

INVESTOR PRESENTATION

THIRD QUARTER 2018



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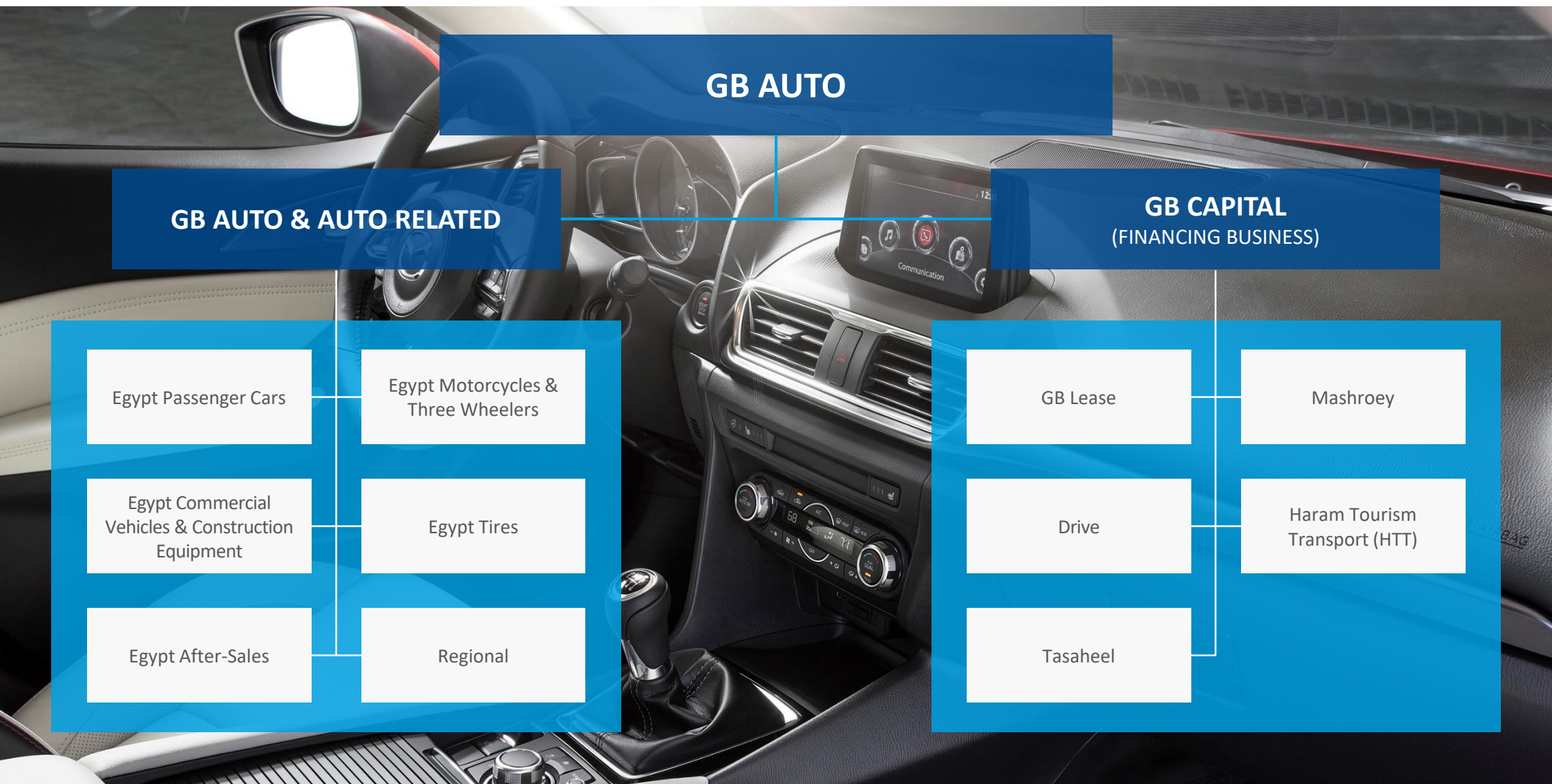
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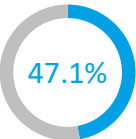
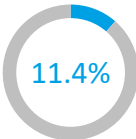
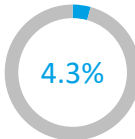
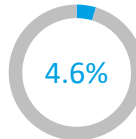
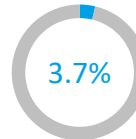
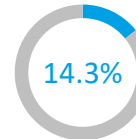
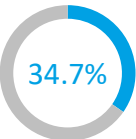
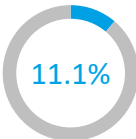
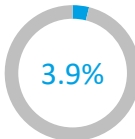
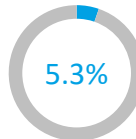
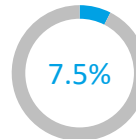
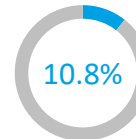


I. GROUP OVERVIEW

GB Auto Group is a leading regional automotive player and non-bank financial services provider in Egypt with the Group's operations split into core automotive (GB Auto & Auto Related) and high-margin financing businesses (GB Capital).



