

### **Investor Presentation**

**SECOND QUARTER 2024** 



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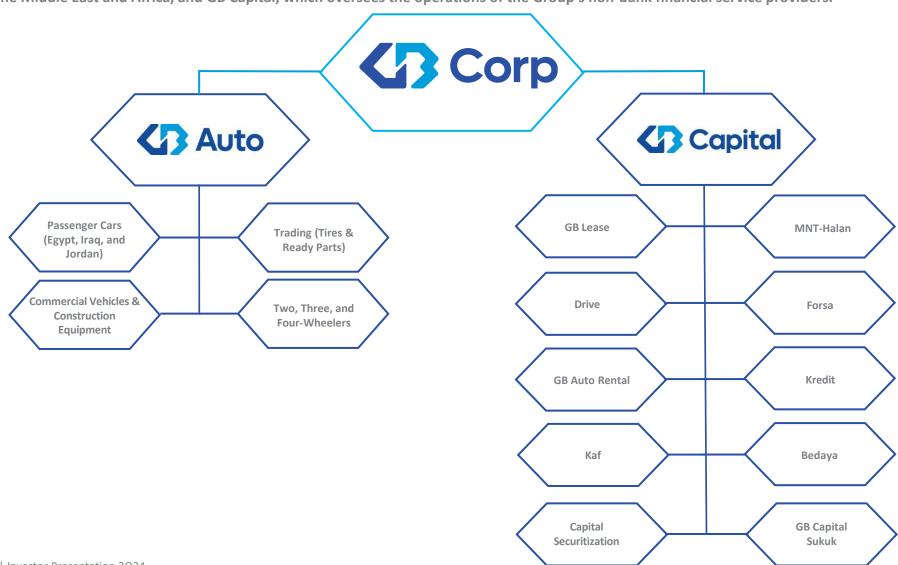
# Outline

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- **31 Key Corporate and Shareholder Information**





GB Corp is a leading automotive company in the Middle East and Africa 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 four primary lines of business across the Middle East and Africa, and GB Capital, which oversees the operations of the Group's non-bank financial service providers.





The Group has an established regional footprint with a strong portfolio of top global brands.

### **GB** Auto $\langle \Delta \rangle$ HAVAL **Passenger Cars** CHERY EICHER FUSO) **Commercial Vehicles** & Construction Equipment Motorcycles & BAJAJ LIFAN Three-Wheelers GOOD YEAR THURIOGRAP SUNFULL IIIEST LAKE. **Trading** DOUBLECOIN

### **GB CAPITAL**

























### **Consolidated Financial Highlights**

GB Corp records solid results despite challenging market conditions with revenues and net profit up year-on-year in 1H24.

#### Revenues

GB Corp's revenues increased by 78.4% y-o-y to EGP 19,181.1 million in 1H24 on the back of enhanced performance in both the Auto and Capital segments. During the quarter, revenues grew 69.3% y-o-y to EGP 10,174.9 million in 2Q24.

#### **Gross Profit**

GB Corp recorded gross profit of EGP 4,379.0 million, representing an 83.5% y-o-y increase, and yielded a margin of 22.8% in 1H24. On a quarterly basis, gross profit grew 35.8% y-o-y to EGP 1,815.4 million, resulting in a lower GPM of 17.8% in 2Q24.

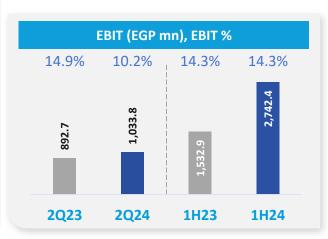
#### **EBIT**

Similarly, GB Corp's EBIT grew 78.9% y-o-y to EGP 2,742.4 million, yielding a margin of 14.3% in 1H24. In 2Q24, EBIT increased by 15.8% y-o-y to EGP 1,033.8 million, yielding a contracted margin of 10.2%.

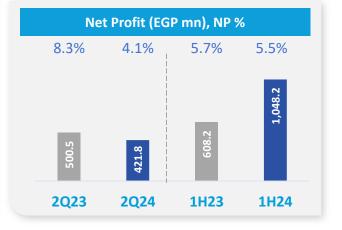
#### **Net Profit**

The Company's bottom-line grew 72.3% y-o-y to EGP 1,048.2 million on the back of an expanded top-line figure, coupled with enhanced efficiency at all levels. Meanwhile, GB Corp's net profit fell 15.7% y-o-y to EGP 421.8 million in 2Q24 on the back of high inflationary pressures.















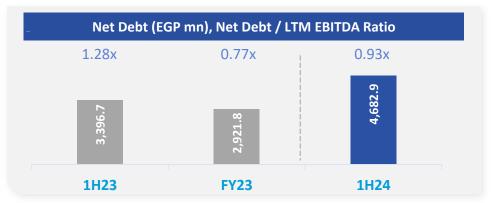
### **GB Auto Key Financial Highlights**

