q-o-q, reaching EGP 1,133.9 million.

## Key Highlights 4Q24

- GB Auto launched UD trucks, a Japanese brand with a wide range of Heavy and Medium duty commercial vehicles, equipped with Volvo engines.
- GB Auto's newly launched quadricycle, Qute, is currently in the testing phase following its soft-introduction to the market.
- Despite the 800 basis points interest rate hike witnessed at the start of the year, GB Auto managed to maintain a healthy LTM ROCE of 31.5%.
- MNT-Halan has successfully launched in the UAE with more than 100k active borrowers; and is in the process of expanding its presence nationwide in Pakistan.
- GB Capital completed 7 securitization transactions during 4Q24, with a total bond size value of EGP 16.0 billion.
- GB Capital's loans/receivables portfolio on the books rose by 4.3% q-o-q to EGP 13.2 billion in 4Q24, driven by higher disbursements on the back of the company's expanded offering.
- GB Corp recently established GB Bus Rental, which began operating in 4Q24, and offers a full range of bus rental solutions catering for group, corporate, and cargo bus transport requests.

## Note from our CEO

GB Corp closed the year on a high note, delivering strong organic revenue and profitability growth, with further high levels of cash generation and returns, reflecting our solid foundation and operational agility, as well as our scaled and diversified portfolio.

On the Auto side, our flexible business model enabled us to capture opportunities in a gradually improving economic environment, resulting in robust year-on-year growth in FY24. With import restrictions and FX availability constraints easing, we've seen a notable rise in volumes compared to FY23. Passenger car revenues have expanded on the back of surging demand in Egypt and Iraq, along with strategic pricing and a broader product mix. Moreover, our push to reinforce GB Auto's dominant position in the Egyptian passenger car market is paying off, with Hyundai and Cherry securing the top two positions in terms of sales, and our overall market share exceeding 20%. Additionally, our ongoing upgrade to the GB Bus production facility is set to enhance both capacity and quality, positioning us for sustainable export oriented growth. As interest rates and inflation gradually trend downward, we remain optimistic about GB Auto's medium- and long-term outlook.

At GB Capital, we navigated high interest rates and shifting macroeconomic conditions to deliver a strong set of results, evidenced by a 46.8% year-on-year increase in our portfolio, reaching EGP 13.2 billion. Factoring operations at GB Lease and Factoring have exceeded expectations and continue to be a key growth driver, while our SME-lending arm, Kredit, is steadily gaining market traction. Meanwhile, our affiliate MNT-Halan is already benefiting from its expansion into Turkey, setting new records for monthly disbursements last quarter. GB Capital's progress aligns with our overarching strategy of expanding product offerings, diversifying revenue streams, and capturing synergies throughout GB Corp.

Moving forward, we will deepen our regional presence by introducing new brands, boosting automation, and further digitalizing our operations to strengthen efficiency and synergies across all lines of business. At GB Capital, we will continue to broaden our suite of alternative financing products, while prudently managing risk, to meet growing market demand. Overall, we remain cautiously optimistic about the country's macroeconomic outlook, with the expected relative stability in FX and inflation rates, an imminent CBE easing cycle, the easing of import restrictions, and the gradual recovery in consumer purchase power, all creating a tail wind effect driving growth across GB Corp's lines of businesses. Finally, we remain confident in our ability to create lasting value for our shareholders while driving sustainable, long-term growth.