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

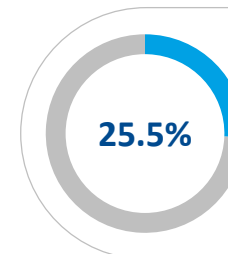
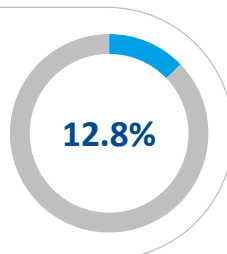
Egypt Passenger Cars	Egypt Motorcycles & Three Wheelers	Egypt CV&CE	Egypt Tires	Egypt After-Sales	Regional
Assembly: <ul style="list-style-type: none"> Passenger car CKD and imported CKD kits Sales & Distribution: <ul style="list-style-type: none"> Imported CKD kits with a production capacity of c80,000 units per year CBU vehicles 	Assembly: <ul style="list-style-type: none"> Motorcycles and three-wheelers CKD assembly Manufacturing <ul style="list-style-type: none"> Motorcycles and three-wheelers components at the Badr Facility Sales & Distribution: <ul style="list-style-type: none"> Motorcycles and three-wheelers 	Assembly: <ul style="list-style-type: none"> Trucks Manufacturing: <ul style="list-style-type: none"> Bus bodies Trailers/superstructures Sales & Distribution: <ul style="list-style-type: none"> Trucks Buses Trailers/superstructures Construction/farming equipment 	Sales & Distribution: <ul style="list-style-type: none"> Passenger car, van, truck, construction equipment, and bus tires 	Sales & Distribution: <ul style="list-style-type: none"> After-sales services and distribution of spare parts for passenger cars, motorcycles and three-wheelers, and commercial vehicles Largest cross-country network of its kind, with continual expansion 	Sales & Distribution: <ul style="list-style-type: none"> Imported CBU passenger car units in Iraq (Hyundai) and Algeria (Geely) Bajaj motorcycles and three-wheelers in Iraq with after sales services Tires in Iraq and Jordan
3Q18 Gross Profit Margin 10.3%	3Q18 Gross Profit Margin 13.8%	3Q18 Gross Profit Margin 12.8%	3Q18 Gross Profit Margin 16.0%	3Q18 Gross Profit Margin 28.1%	3Q18 Gross Profit Margin 10.6%
 <p>47.1%</p> <p>3Q18 Group Revenue Contribution</p>	 <p>11.4%</p> <p>3Q18 Group Revenue Contribution</p>	 <p>4.3%</p> <p>3Q18 Group Revenue Contribution</p>	 <p>4.6%</p> <p>3Q18 Group Revenue Contribution</p>	 <p>3.7%</p> <p>3Q18 Group Revenue Contribution</p>	 <p>14.3%</p> <p>3Q18 Group Revenue Contribution</p>
5-Year CAGR 18.6%	5-Year CAGR 27.2%	5-Year CAGR 12.1%	5-Year CAGR 35.4%	5-Year CAGR 20.8%	5-Year CAGR (12.4%)
 <p>34.7%</p> <p>3Q18 Group Gross Profit Contribution</p>	 <p>11.1%</p> <p>3Q18 Group Gross Profit Contribution</p>	 <p>3.9%</p> <p>3Q18 Group Gross Profit Contribution</p>	 <p>5.3%</p> <p>3Q18 Group Gross Profit Contribution</p>	 <p>7.5%</p> <p>3Q18 Group Gross Profit Contribution</p>	 <p>10.8%</p> <p>3Q18 Group Gross Profit Contribution</p>

*GB Auto has one secondary line of business, Others, which consists of lubricants, pre-owned passenger cars, pre-owned commercial vehicles, and retail.

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

3Q18 Group Revenue Contribution*

5-year CAGR: 40.2%



3Q18 Group Gross Profit Contribution*

Gross Profit Margin: 28.1%



- 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.
- 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.
- Implements prudent risk-management practices for provisions and risk recognition.

LE 186.9 million*
3Q18 Revenue



- Established March 2010 and offers asset-based microfinance lending to eligible clients in the low-income segment.
- The company has an extensive product base, extending credit to finance the purchase of three-wheelers, motorcycles, YTO tractors and minivans (all GB Auto products), tricycles (non-GB Auto), and pre-owned three-wheelers.
- Credit policy is stringent; portfolio tenor is predominantly short term.
- It operates a nationwide network of 137+ branches and units.

LE 253.3 million*
3Q18 Revenue



- 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.
- 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).
- Operates out of 3 permanent locations, 2 in Cairo and 1 in Alexandria, and via GB Auto's showrooms and dealer network across Egypt.
- Operations are non-exclusive to GB Auto.

LE 381.3 million*
3Q18 Revenue



- Car rental company HTT joined GB Capital in late 2012, operating on a quasi-operational 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 third-party damage and passengers.

LE 17.8 million*
3Q18 Revenue



- Launched in August 2015, Tasaheel is a microfinance company focused on direct lending to microfinance eligible clients, predominately group lending to women.
- It aims at helping low-income earners generate higher incomes and improve their living standards; and in doing so, it also supports overall community development and economic growth.
- It operates a nationwide network of 86 branches; with plans to further substantially expand its branch network.
- It operates a nationwide network of 149+ branches and units.

LE 172.9 million*
3Q18 Revenue

*After intercompany eliminations.

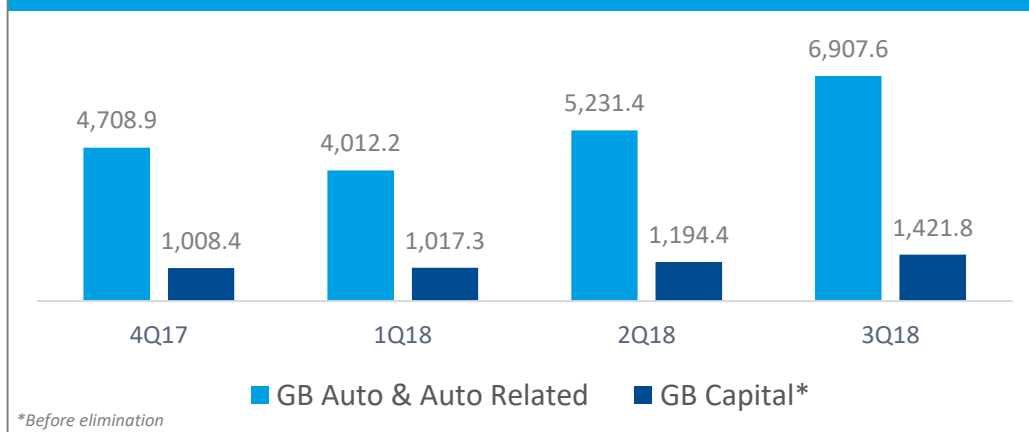
The Group has an established regional footprint, with a strong portfolio of top global brands.