### GB Auto











GB Auto is comprised of diverse operations that span the value chain from manufacturing and assembly to sales, after-sales, and trading.\*

| Passenger Cars  | Trading   | Egypt CV&CE  | Two, Three, and Four-Wheelers   |
|---|---|--|---|
| Assembly:  • Passenger car CKD and imported CKD kits in Egypt  • Imported CKD kits with a production capacity of c.80,000 units per year in Egypt  Sales & Distribution:  • CBU vehicles in Egypt, Jordan, and Iraq | Ready Parts Distribution:  Distribution of spare parts for passenger cars, motorcycles, and commercial vehicles in Egypt and Iraq  Largest cross-country network of its kind Tires Distribution:  Passenger car, van, truck, construction equipment, and bus tires in Egypt | Assembly: • Trucks Manufacturing: • Bus bodies • Trailers/superstructures Sales & Distribution: • Trucks • Buses • Trailers/superstructures • Construction/farming equipment | Assembly: • Motorcycles CKD assembly Manufacturing: • Motorcycles components at the Badr Facility Sales & Distribution: • Motorcycles • Tricycles • Four-wheelers |
| 75.1%  2Q24 GB Auto Revenue Contribution  | 11.6%  2Q24 GB Auto Revenue Contribution  | 7.6%  2Q24 GB Auto Revenue Contribution  | 2.5%  2Q24 GB Auto Revenue Contribution   |
| 5-Year CAGR 19.9%   | 5-Year CAGR 21.2%   | 5-Year CAGR 12.6%  | 5-Year CAGR -19.8%  |

<sup>\*</sup>GB Auto has one secondary line of business, Others, which consists of pre-owned passenger cars, pre-owned commercial vehicles, and retail.



### **Egypt, Jordan, and Iraq Passenger Cars**





- GB Auto's passenger car segment in Egypt witnessed a change in market dynamics following the floatation of the Egyptian Pound, which triggered a slowdown in demand at the beginning of quarter. As such, the company instituted strategic price reductions to mitigate decreased demand, but have already started to gradually increase prices as economic conditions began to stabilize.
- On the Iraq front, GB Auto continued to grow its presence in the market with the launch of the JAC and Foton brands. The move is expected to offset the impact of the complete phasing out of two and-three wheelers following their ban in the market.
- At the segment's operation in Jordan, the Company launched the distribution of the MG Motor brand and will continue to ramp up its operation.



### **Egypt, Jordan, and Iraq Passenger Cars**

The passenger car segment witnessed solid growth, mainly driven by a significant increase in volumes in Iraq, as well as strategic pricing in Egypt to offset limited supply in the early months of the year and mitigate a slowdown in demand in 2Q24 following the floatation of the Egyptian Pound. It is worth noting that GB Auto recently launched its distribution of the MG Motor brand in Jordan in line with its regional expansion strategy, which further supported the segment's performance.

|                           |                  | 2Q23    | 1Q24    | 2Q24    | Q-o-Q | Y-o-Y | 1H23    | 1H24     | Y-o-Y |
|---------------------------|------------------|---------|---------|---------|-------|-------|---------|----------|-------|
| CBU Sales Volume          | (Units)          | 2,465   | 3,033   | 4,067   | 34.1% | 65.0% | 5,058   | 7,100    | 40.4% |
| CKD Sales Volume          | (Units)          | 3,398   | 4,340   | 4,046   | -6.8% | 19.1% | 5,129   | 8,386    | 63.5% |
| <b>Total Sales Volume</b> | (Units)          | 5,863   | 7,373   | 8,113   | 10.0% | 38.4% | 10,187  | 15,486   | 52.0% |
| Sales Revenue*            | (EGP<br>million) | 3,366.4 | 5,481.1 | 6,600.7 | 20.4% | 96.1% | 5,700.5 | 12,081.8 | -     |

<sup>\*</sup> Sales revenue includes the after-sales operations of the LoB



## Passenger Cars After-Sales Facilities

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Show rooms Serv

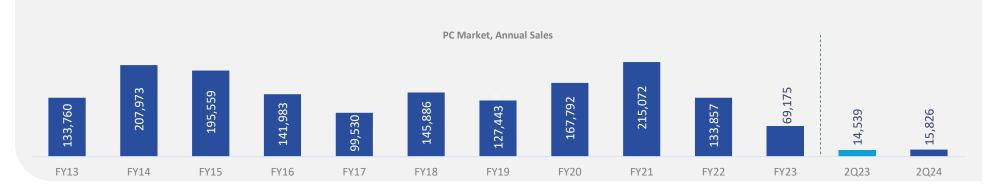
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**Service Centers** 



### **EGYPT PASSENGER CARS MARKET**

The PC market in Egypt experienced a slowdown in demand in 2Q24 following the floatation of the Egyptian Pound, but witnessed a rebound in May and June as market conditions started to stabilize.







Sources: Automotive Marketing Information Council (AMIC); International Monetary Fund, World Bank, Business Monitor International, CIA World Fact Book, GB Auto Research.

 $\hbox{**Figures are taken from World Bank}.$ 

<sup>\*</sup>Please note that this figure refers to passenger cars only, while the motorization figures of the other countries in this graphic refer to cars, buses, and freight vehicles but do not include two-wheelers.