**Nader Ghabbour**  
Chief Executive Officer

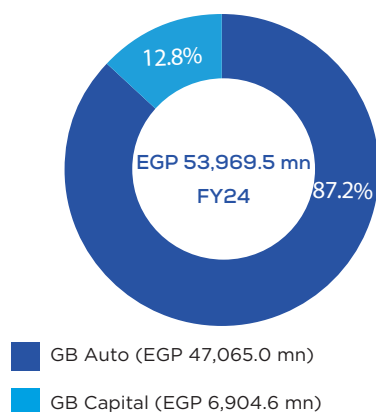
## Consolidated Financial Overview

Table 1: GB Corp Income Statement

	Three Months Ended			Year-to-Date		
(EGP million)	4Q23	4Q24	% Change	FY23	FY24	% Change
<b>Total Sales Revenues</b>	<b>8,794.8</b>	<b>18,566.0</b>	<b>-</b>	<b>28,317.2</b>	<b>53,969.5</b>	<b>90.6%</b>
<b>Total Gross Profit</b>	<b>2,555.4</b>	<b>3,299.0</b>	<b>29.1%</b>	<b>6,884.3</b>	<b>10,514.6</b>	<b>52.7%</b>
<b>Gross Profit Margin</b>	<b>29.0%</b>	<b>17.8%</b>	<b>(11.3)</b>	<b>24.3%</b>	<b>19.5%</b>	<b>(4.8)</b>
Selling and Marketing	(947.6)	(1,191.3)	25.7%	(2,550.4)	(3,623.4)	42.1%
Administration Expenses	(281.0)	(213.8)	-23.9%	(880.4)	(1,220.2)	38.6%
Other Income (Expenses)	294.5	115.1	-60.9%	518.8	505.6	-2.6%
<b>Operating Profit</b>	<b>1,621.2</b>	<b>2,009.0</b>	<b>23.9%</b>	<b>3,972.4</b>	<b>6,176.6</b>	<b>55.5%</b>
<b>Operating Profit Margin (%)</b>	<b>18.4%</b>	<b>10.8%</b>	<b>(7.6)</b>	<b>14.0%</b>	<b>11.4%</b>	<b>(2.6)</b>
Provisions (Net)	(183.6)	(280.9)	53.0%	(268.9)	(355.7)	32.3%
Investment Gains (Losses)	411.0	424.2	3.2%	1,066.1	867.6	-18.6%
<b>EBIT</b>	<b>1,848.6</b>	<b>2,152.3</b>	<b>16.4%</b>	<b>4,769.5</b>	<b>6,688.5</b>	<b>40.2%</b>
<b>EBIT Margin (%)</b>	<b>21.0%</b>	<b>11.6%</b>	<b>(9.4)</b>	<b>16.8%</b>	<b>12.4%</b>	<b>(4.4)</b>
Foreign Exchange Gains (Losses)	(1,025.0)	57.8	-	(1,499.2)	(291.6)	-80.6%
Net Finance Cost	(212.9)	(726.4)	-	(965.8)	(2,397.8)	-
<b>Earnings Before Tax</b>	<b>610.7</b>	<b>1,483.7</b>	<b>-</b>	<b>2,304.4</b>	<b>3,999.1</b>	<b>73.5%</b>
Income Taxes	(157.5)	(324.7)	-	(493.2)	(939.2)	90.4%
<b>Net Profit Before Minority Interest</b>	<b>453.3</b>	<b>1,159.1</b>	<b>-</b>	<b>1,811.2</b>	<b>3,059.9</b>	<b>68.9%</b>
Minority Interest	166.8	(25.1)	-	79.5	(131.8)	-
<b>Net Profit</b>	<b>620.1</b>	<b>1,133.9</b>	<b>82.9%</b>	<b>1,890.8</b>	<b>2,928.1</b>	<b>54.8%</b>
<b>Net Profit Margin (%)</b>	<b>7.1%</b>	<b>6.1%</b>	<b>-1.0%</b>	<b>6.7%</b>	<b>5.4%</b>	<b>(1.3)</b>

## Group Revenue Breakdown

(As of 31 December 2024)



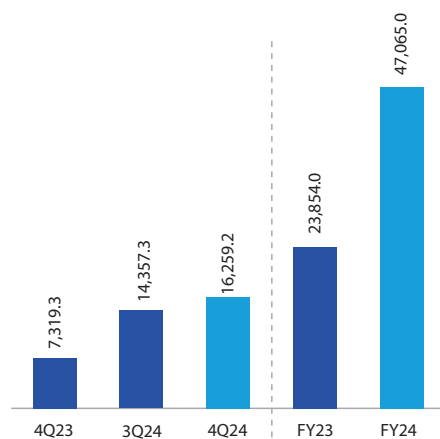
27 February 2025 — (Cairo, Egypt) GB Corp (GBCO.CA on the Egyptian Exchange), a leading automotive company in the Middle East and Africa and non-bank financial services provider in Egypt, announced today its segmental and consolidated results for the year ended 31 December 2024. GB Corp's 4Q24 revenues stood at EGP 18,566.0 million, a more than twofold year-on-year increase. Meanwhile, net profit increased by 82.9% y-o-y to EGP 1,133.9 million during the quarter. On an annual basis, revenues expanded by 90.6% y-o-y to EGP 53,969.5 million and net income rose by 54.8% y-o-y to EGP 2,928.1 million in FY24.