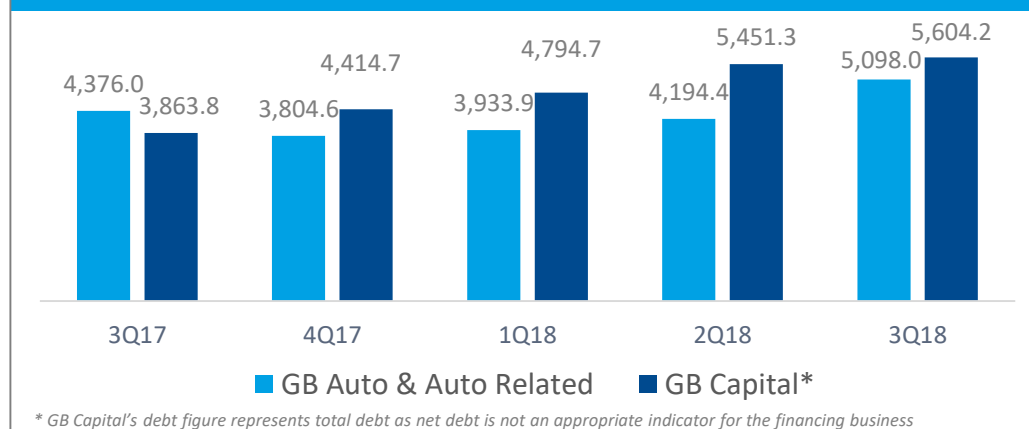
Both businesses have shown consistent growth in revenues and profitability.

Progression of Key Indicators (all figures in LE million)

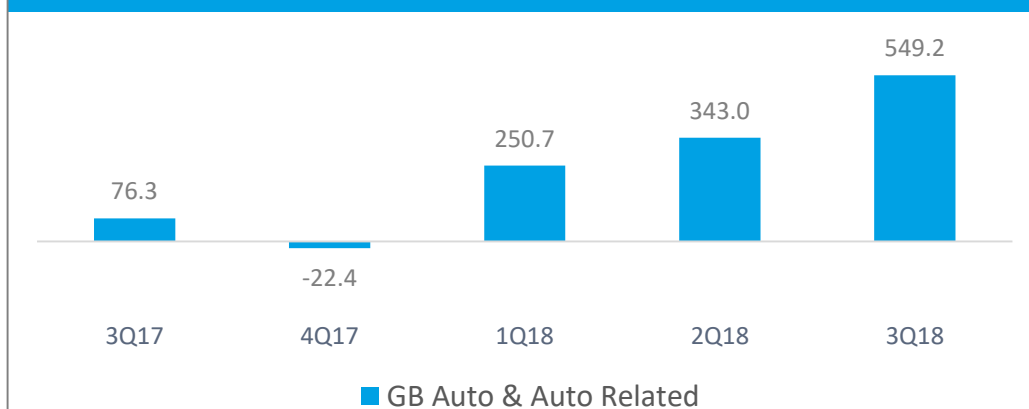
Revenues



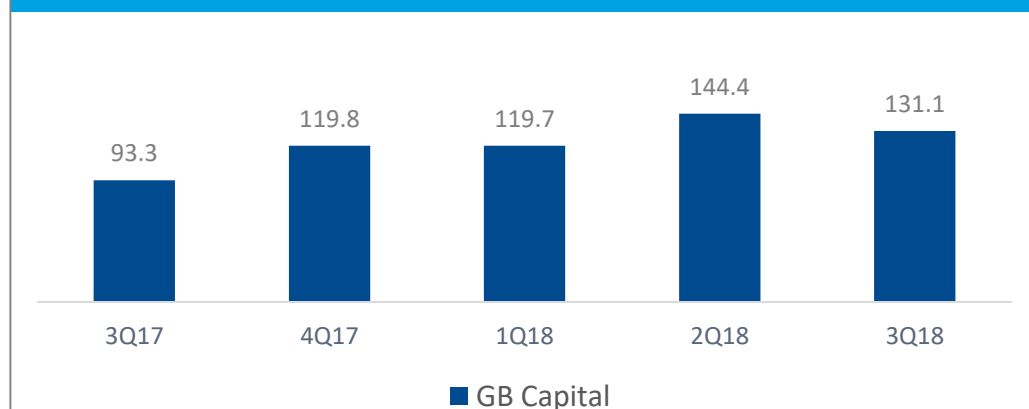
Net Debt



EBITDA



EBIT



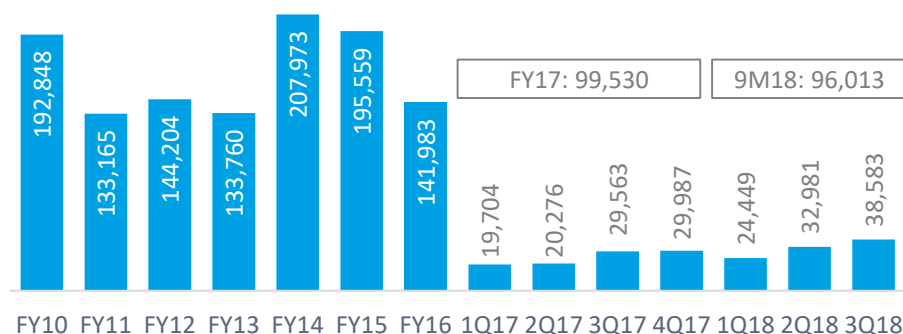


II. GB AUTO & AUTO RELATED

We see clear signs of recovery in the Passenger Car market.