### **Trading Business**

The Trading business, which encompasses Ready Parts distribution in Egypt and Iraq, as well as the Tires business in Egypt, recorded solid growth on the back of improved supply conditions in Egypt, coupled with healthy demand for GB Auto's range of brands on both fronts. Additionally, it is expected that as long as adequate supply is secured, the LoB is poised for sustainable growth on the back of strong demand for its diverse brand portfolio both in Egypt and Iraq.

|  |                  | 2Q23  | 1Q24  | 2Q24    | Q-o-Q | Y-o-Y | 1H23    | 1H24    | Y-o-Y |
|--|------------------|-------|-------|---------|-------|-------|---------|---------|-------|
| Tires Revenue -<br>Egypt                   | (EGP<br>million) | 464.9 | 675.2 | 679.8   | 0.7%  | 46.2% | 807.1   | 1,355.1 | 67.9% |
| Ready Parts<br>Revenue – Egypt<br>and Iraq | (EGP<br>million) | 193.6 | 178.6 | 338.1   | 89.3% | 74.7% | 354.3   | 516.7   | 45.8% |
| Total Revenue                              | (EGP<br>million) | 658.5 | 853.8 | 1,017.9 | 19.2% | 54.6% | 1,161.4 | 1,871.7 | 61.2% |

|                     |                 |                    | Tires in Egy | pt                         |            |              |             |
|---------------------|-----------------|--------------------|--------------|----------------------------|------------|--------------|-------------|
| <b>ELASSA</b> TYRES | <b>УОКОНАМА</b> | <b>DOUBLE</b> COIN | GOOD FYEAR   | ( DOUBLE COIN              | GOOD YEAR  | WEST LAKE    | GOOD/YEAR   |
| GOOD YEAR           | THUNDERER       | <b>ELASSA</b>      | THUNDERER    | WEST LAKE. PERFORMACE THES | SUNFULL    |              |             |
| SUNFULL             | WEST LAKE       | sun                | FULL         | THUNE                      | THUNDERER! |              | MRF         |
| Passenger           | Car Tires       | Light Truc         | ck Tires     | Truck                      | Tires      | Off-the-Road | (OTR) Tires |



### **EGYPT COMMERCIAL VEHICLES & CONSTRUCTION EQUIPMENT**

GB Auto's CV&CE line of business offers a range of commercial vehicle and construction equipment solutions in Egypt, including assembly, distribution, and manufacturing operations.



Despite the fall in bus volumes, improved pricing strategies and a ramp up in exports supported bus revenues.



Truck volumes fell on the back of limited supply and a slowdown in megaprojects in Egypt.



Trailer volumes increased year-on-year in 1H24.



Construction equipment volumes fell in 1H24, mainly driven by a slowdown in largescale projects in Egypt.



The LoB operates eight service centers.

|                                     |                  | 2Q23  | 1Q24  | 2Q24  | Q-o-Q   | Y-o-Y   | 1H23  | 1H24    | Y-o-Y   |
|-------------------------------------|------------------|-------|-------|-------|---------|---------|-------|---------|---------|
| Bus Sale Volume                     | (Units)          | 122   | 76    | 131   | 72.4%   | 7.4%    | 273   | 207     | (24.2%) |
| Truck Sales Volume                  | (Units)          | 89    | 341   | 188   | (44.9%) | -       | 755   | 529     | (29.9%) |
| Trailer Sales<br>Volume             | (Units)          | -     | 5     | 6     | 20.0%   | -       | -     | 11      | -       |
| Construction Equipment Sales Volume | (Units)          | 7     | 5     | 2     | (60.0%) | (71.4%) | 20    | 7       | (65.0%) |
| Total Sales Volume                  | (Units)          | 218   | 427   | 327   | (23.4%) | 50.0%   | 1,048 | 754     | (28.1%) |
| Sales Revenue*                      | (EGP<br>million) | 356.9 | 738.5 | 665.4 | (9.9%)  | 86.5%   | 895.1 | 1,403.9 | 56.9%   |

<sup>\*</sup> Sales revenue includes the after-sales operations of the LoB



### Two, Three, and Four-Wheelers

The quarter-on-quarter decrease came on the back of limited FX availability and import restrictions impacting motorcycle inventories. Meanwhile, the year-on-year increase was driven by the introduction of a new tricycle product to offset the impact of the phasing out of three-wheelers following its ban in the Egyptian market.

|               |               | 2Q23  | 1Q24  | 2Q24  | Q-o-Q  | Y-o-Y | 1H23  | 1H24  | Y-o-Y |
|---------------|---------------|-------|-------|-------|--------|-------|-------|-------|-------|
| Sales Volume  | (Units)       | 2,886 | 3,015 | 3,395 | 12.6%  | 17.6% | 4,997 | 6,410 | 28.3% |
| Total Revenue | (EGP million) | 186.2 | 239.8 | 219.1 | (8.7%) | 17.7% | 334.8 | 458.9 | 37.0% |