GB Auto achieved revenues of EGP 16,259.2 million in 4Q24, representing an increase of 13.2% q-o-q and more than double year-on-year. On a full-year basis, revenues nearly doubled year-on-year to EGP 47,065.0 million, driven by enhanced pricing strategies and an improved product mix. At the Passenger Car LoB, revenues rose by 120.8% y-o-y in FY24 following a strong performance across its operations both in Egypt and regionally, as volumes increased by 55.7% y-o-y. In Egypt, a shift to CKD models, coupled with an enhanced pricing strategy helped navigate challenging market conditions, where demand was hindered by the devaluation of the Egyptian Pound, as well as the slowdown in LC issuances for CBU models. At the Trading business, revenues were up 52.2% y-o-y in FY24 fueled by a strong demand for the LoB's diverse offerings across both the Ready Parts and Tires segments. At the Commercial Vehicles & Construction Equipment LoB, volumes shrank by 7.8% y-o-y in FY24. Despite this, revenues increased by 71.5% y-o-y during the year. At the Two, Three, and Four-Wheelers segment (Light Mobility LoB), the complete phasing out of three-wheelers inventory is no longer impacting the LoB's performance as revenues expanded by 61.3% y-o-y in FY24 and volumes continued to grow year-on year.

In terms of profitability, quarterly gross profit increased by 12.9% q-o-q and 33.6% y-o-y to EGP 2,801.3 million in 4Q24, generating a GPM of 17.2%. Meanwhile in FY24, gross profit increased by 55.8% y-o-y to EGP 9,057.4 million, yielding an associated GPM of 19.2%. In parallel, EBITDA remained largely flat quarter-on-quarter and increased by 31.8% y-o-y to EGP 1,701.8 million in 4Q24, delivering an associated EBITDA margin of 10.5% during the quarter. On a full-year basis, EBITDA grew by 55.0% y-o-y to EGP 5,880.5 million, generating a margin of 12.5% in FY24.

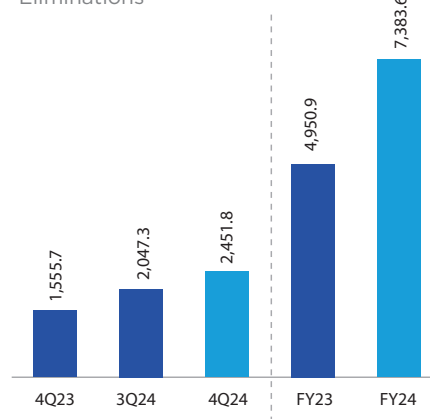
## Revenue Progression (all figures in EGP million)

### GB Auto



### GB Capital

Before Intercompany  
Eliminations



The segment maintained a strong financial position with a net debt-to-EBITDA ratio of 0.90 and a net debt-to-equity ratio of 0.40 in 4Q24. GB Auto's net profit for 4Q24 stood at 747.5 million, up substantially year-on-year and 34.5% q-o-q, and yielded an associated margin of 4.6%. On a full-year basis, net profit nearly tripled year-on-year, rising to EGP 1,932.8 million, generating a margin of 4.1% in FY24, supported by an expanded top-line figure.

GB Capital's revenues (before intercompany eliminations) stood at EGP 2,451.8 million, increasing by 19.8% q-o-q and 57.6% y-o-y during 4Q24. Top-line growth was primarily driven by an expansion in GB Capital's portfolio of alternative financing solutions. Meanwhile, 4Q24 net profit came in at EGP 481.9 million, more than doubling quarter-on-quarter but down 16.4% y-o-y. On a YTD basis, revenues increased by 49.1% y-o-y to EGP 7,383.6 million, whereas net profit fell by 9.6% to EGP 1,091.5 million in FY24. In parallel, GB Capital's loans portfolio grew by 4.3% q-o-q and 46.8% y-o-y to EGP 13.2 billion in 4Q24. Despite the substantial growth in GB Capital's portfolio, the company continued to uphold a healthy NPL-to-portfolio ratio of 2.07% as a result of its continuous efforts to enhance the quality of its portfolio.