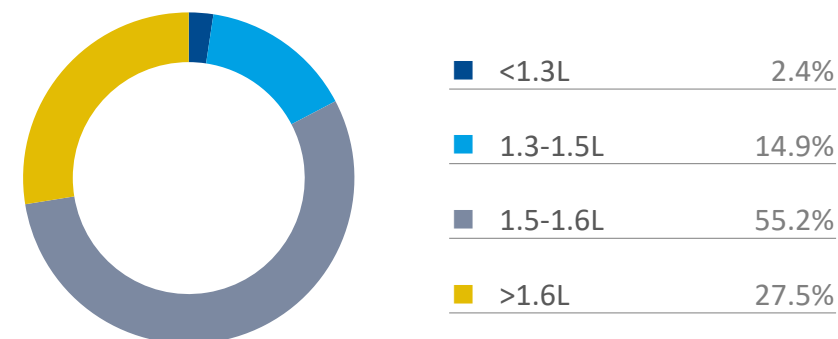
The Egyptian passenger car market is showing signs of strong recovery after significant turbulence throughout the last two years

PC Market, Annual Sales



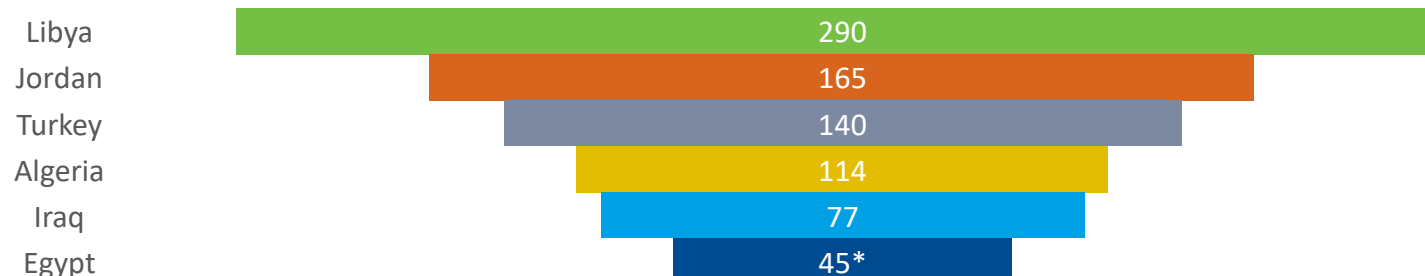
Management has focused CKD assembly on models in the largest market segment

PC Market Segmentation, 3Q18



Management anticipates substantial future growth on the back of relatively low penetration rates per 1,000 people, as shown here:

COUNTRY



GDP PER CAPITA (USD)**

Libya	7,315
Jordan	3,238
Turkey	14,933
Algeria	4,825
Iraq	5,546
Egypt	2,785

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

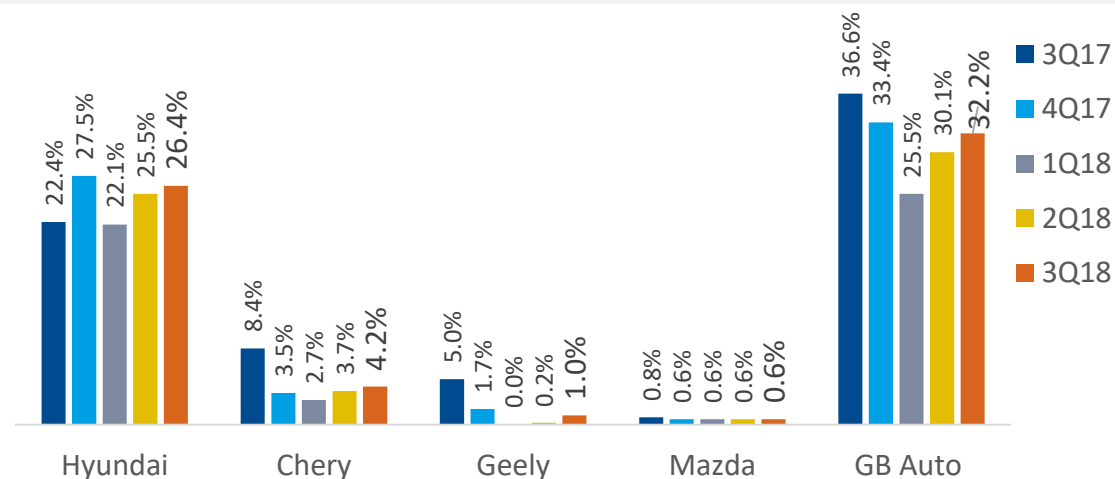
*Please note that this figure refers to passenger cars only, while the motorization figures of the other countries in this graphic refer to cars, buses, and freight vehicles but do not include two-wheelers.

**2017 GDP per capita figures as 2018 figures are not yet available.

GB Auto remains a strong player with an unmatched distribution and After-Sales network, expansive product offering, and strong proposition as the best value for money.



Market Share of Key Players*



GB Auto was successful in **improving its market share in 3Q18 to 32.2% compared to 30.1% in 2Q18 and 25.5% in 1Q18.**

GB Auto offers the following brands: Hyundai, Chery, Geely, and Mazda.

Largest **national distribution** and **after-sales** service network.


GB Auto now offers **five CKD models** compared to only two in 2015.

Reduction of inventory is no longer a focal point in our strategy; the current focus of the division is margin expansion.



		3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
CBU Sales Volume	(Units)	2,936	4,653	7,315	57.2%	-	5,816	14,604	-
CKD Sales Volume	(Units)	8,041	5,360	5,211	-2.8%	-35.2%	15,670	14,254	-9.0%
Total Sales Volume	(Units)	10,977	10,013	12,526	25.1%	14.1%	21,486	28,858	34.3%
Sales Revenue	(LE million)	2,232.4	2,659.3	3,734.0	40.4%	67.3%	4,384.8	7,960.0	81.5%
Gross Profit	(LE million)	42.7	252.2	386.0	53.1%	-	225.4	775.2	-
Gross Profit Margin	(%)	1.9%	9.5%	10.3%	0.8	8.4	5.1%	9.7%	4.6

GB Auto is the exclusive Egyptian distributor for Bajaj three-wheelers and motorcycles, both of which continue to enjoy strong demand.