<sup>\*</sup> Sales revenue includes the after-sales operations of the LoB





### **GB Auto Income Statement**

| (EGP million)                                | 2Q23      | 1Q24      | 2Q24      | Q-o-Q   | Y-o-Y   | 1H23     | 1H24       | Y-o-Y   |
|--|-----------|-----------|-----------|---------|---------|----------|------------|---------|
| Revenue                                      | 4,854.6   | 7,573.1   | 8,743.5   | 15.5%   | 80.1%   | 8584.4   | 16,316.6   | 90.1%   |
| Inter-Segment Revenue                        | 176.9     | 82.2      | 49.6      | (39.6%) | (71.9%) | 318.8    | 131.9      | (58.6%) |
| Total Revenue                                | 5,031.5   | 7,655.3   | 8,793.2   | 14.9%   | 74.8%   | 8903.2   | 16,448.5   | 84.7%   |
| Cost of Sales                                | (3,735.0) | (5,277.4) | (7,263.7) | 37.6%   | 94.5%   | (6588.3) | (12,541.1) | 90.4%   |
| Inter-Segment Cost of Sales                  | (176.9)   | (82.2)    | (49.6)    | (39.6%) | (71.9%) | (318.8)  | (131.9)    | (58.6%) |
| Total Cost of Sales                          | (3,911.8) | (5,359.7) | (7,313.3) | 36.5%   | 87.0%   | (6907.1) | (12,673.0) | 83.5%   |
| Gross Profit                                 | 1,119.7   | 2,295.7   | 1,479.8   | (35.5%) | 32.2%   | 1996.0   | 3,775.5    | 89.1%   |
| Gross Profit Margin                          | 22.3%     | 30.0%     | 16.8%     | (13.2)  | (5.4)   | 22.4%    | 23.0%      | 0.5     |
| General, Selling & Administrative Expenses   | (568.8)   | (901.6)   | (844.1)   | (6.4%)  | 48.4%   | (1055.9) | (1,745.7)  | 65.3%   |
| Other Operating Income                       | 73.4      | 112.4     | 109.4     | (2.7%)  | 49.1%   | 133.1    | 221.8      | 66.7%   |
| Provisions (Net)                             | 12.1      | (30.0)    | 97.9      | -       | -       | (1.6)    | 67.8       | -       |
| Operating Profit                             | 636.3     | 1,476.5   | 842.9     | (42.9%) | 32.5%   | 1071.6   | 2,319.4    | -       |
| Operating Profit Margin                      | 12.6%     | 19.3%     | 9.6%      | (9.7)   | (3.1)   | 12.0%    | 14.1%      | 2.1     |
| Finance Cost*                                | (309.8)   | (400.9)   | (624.2)   | 55.7%   | -       | (508.6)  | (1,025.1)  | -       |
| FOREX  | 16.8      | (430.6)   | 53.3      | -       | -       | (247.2)  | (377.3)    | 52.6%   |
| Net Profit / (loss) Before Tax               | 343.3     | 645.0     | 272.0     | (57.8%) | (20.8%) | 315.7    | 917.0      | -       |
| Income Tax                                   | (67.1)    | (239.1)   | (19.0)    | (92.1%) | (71.7%) | (132.0)  | (258.1)    | 95.4%   |
| Net Profit / (loss) After Tax and Before NCI | 276.2     | 405.9     | 253.0     | (37.7%) | (8.4%)  | 183.7    | 658.9      | -       |
| NCI  | (27.4)    | (25.9)    | (3.4)     | (86.8%) | (87.5%) | (15.4)   | (29.3)     | 89.8%   |
| Net Profit / (loss) After NCI                | 248.8     | 380.0     | 249.6     | (34.3%) | 0.3%    | 168.2    | 629.6      | -       |
| EBITDA                                       | 723.3     | 1,549.5   | 954.0     | (38.4%) | 31.9%   | 1256.5   | 2,503.5    | 99.2%   |
| EBITDA Margin                                | 14.4%     | 20.2%     | 10.8%     | (9.4)   | (3.5)   | 14.1%    | 15.2%      | 1.1     |

### **Development of Working Capital for GB Auto**

| (EGP million)                  | 2Q23    | 3Q23    | 4Q23    | 1Q24     | 2Q24     |
|--------------------------------|---------|---------|---------|----------|----------|
| Inventory                      | 5,693.2 | 5,539.9 | 6,366.1 | 10,459.3 | 13,069.1 |
| Receivables                    | 1,530.0 | 2,045.3 | 1,743.5 | 2,201.1  | 3,390.9  |
| Advances                       | 858.5   | 776.9   | 913.6   | 1,204.4  | 1,867.4  |
| Debtors & Other Debit Balances | 2,502.8 | 2,267.0 | 1,547.9 | 2,192.2  | 2,849.7  |
| Payables                       | 5,882.8 | 7,107.8 | 6,104.7 | 9,665.7  | 12,993.9 |
| Working Capital                | 4,701.8 | 3,521.3 | 4,466.3 | 6,391.2  | 8,183.1  |

### **Key Ratios for GB Auto**

| (EGP million)                        |             | 2Q23     | 3Q23    | 4Q23     | 1Q24     | <b>2</b> Q24 |
|--------------------------------------|-------------|----------|---------|----------|----------|--------------|
| Net debt / Equity*                   | Units       | 0.46     | 0.24    | 0.38     | 0.21     | 0.41         |
| Total Liabilities Less Cash / Equity | Units       | 1.45     | 1.34    | 1.36     | 1.30     | 1.71         |
| Current Ratio                        | Units       | 1.14     | 1.15    | 1.16     | 1.23     | 1.16         |
| Net Debt / LTM EBITDA                | Units       | 1.28     | 0.58    | 0.77     | 0.47     | 0.93         |
| LTM EBITDA / Finance Cost            | Units       | 3.11     | 3.15    | 3.50     | 3.74     | 3.15         |
| Capital Employed **                  | EGP million | 10,042.3 | 9,034.3 | 10,231.2 | 12,689.4 | 15,531.2     |
| LTM ROCE ***                         | %           | 23.7%    | 29.2%   | 35.9%    | 39.2%    | 33.3%        |