At GB Lease and Factoring, the company's portfolio shrank by 21.2% q-o-q in 4Q24 as the company offloaded a portion of its portfolio as part of the securitizations which took place during the quarter. However, the portfolio expanded by 18.9% y-o-y, largely on the back of a significant ramp up in factoring operations.

Drive Finance's portfolio grew by 29.9% q-o-q and 73.7% y-o-y in 4Q24 following an expansion in the car market segment for its auto loan business, coupled with strong growth in Forsa's portfolio.

At GB Auto Rental, the company's 4Q24 portfolio remained largely stable quarter-on-quarter and grew by 40.0% y-o-y, with year-on-year growth coming on the back of an expansion in the company's fleet and client base.

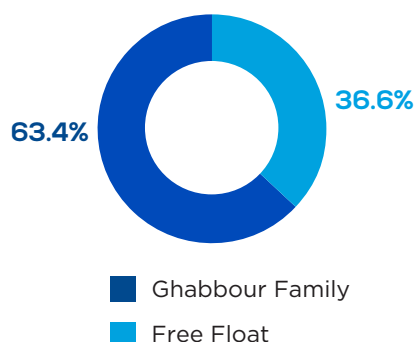
Kredit ended its first full year of operation with strong results as it continued to ramp up operations. On that front, the company's portfolio expanded by 34.8% q-o-q and 292.9% y-o-y in 4Q24 as disbursements rose and credit facilities increased.

MNT-Halan delivered a solid performance in 4Q24, witnessing exponential growth across its portfolio.

Highlights of GB Corp's 4Q24 results follow, along with management's analysis of the company's performance. Complete financials are available for download on [ir.gb-corporation.com](https://ir.gb-corporation.com)

## GB Corp's Shareholding Structure

as of 31 December 2024



### Head Office

Cairo-Alex Desert Road, Km 28  
Industrial Zone  
Abu Rawash, Giza, Egypt

### Investor Relations

Mansour Kabbani  
Board of Directors Member

Mohamed Younis  
Chief Investment Officer

Sarah Maged  
Investor Relations  
Communications Manager

Direct: +202 3910 0485  
Tel: +202 3539 1201  
Fax: +202 3539 0139  
e-mail: [ir@gb-corporation.com](mailto:ir@gb-corporation.com)

[ir.gb-corporation.com](http://ir.gb-corporation.com)

### Shareholder Information

Reuters Code: GBCO.CA  
Bloomberg Code: GBCO.EY

Shares Outstanding:  
1,085,500,000

## About GB Corp S.A.E.

GB Corp S.A.E. (GBCO.CA on the Egyptian Exchange), a leading automotive company in the Middle East and Africa and non-bank financial services provider in Egypt. Across four primary lines of business — Passenger Cars, Trading, Commercial Vehicles & Construction Equipment, and Two, Three, and Four-Wheelers — 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, Chery, Changan, Haval, MG, JAC, Foton, Karry, Bajaj, Marcopolo, Volvo Truck and Volvo Bus, Volvo Construction Equipment, Mitsubishi Fuso, SDLG, Higer, Shacman, Lassa, Yokohama, Double Coin, Goodyear, Verde, Techking, MRF, and Sunfull. GB Auto has operations in the Middle East and Africa. The company's NBFS' segment branded GB Capital offers leasing, factoring, consumer finance, fleet quasi-operational leasing, securitization, SME lending, and Sukuk under the following brands - GB Lease, Drive, Forsa, GB Auto Rental, Capital for Securitization, Kredit, GB Capital Sukuk in addition to investments in affiliates offering micro-finance, nano-finance, BNPL, collection, peer-to-peer transfers, bill payments, mortgage finance and insurance under - MNT-Halan, Bedaya and Kaf. The company is headquartered in Giza, Greater Cairo Area, Egypt.

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## 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.