		3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
Three-Wheeler Sales Volume	(Units)	19,990	23,128	24,242	4.8%	21.3%	48,618	69,983	43.9%
Tricycles Sales Volume	(Units)	1,007	1,586	1,863	17.5%	85.0%	3,448	4,794	39.0%
Motorcycle Sales Volume	(Units)	916	4,445	7,950	78.9%	-	7,890	15,628	98.1%
Total Sales Volume	(Units)	21,913	29,159	34,055	16.8%	55.4%	59,956	90,405	50.8%
Total Sales Revenue	(LE million)	608.2	791.2	899.0	13.6%	47.8%	1,524.4	2,430.7	59.5%
Gross Profit	(LE million)	73.6	108.9	124.1	13.9%	68.8%	167.9	341.4	-
<i>Gross Profit Margin</i>	<i>(%)</i>	<i>12.1%</i>	<i>13.8%</i>	<i>13.8%</i>	<i>-</i>	<i>1.7</i>	<i>11.0%</i>	<i>14.1%</i>	<i>3.0</i>

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.



BUSES

- Buses reported an impressive **88.9% y-o-y revenue increase in 3Q18**, with revenues increasing by **43.1% in the third quarter compared to 2Q18**.
- GB Auto is gaining a significant share of the bus business across the board, including mini-buses, intercity, and tourism — with the company only just recently seeing a recovery in the latter two divisions.
- Management expects both intercity and tourism bus volumes to continue their steady growth in the quarters to come.



TRUCKS

- Revenues from the trucks segment were down **-3.2% in 3Q18 compared to the same quarter last year** on the back of a 14.0% y-o-y decline in volumes compared to 3Q17.
- Management expects a rebound in demand on the back of an anticipated return of private sector cash flows.



TRAILERS

- Trailer revenues posted a **22.1% y-o-y increase in 3Q18 on the back of a 35.1% increase in units sold** over the quarter compared to the same period a year ago. On the other hand, revenues were down **-28.7%** compared to 2Q18.
- Management anticipates improvements on this front, especially after the introduction of the new silos and tanks product lines. A focus on exports should be the next step.



CONSTRUCTION EQUIPMENT

- Construction equipment witnessed a **-52.8% y-o-y fall in revenues despite a 16.7% increase in units sold**. Compared to the previous quarter, revenues were down **-75.9%**.
- Management is exploring options to expand this segment into new MENA markets and has recently launched a used Commercial Vehicles & Construction Equipment venture.



TRACTORS

- Forecasts see growth on the horizon, fueled by an ongoing drive for the modernization of Egypt's agricultural sector.
- Management expects to see tractor sales improve now that GB Capital has begun funding tractor sales.
- **In the first nine months of 2018, 44 units have been sold.**

Management is positive on the LOB due to investments in infrastructure development, transport demand being pushed by the government, and an expected recovery in tourism activity.



		3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
Bus Sales Volume	(Units)	172	190	247	30.0%	43.6%	466	556	19.3%
Truck Sales Volume	(Units)	150	382	129	-66.2%	-14.0%	496	769	55.0%
Tractor Sales Volume	(Units)	-	-	-	-	-	21	44	-
Trailer Sales Volume	(Units)	37	62	50	-19.4%	35.1%	125	203	62.4%
Construction Equipment Sales Volume	(Units)	30	27	35	29.6%	16.7%	76	96	26.3%
Total Sales Volume	(Units)	389	661	461	-30.3%	18.5%	1,184	1,668	40.9%
Total Sales Revenue	(LE million)	245.1	406.5	340.9	-16.2%	39.1%	756.1	1,060.7	40.3%
Gross Profit	(LE million)	37.3	45.3	43.5	-4.0%	16.6%	131.4	137.6	4.7%
<i>Gross Profit Margin</i>	<i>(%)</i>	<i>15.2%</i>	<i>11.1%</i>	<i>12.8%</i>	<i>1.7</i>	<i>-2.5</i>	<i>17.4%</i>	<i>13.0%</i>	<i>-4.4</i>

GB Auto operates the largest and fastest-growing network of after-sales services in Egypt, covering Passenger Cars, Motorcycles & Three-Wheelers, and Commercial Vehicles & Construction Equipment.



Passenger Cars

- Revenues from the passenger cars after sales recorded a 12.8% q-o-q increase in 3Q18, with revenues increasing by 4.9% compared to 3Q17.
- GB Auto is pressing on with plans to expand its workshop network, with a new center in Minya to open by year-end and in other cities during 2019 and the first half of 2020.



Motorcycles & Three-Wheelers

- After sales for motor cycles and three-wheelers recorded a 16.5% y-o-y increase in the third quarter of 2018, but saw a marginal -1.3% fall compared to the previous quarter of this year.

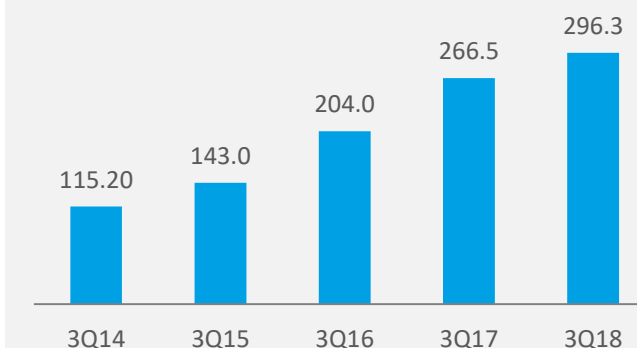


Commercial Vehicles & Construction Equipment

- The division recorded revenue growth of 29.2% y-o-y increasing to EGP 64.5 million in 3Q18. Revenues were also up by 11.9% compared to the second quarter of 2018.

		3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
Total After-Sales Egypt									
Passenger Car AFS Revenue	(LE million)	176.9	164.5	185.6	12.8%	4.9%	509.0	516.9	1.5%
2&3 Wheelers AFS Revenue	(LE million)	39.8	46.9	46.3	-1.3%	16.5%	97.1	137.6	41.6%
CV&CE AFS Revenue	(LE million)	49.9	57.6	64.5	11.9%	29.2%	143.2	171.6	19.8%
Total AFS Egypt Revenue	(LE million)	266.5	269.1	296.3	10.1%	11.2%	749.3	825.9	10.2%
Total AFS Egypt Gross Profit	(LE million)	74.3	74.8	83.1	11.1%	11.9%	224.4	226.2	0.8%
Total AFS Egypt Gross Profit Margin	(%)	27.9%	27.8%	28.1%	0.3	0.2	29.9%	27.4%	-2.6

Egypt After-Sales
5-Year Revenues Progression
(all figures in LE million)



GB Auto's Tires LOB has shown strong growth in revenues both q-o-q and y-o-y while maintaining a healthy gross profit margin.