<sup>\*</sup> 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

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

<sup>\*\*\*</sup> ROCE for segments = Last twelve months operating profit / average capital employed at the beginning and end of the period

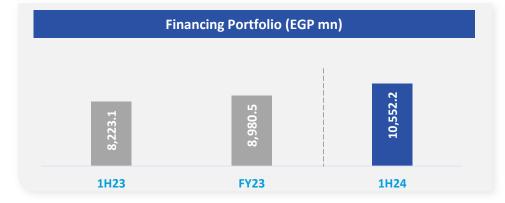


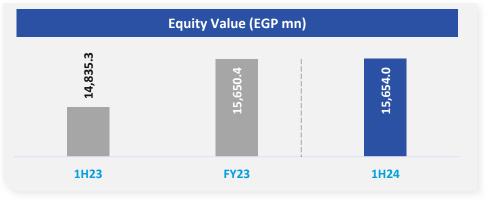


### **GB Capital Key Financial Highlights**









GB Corp | Investor Presentation 2Q24

**GB** Capital



GB Capital is a leading non-bank financial services provider in Egypt and targets further growth through expanding its existing businesses and adding new services.

**1H24 Group Revenue Contribution** 







**1H24 Group Gross Profit Contribution** 

**Gross Profit Margin: 21.4%** 

#### Leasing



- Established in 2008, GB Lease provides business-to-business lease finance solutions. It is non-exclusive to GB Auto and caters to a diversified client base, ranging from multinationals, local corporates, and SMEs.
- corporates, and SMES.

  Focuses on risk diversification
  by asset class, industry and
  clients; asset base covers all
  asset classes, including real
  estate, automotive and
  production lines. Portfolio
  tenor is mostly medium term.
- The LoB's recently launched factoring operation continued to gain traction in the market with its factoring portfolio more than tripling in 1Q24.

EGP 699.7 million\*

### **Auto Rental**

- Previously known as Haram Tourism Transport, GB Auto Rental joined GB Capital in late 2012, operating on a quasioperational lease basis.
- It is Egypt's premier vehicle fleet-leasing company, serving a select range of top-tier industrial, services private sector companies, multinationals, and financial institutions.
- Average tenor of the portfolio is three years.
- Company's service agreements entail vehicle acquisition, registration, maintenance, and insurance that extends to thirdparty damage and passengers.

EGP 144.9 million\*

#### **Consumer Finance**



- Drive provides factoring services to a diversified client base, ranging from businessto-business (SMEs) to business-to-consumer (retail), with a focus on the auto
- finance sector.
  Operating under a robust credit policy, it maintains a well-developed portfolio, offers medium-term tenors, and focuses on risk diversification by product type, client base, and brands (where auto loans are concerned).

#### لم فرصة FORSA

- Forsa is an easy-to-use mobile application that uses the BNPL concept for a diverse product range through its innovative platform.
- Forsa's merchant network reached over 1,300 merchants in more than 6,000 stores in 2Q24. This growth was driven by collaborations with additional brands as well as the inclusion of a broader range of products and services.
- Forsa expanded its product offering to include large-ticket financing.

EGP 2,006.3 million\*

#### **SME-Lending**



- Launched in 2023, Kredit is an FRA-regulated SME lending company, which provides financial solutions to SMEs across all segments in the Egyptian market.
- Kredit offers exceptional lending and mentoring services allowing SMEs to access vital financial support to achieve growth and sustainability.
- The Company aims to drive financial inclusion and support SMEs through a comprehensive suite of SMEfocused financial solutions.

EGP 29.1 mlilion\* 1H24 Revenue

### **Fintech**

### mnt | 60 Halan

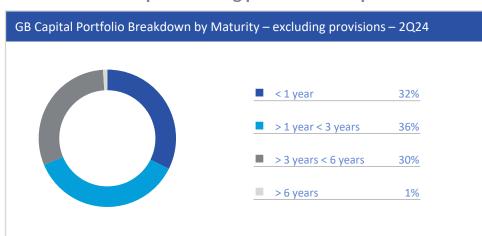
- Egypt's largest and fastest growing non-bank lender to the unbanked offering digital solutions, including lending, BNPL, e- commerce, payments, and on-demand logistics.
- MNT-Halan serves over 5
  million customers, of which 3.5
  million are financial clients and
  over 2 million are borrowers.
- MNT-Halan launched the "Halan" card, which gained significant traction in the market.
- The company continued to ramp up the Halan driven by its expansive digital offering, resulting enhanced customer retention rates as well as cross-selling opportunities.

The Halan app surpassed 2.2 million in quarterly active users

<sup>\*</sup>Before intercompany eliminations.