Tires in: Egypt

LASSA
TYRES

WEST LAKE
PERFORMANCE TIRES

DOUBLE COIN
TIRES

YOKOHAMA

PIRELLI

VERDE

DOUBLESTAR

Passenger car tires

Light truck tires

Truck tires

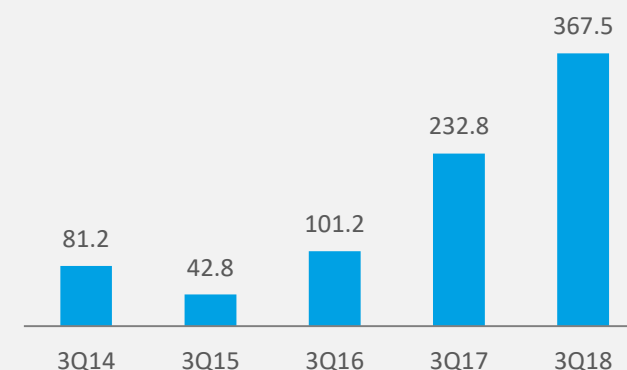
Off-the-road (OTR) tires

- Tires continued to deliver outstanding results in the third quarter of 2018, as revenues grew to EGP 367.5 million, representing a 57.8% increase compared to the same quarter a year ago and a 32.3% rise compared to last quarter.
- The division's top-line continued to benefit from the tail end of strong summer demand, while the Group's new distribution agreements with Pirelli and Pharos Truck have also buoyed revenues.
- The Tires division also began distributing Turkish-made tuk-tuk tires, a profitable segment where the company expects to leverage its strong market position.

Egypt Tires Summary Performance		3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
Total Sales Revenues	(LE million)	232.8	277.8	367.5	32.3%	57.8%	500.5	825.1	64.9%
Total Gross Profit	(LE million)	44.0	47.1	59.0	25.3%	34.0%	91.2	139.3	52.8%
Gross Margin	(%)	18.9%	16.9%	16.0%	-0.9	-2.9	18.2%	16.9%	-1.3

Egypt Tires 5-Year Revenues Progression

(all figures in LE million)



On a regional level, GB Auto distributes CBU units of Hyundai passenger cars in Iraq; Bajaj motorcycles & three-wheelers in Iraq; and operates after-sales service centers in Iraq and Algeria.

Regional Operations

- Revenues from regional operations returned to growth in 3Q18, expanding by 62.3% q-o-q to post LE 1,134.6 million. Gross Profit rose by a third q-o-q to LE 120.5 million in 3Q18.

Iraq

Passenger Cars

- Demand for passenger cars in our Iraqi market has begun to pick up, rising 79.5% q-o-q to reach 2,746 in 3Q18. This comes after a period of slower activity coinciding with Ramadan and parliamentary elections during 2Q18.

Two- and Three-Wheelers

- Meanwhile, two and three-wheelers delivered impressive growth during 3Q18, with volumes up almost threefold y-o-y to 5,845 units or c.1,950 units per month versus c.675 monthly units in the same period last year.
- As part of management's efforts to replicate the Group's success in the Egyptian two and three-wheeler market, GB Auto has inaugurated an unmatched Bajaj 3S facility in Iraq which will expand the LoB's after sales network and services.

					% Change 2Q18 vs. 3Q17	% Change 3Q17 vs. 3Q18			% Change 9M17 vs. 9M18
Regional Performance		3Q17	2Q18	3Q18			9M17	9M18	
Total Regions Revenues	(LE million)	775.2	698.9	1,134.6	62.3%	46.4%	2,267.8	2,676.5	18.0%
Total Regions Gross Profit	(LE million)	41.9	89.9	120.5	34.0%	-	122.5	302.7	-
Gross Margin	(%)	5.4%	12.9%	10.6%	-2.3	5.2	5.4%	11.3%	5.9

Two & Three-Wheelers in Iraq



Motorcycles

Three-Wheelers



GB Auto & Auto Related Income Statement

(LE million)	3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
Revenues	4,427.3	5,231.4	6,907.6	32.0%	56.0%	10,385.5	16,151.2	55.5%
COGS	-4,114.4	-4,614.2	-6,088.9	32.0%	48.0%	-9,419.4	-14,226.6	51.0%
Gross Profit	312.9	617.3	818.7	32.6%	-	966.1	1,924.6	99.2%
SG&A	-323.9	-354.0	-365.9	3.4%	13.0%	-881.1	-1,069.8	21.4%
Other operating income	48.7	52.1	49.6	-5.0%	1.7%	130.2	141.0	8.3%
Provisions (Net)	-5.6	-5.0	-6.4	28.9%	14.9%	-33.3	18.2	-
Operating profit	32.2	310.4	495.9	59.7%	-	181.9	1,014.0	-
Finance cost / income	-304.3	-239.6	-260.3	8.6%	-14.5%	-843.1	-749.0	-11.2%
FOREX	2.7	-9.4	-0.3	-97.1%	-	-122.3	-7.4	-94.0%
Net profit / (loss) before tax	-269.4	61.4	235.3	-	-	-783.5	257.6	-
Income tax	55.0	-7.3	-18.3	-	-	114.2	-23.7	-
Net profit / (loss) after tax and before NCI	-214.4	54.2	217.0	-	-	-669.3	233.9	-
NCI	-10.0	9.2	23.1	-	-	-52.6	49.4	-
Net profit / (loss) after NCI	-204.4	45.0	193.9	-	-	-616.6	184.5	-

GB Auto & Auto Related Key Working Capital Components

(LE million)	3Q17	4Q17	1Q18	2Q18	3Q18
Inventory	3,771.9	2,991.5	2,971.3	3,409.1	3,972.2
Receivables	1,766.4	1,345.1	1,601.0	1,852.9	1,991.1
Advances	1,034.3	683.7	762.7	922.2	940.1
Payables	1,977.7	1,357.7	2,002.3	2,594.3	2,536.5
Working Capital	4,594.9	3,662.6	3,332.7	3,589.9	4,367.0

GB Auto & Auto Related Key Ratios

(LE million)		1Q18	1H18	9M18
Net debt / equity*	Units	1.11	1.13	1.30
Total liabilities less cash / equity	Units	2.01	2.18	2.22
Current ratio	Units	1.03	1.03	1.05
Net debt / EBITDA	Units	3.92	3.53	3.35
EBITDA / finance cost	Units	1.01	1.21	1.53
Average capital employed **	LE million	6,622.7	7,7636.6	8,903.1
ROCE ***	%	13.0%	16.0%	15.2%
ROE of GB Auto (Auto and Auto Related) toward group pre forex ^	%	-8.0%	7.0%	5.9%

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

** Capital employed for segments = (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 = operating profit / capital employed

^ RoE of GB Auto (Auto and auto related) towards Group pre FOREX = (Net profit / (loss) after NCI - FOREX) / Total shareholders' equity before NCI.

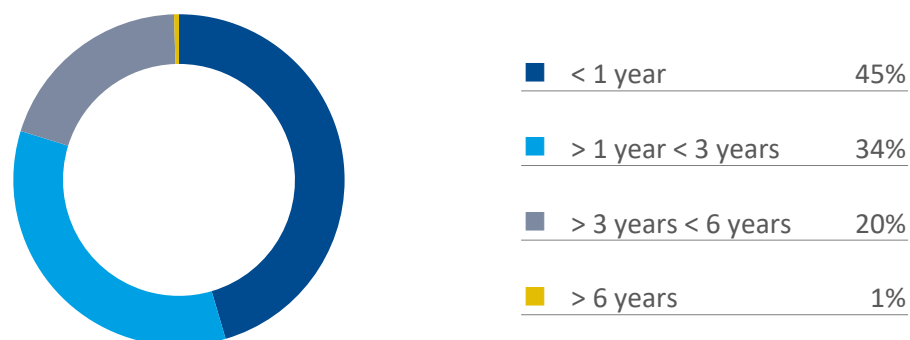




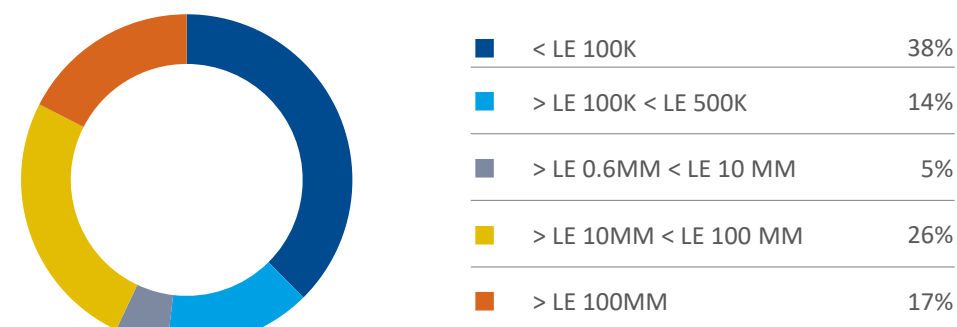
III. GB CAPITAL

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.

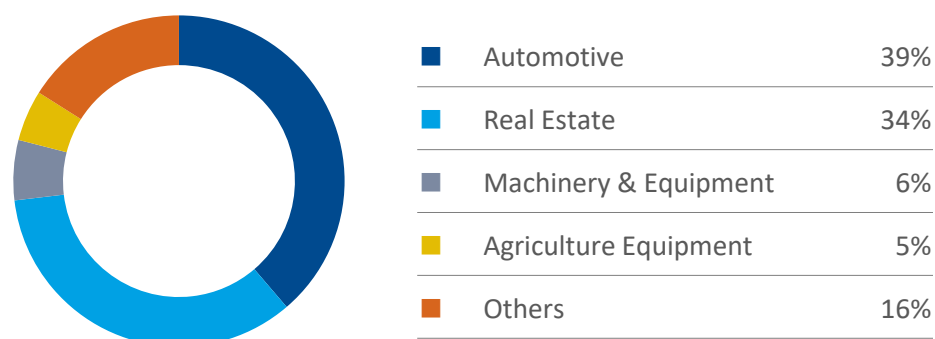
GB Capital Portfolio Breakdown by Maturity – excluding provisions - 3Q18



GB Capital Portfolio Breakdown by Value 3Q18



GB Capital Portfolio Breakdown by Asset Type 3Q18



Supplementary Financial Information – GB Capital

		1Q18	1H18	9M18
Net Portfolio Assets	(LE mn)	6,222.4	6,787.7	7,180.3
Debt / Equity	X	4.45x	5.64x	3.72x
Debt / Equity - Regulator Definition (non current debt to equity)	x	3.53x	4.47x	2.98x
Equity / Loan Portfolio	%	17.3%	14.3%	21.0%
Annualized Return on Avg. Equity (ROAE) - Excluding NCI*	%	38.0%	43.0%	27.9%
ROAA [Annualized the period EBIT pre funding costs after tax / average assets of period]	%	23.0%	22.9%	22.2%
Annualized net interest margin (%) [(interest income - interest expense) for the last quarter X 4 / average portfolio size for the quarter]	%	11.2%	11.9%	11.9%
Provision for portfolio :				
Provision (BS) / Loan portfolio %	%	2.41%	2.44%	3.13%
Provision (BS) / NPL % (Coverage ratio)*	%	145%	149%	148%
NPL / Loan portfolio %	%	1.66%	1.63%	2.11%

* 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 Capital Income Statement (Before Elimination)