GB Capital's strategy is to benchmark operations against the best in the field, building on strict and robust credit, risk classification and provisioning policies developed for each industry.





| Automotive              | 36% |
|-------------------------|-----|
| Real Estate             | 43% |
| ■ Machinery & Equipment | 2%  |
| Commercial              | 4%  |
| Other                   | 15% |

| Supplementary Financial Information –<br>GB Capital (Excluding MNT-Halan)   |          | 1H23    | FY23    | 1H24     |
|---|----------|---------|---------|----------|
| Net Portfolio Assets  | (EGP mn) | 8,223.1 | 8,980.5 | 10,552.2 |
| Debt / Equity   | Х        | 0.43x   | 0.43x   | 0.51x    |
| Equity / Loan Portfolio   | %        | 180.4%  | 174.3%  | 148.3%   |
| Annualized Return on Avg. Equity (ROAE) - Excluding NCI*  | %        | 16.1%   | 20.8%   | 12.1%    |
| Annualized ROAA [Annualized the period EBIT pre-funding costs after tax / average assets of period]   | %        | 8.6%    | 11.4%   | 11.1%    |
| Annualized net interest margin (%) [(interest income - interest expense) for the last quarter X 4 / average portfolio size for the quarter] | %        | 7.4%    | 6.6%    | 5.3%     |
| Provision for portfolio :   |          |         |         |          |
| Provision (BS) / Loan portfolio %   | %        | 3.78%   | 3.29%   | 2.90%    |
| Provision (BS) / NPL % (Coverage ratio)   | %        | 95%     | 108%    | 95%      |
| NPL / Loan portfolio %  | %        | 3.98%   | 3.05%   | 3.04%    |

### **GB Capital Income Statement (Before Elimination)**

| (EGP million)                   | 2Q23    | 1Q24      | 2Q24      | Q-o-Q   | Y-o-Y   | 1H23      | 1H24      | Y-o-Y   |
|---------------------------------|---------|-----------|-----------|---------|---------|-----------|-----------|---------|
| Revenue                         | 780.7   | 889.0     | 730.8     | (17.8%) | (6.4%)  | 1,532.5   | 1,619.8   | 5.7%    |
| Interest Income                 | 386.0   | 575.4     | 689.2     | 19.8%   | 78.6%   | 656.9     | 1,264.6   | 92.5%   |
| Total Revenues                  | 1,166.8 | 1,464.4   | 1,420.1   | (3.0%)  | 21.7%   | 2,189.5   | 2,884.5   | 31.7%   |
| Cost of Sales                   | (698.5) | (786.1)   | (530.3)   | (32.5%) | (24.1%) | (1,380.8) | (1,316.4) | (4.7%)  |
| Cost of Funds                   | (249.2) | (402.3)   | (547.8)   | 36.2%   | -       | (414.4)   | (950.1)   | -       |
| Total Cost of Revenues          | (947.7) | (1,188.3) | (1,078.1) | (9.3%)  | 13.8%   | (1,795.2) | (2,266.5) | 26.3%   |
| Gross Profit                    | 219.1   | 276.1     | 341.9     | 23.9%   | 56.1%   | 394.3     | 618.0     | 56.7%   |
| SG&A                            | (196.5) | (215.4)   | (246.6)   | 14.5%   | 25.5%   | (354.8)   | (462.0)   | 30.2%   |
| Provisions                      | (28.5)  | (9.9)     | (28.7)    | -       | 0.5%    | (65.6)    | (38.6)    | (41.1%) |
| Operating Profit                | (5.9)   | 50.7      | 66.6      | 31.5%   | -       | (26.1)    | 117.3     | -       |
| Other Income                    | 53.9    | 8.9       | 23.2      | 161.2%  | (56.9%) | 60.2      | 32.1      | (46.6%) |
| Income from associates*         | 260.4   | 182.1     | 108.6     | (40.4%) | (58.3%) | 482.6     | 290.7     | (39.8%) |
| EBIT                            | 308.4   | 241.7     | 198.5     | (17.9%) | (35.6%) | 516.7     | 440.2     | (14.8%) |
| Other Interest & Similar Income | 11.1    | 24.3      | 18.5      | (24.1%) | 66.1%   | 16.2      | 42.8      | -       |
| FOREX                           | (9.5)   | 46.6      | 0.2       | (99.6%) | -       | (10.8)    | 46.8      | -       |
| EBT                             | 310.0   | 312.7     | 217.2     | (30.6%) | (29.9%) | 522.1     | 529.8     | 1.5%    |
| Income Tax                      | (36.3)  | (50.2)    | (28.7)    | (42.7%) | (20.8%) | (50.7)    | (78.9)    | 55.5%   |
| Profit After Tax & Before NCI   | 273.7   | 262.5     | 188.4     | (28.2%) | (31.2%) | 471.4     | 450.9     | (4.3%)  |
| NCI**                           | 20.7    | 14.8      | 14.9      | -       | (27.9%) | 29.0      | 29.7      | 2.5%    |
| Net Profit After Tax & NCI      | 253.0   | 247.7     | 173.5     | (29.9%) | (31.4%) | 442.4     | 421.2     | (4.8%)  |
| Breakdown of Revenue By         |         |           |           |         |         |           |           |         |
| Company                         |         |           |           |         |         |           |           |         |
| GB Lease                        | 220.8   | 299.6     | 400.1     | 33.5%   | 81.2%   | 349.8     | 699.7     | -       |
| Drive                           | 892.6   | 1,083.2   | 923.1     | (14.8%) | 3.4%    | 1,740.0   | 2,006.3   | 15.3%   |
| GB Auto Rental                  | 52.6    | 68.6      | 76.4      | 11.4%   | 45.2%   | 98.6      | 144.9     | 46.9%   |
| Capital Securitization          | 0.4     | 0.6       | 3.5       | -       | -       | 0.7       | 4.1       | -       |
| Kredit                          | 0.3     | 12.3      | 16.9      | 37.4%   | -       | 0.3       | 29.1      | -       |
| Total                           | 1,166.8 | 1,464.4   | 1,420.1   | -3.0%   | 21.7%   | 2,189.5   | 2,884.5   | 31.7%   |
|                                 | ,       |           | •         |         |         | ,         |           |         |

<sup>\*</sup>Includes MNT-Halan, Bedaya and Kaf

<sup>\*\*</sup> Includes 45% of GB Lease





### **Corp** Income Statement by Segment

|  | 1H24       |            |             |            |  |  |  |
|--|------------|------------|-------------|------------|--|--|--|
| (EGP million)                                | GB Auto    | GB Capital | Elimination | GB Corp    |  |  |  |
| Revenues                                     | 16,316.6   | 2,864.5    | -           | 19,181.1   |  |  |  |
| Inter-segment revenues                       | 131.9      | 20.0       | (151.9)     | -          |  |  |  |
| Total revenues                               | 16,448.5   | 2,884.5    | (151.9)     | 19,181.1   |  |  |  |
| Cost of sales                                | (12,541.1) | (2,261.0)  | -           | (14,802.1) |  |  |  |
| Inter-segment cost of sales                  | (131.9)    | (5.4)      | 137.3       | -          |  |  |  |
| Total Cost of Sales                          | (12,673.0) | (2,266.5)  | 137.3       | (14,802.1) |  |  |  |
| Gross Profit                                 | 3,775.5    | 618.0      | (14.6)      | 4,379.0    |  |  |  |
| General, selling and administrative expenses | (1,745.7)  | (462.0)    | 0.9         | (2,206.8)  |  |  |  |
| Other operating income                       | 221.8      | 32.1       | (3.6)       | 250.3      |  |  |  |
| Provisions (Net)                             | 67.8       | (38.6)     | -           | 29.2       |  |  |  |
| Operating profit                             | 2,319.4    | 149.5      | (17.2)      | 2,451.7    |  |  |  |
| Finance cost / income                        | (1,025.1)  | 42.8       | 14.6        | (967.7)    |  |  |  |
| Investment Gain                              | -          | 290.7      | -           | 290.7      |  |  |  |
| FOREX  | (377.3)    | 46.8       | -           | (330.5)    |  |  |  |
| Net profit / (loss) before tax               | 917.0      | 529.8      | (2.6)       | 1,444.2    |  |  |  |
| Income tax                                   | (258.1)    | (78.9)     | _           | (337.0)    |  |  |  |
| Net profit / (loss) after tax and before NCI | 658.9      | 450.9      | (2.6)       | 1,107.2    |  |  |  |
| NCI  | 29.3       | 29.7       | -           | 59.0       |  |  |  |
| Net profit / (loss) after NCI                | 629.6      | 421.2      | (2.6)       | 1,048.2    |  |  |  |

### **GB Corp Balance Sheet by Segment**

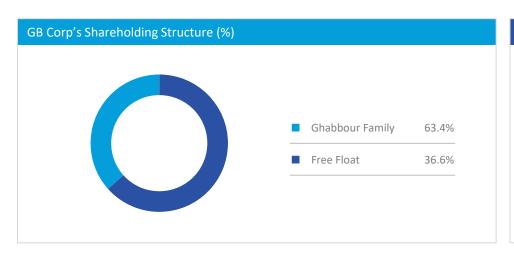
| (EGP million)                            | GB Auto  | GB Capital | Elimination | GB Corp  |  |
|--|----------|------------|-------------|----------|--|
| Property Plant & Equipment               | 6,474.9  | 586.6      | 14.8        | 7,076.3  |  |
| Intangible Assets & Goodwill             | 982.3    | 1.5        | -           | 983.7    |  |
| Asset Right of Use                       | 837.0    | 117.3      | (7.2)       | 947.1    |  |
| Payments Under Investment                | 325.1    | 12,865.0   | (1,961.3)   | 11,229.4 |  |
| Investments in Subsidiaries (GB Capital) | 5.5      | 6,498.3    | (194.0)     | 6,309.8  |  |
| Notes Receivable                         | -        | 63.4       | -           | 63.4     |  |
| Other Debit Balance                      | -        | -          | -           | <u>-</u> |  |
| Investments Property                     | 90.9     | -          | -           | 90.9     |  |
| Deferred Tax Assets                      | 164.6    | -          | -           | 164.6    |  |
| Non-Current Assets                       | 8,880.2  | 20,132.7   | (2,147.7)   | 26,865.2 |  |
| Asset held for sale                      | -        | 855.0      | -           | 855.0    |  |
| Inventories                              | 13,069.1 | 7.3        | -           | 13,076.4 |  |
| Trade Receivables                        | 3,390.9  | 3,300.9    | (358.3)     | 6,333.4  |  |
| Advance Payments to Suppliers            | 1,867.4  | 50.2       | -           | 1,917.5  |  |
| Debtors & Other Debit Balance            | 2,849.7  | 549.2      | -           | 3,398.9  |  |
| Due from Related Parties                 | 136.1    | 0.2        | (9.5)       | 126.8    |  |
| Due from Related Parties - Inter-Segment | 605.3    | 2.0        | (607.3)     | -        |  |
| Cash and Cash Equivalents                | 6,051.0  | 1,084.6    | -           | 7,135.6  |  |
| Current Assets                           | 27,969.3 | 5,849.3    | (975.1)     | 32,843.6 |  |
| Total Assets                             | 36,849.5 | 25,982.0   | (3,122.8)   | 59,708.7 |  |
| Share Capital                            | 1,087.4  | 318.0      | (319.9)     | 1,085.5  |  |
| Share Capital Premium                    | 1,645.5  | -          | (1,645.5)   | -        |  |
| General Reserve                          | -        | 8.6        | -           | 8.6      |  |
| Legal Reserves                           | 533.1    | 176.8      | -           | 709.9    |  |
| Private Reserve                          | 7,210.5  | 245.2      | 4.2         | 7,459.9  |  |
| Risk Reserve                             | -        | 20.4       | -           | 20.4     |  |
| Accumulated Profit (Losses)              | (826.6)  | 13,732.2   | 5.4         | 12,911.0 |  |
| Net Income / (Loss) for The Period       | 629.6    | 421.2      | (2.6)       | 1,048.2  |  |
| Total Shareholders' Equity Before NCI    | 10,279.4 | 14,922.5   | (1,958.4)   | 23,243.5 |  |
| Total NCI                                | 1,092.1  | 731.5      | -           | 1,823.6  |  |
| Total Equity                             | 11,371.5 | 15,654.0   | (1,958.4)   | 25,067.1 |  |
| Trade Payables                           | 12,993.9 | 1,565.8    | (353.6)     | 14,206.1 |  |
| Loans & Overdraft                        | 10,496.7 | 2,277.3    | -           | 12,774.0 |  |
| Due to Related Parties                   | 25.8     | -          | (9.5)       | 16.3     |  |
| Due to Related Parties - Inter-Segment   | 0.7      | 606.5      | (607.3)     | -        |  |
| Provision                                | 400.6    | 30.9       | -           | 431.5    |  |
| Other Current Liabilities                | 205.4    | 53.4       | -           | 258.8    |  |
| Short term bond                          | -        | 80.0       | -           | 80.0     |  |
| Total Current Liabilities                | 24,123.2 | 4,614.0    | (970.4)     | 27,766.8 |  |
| Loans                                    | -        | 5,409.2    | -           | 5,409.2  |  |
| Provision                                | 7.1      | -          | -           | 7.1      |  |
| Lease Obligation                         | 365.2    | 92.4       | -           | 457.6    |  |
| Trade and Notes Payables                 | 681.6    | -          | (194.0)     | 487.6    |  |
| Deferred Tax Liabilities                 | 300.9    | 52.4       | -           | 353.3    |  |
| Bonds Payable                            | -        | 160.0      | -           | 160.0    |  |
| Total Non-Current Liabilities            | 1,354.8  | 5,714.1    | (194.0)     | 6,874.9  |  |
|  | 1,334.0  | 3,714.1    | (194.0)     | 0,874.9  |  |

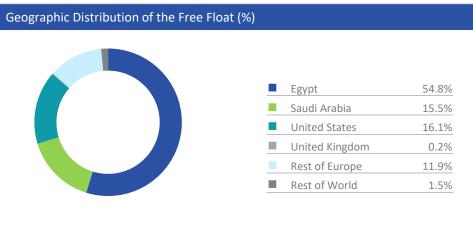


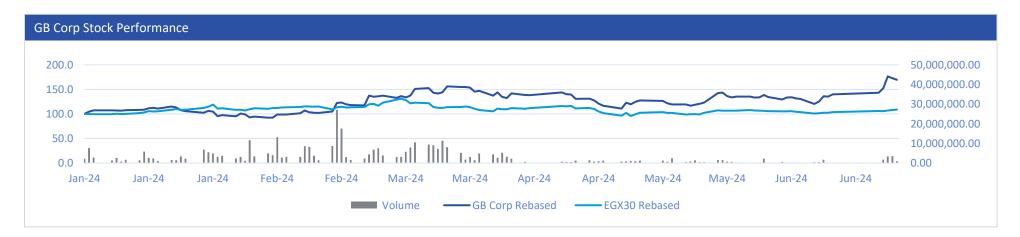


GB Corp is focused on the long-term sustainability of the business and its ability to deliver to shareholders.

### A closer look at our shareholding structure as of 30 June 2024









# Glossary of Commonly Used Terms

CKD Completely Knocked Down. These are kits imported from the supplier and assembled in Egypt, using the locally-mandated percentage of domestic parts.

| CBU | Completely Built Up. This refers to vehicles that are imported fully-assembled.          |   |            | $\supset$  |            |            |            |
|-----|--|---|------------|------------|------------|------------|------------|
| LOB | Line of Business.  | - | $\bigcirc$ | $\bigcirc$ |            | $\bigcirc$ |            |
| LTR | Light Truck Radial.  | - |            | $\supset$  | $\bigcirc$ |            |            |
| OEM | Original Equipment Manufacturer. For instance, Hyundai is the OEM of the Hyundai Tuscon. | - |            | $\bigcirc$ |            | $\bigcirc$ | $\bigcirc$ |
| OTR | Off-the-road.  | - |            |            | $\bigcirc$ |            |            |
| PCR | Passenger Car Radial.  | - |            |            |            | $\bigcirc$ | $\bigcirc$ |
| TBR | Truck and Bus Radial.  | - |            | $\supset$  | $\bigcirc$ |            |            |
|     |  | - |            |            |            |            |            |



### Thank you

**INVESTOR RELATIONS** 

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**Shareholder Information** 

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

**Number of Shares Outstanding** 

1,085,500,000