(LE million)	3Q17	2Q18	3Q18	% Change 2Q18 vs. 3Q18	% Change 3Q17 vs. 3Q18	9M17	9M18	% Change 9M17 vs. 9M18
Revenue	486.4	749.0	952.6	27.2%	95.8%	1,551.7	2,311.0	48.9%
Interest Income	317.1	445.4	469.2	5.3%	48.0%	821.0	1,322.5	61.1%
Total Revenues	803.5	1,194.4	1,421.8	19.0%	76.9%	2,372.7	3,633.5	53.1%
Cost of Sales	(445.9)	(699.1)	(869.2)	24.3%	94.9%	(1,443.0)	(2,133.4)	47.8%
Cost of Funds	(199.1)	(251.1)	(260.9)	3.9%	31.0%	(486.9)	(752.2)	54.5%
Total Cost of Revenues	(645.0)	(950.1)	(1,130.2)	18.9%	75.2%	(1,929.9)	(2,885.6)	49.5%
Gross Profit	158.5	244.3	291.6	19.4%	83.9%	442.9	747.9	68.9%
SG&A	(57.0)	(92.2)	(104.3)	13.2%	83.1%	(172.5)	(284.0)	64.6%
Provisions	(14.1)	(15.6)	(64.1)	-	-	(43.3)	(89.9)	-
Operating Profit	87.4	136.5	123.2	-9.8%	40.9%	227.1	374.0	64.7%
Other Income	6.4	7.9	7.9	-	23.4%	10.3	21.3	-
EBIT	93.9	144.4	131.1	-9.2%	39.7%	237.4	395.3	66.5%
Other Interest & Similar Income	(3.3)	0.8	(20.6)	-	-	1.0	(20.3)	-
FOREX	(1.6)	(3.1)	(13.4)	-	-	(4.8)	(17.8)	-
EBT	89.0	142.2	97.1	-31.7%	9.1%	233.6	357.1	52.9%
Income Tax	(15.0)	(25.9)	(32.0)	23.4%	-	(39.1)	(76.4)	95.4%
Profit After Tax & Before NCI	74.0	116.3	65.1	-44.0%	-12.0%	194.5	280.7	44.3%
NCI	8.4	14.2	20.1	41.0%	-	23.2	46.8	-
Net Profit After Tax & NCI	65.6	102.0	45.1	-55.8%	-31.3%	171.3	234.0	36.6%
Breakdown of Revenue By Company								
GB Lease	222.3	256.0	235.2	-8.1%	5.8%	597.9	749.0	25.3%
Drive	276.5	456.2	597.7	31.0%	-	938.3	1,378.8	46.9%
Mashroey	222.3	321.4	398.1	23.9%	79.1%	639.7	1,024.5	60.2%
Tasaheel	70.2	146.0	172.9	18.4%	-	163.5	434.3	-
Haram	12.3	14.9	17.8	19.5%	44.9%	33.4	46.9	40.5%
Total	803.5	1,194.4	1,421.8	19.0%	76.9%	2,372.7	3,633.5	53.1%



IV. CONSOLIDATED FINANCIAL PERFORMANCE

GB Auto Segregated Income Statement

9M18				
(LE million)	GB Auto (Auto and Auto Related)	GB Capital (Financing Business)	Elimination	GB Auto Consolidation
Revenues	15,287.4	3,484.1	-	18,771.5
Inter-segment revenues	863.8	149.4	(1,013.2)	-
Total revenues	16,151.2	3,633.5	(1,013.2)	18,771.5
Cost of sales	(13,362.8)	(2,720.3)	-	(16,083.0)
Inter-segment cost of sales	(863.8)	(165.3)	1,029.2	-
Cost of Sales	(14,226.6)	(2,885.6)	1,029.2	(16,083.0)
Gross Profit	1,924.6	747.9	16.0	2,688.5
General, selling and administrative expenses	(1,069.8)	(283.9)	128.8	(1,225.0)
Other operating income	141.0	21.3	(42.8)	119.5
Provisions (Net)	18.2	(89.9)	-	(71.7)
Operating profit	1,014.0	395.3	102.0	1,511.3
Finance cost / income	(749.0)	(20.3)	(101.4)	(870.7)
FOREX	(7.4)	(17.8)	-	(25.2)
Net profit / (loss) before tax	257.6	357.1	0.7	615.4
Income tax	(23.7)	(76.4)	-	(100.1)
Net profit / (loss) after tax and before NCI	233.9	280.7	0.7	515.3
NCI	49.4	46.8	(2.8)	93.4
Net profit / (loss) after NCI	184.5	234.0	3.4	421.9

GB Auto Segregated Balance Sheet

(LE million)	As at 30 September 2018			
	GB Auto (Auto and Auto Related)	GB Capital (Financing Business)	Elimination	GB Auto Consolidation
Property Plant & Equipment	2,807.3	3,296.5	(142.4)	5,961.4
Intangible Assets & Goodwill	429.2	1.0	-	430.2
Payment Under Investments	-	-	-	-
Investments in Subsidiaries (GB Capital)	327.2	8.0	(327.2)	8.0
Notes Receivable	79.0	1,331.0	-	1,410.0
Other Debit Balance - Inter-Segment	76.6	-	(76.6)	-
Investments Property	90.9	-	-	90.9
Deferred Tax Assets	284.0	2.9	-	286.9
Non-Current Assets	4,094.2	4,639.5	(546.2)	8,187.5
Inventories	3,972.2	45.1	-	4,017.3
Trade Receivables	1,912.1	2,526.3	(58.5)	4,380.0
Advance Payments to Suppliers	940.1	3.1	-	943.2
Debtors & Other Debit Balance	1,316.4	121.8	2.8	1,440.9
Due from Related Parties	317.4	-	-	317.4
Due from Related Parties - Inter-Segment	76.7	-	(76.7)	-
Cash and Cash Equivalents	999.3	319.1	-	1,318.3
Current Assets	9,534.2	3,015.4	132.3	12,417.2
Total Assets	13,628.3	7,654.9	678.5	20,604.7
Share Capital	1,094.0	318.0	(318.0)	1,094.0
Legal Reserves	298.4	32.8	0.3	331.5
Private Reserve	2,493.4	2.9	8.3	2,504.6
Accumulated Profit (Losses)	(1,283.8)	781.0	(9.6)	(512.4)
Net Income / (Loss) for The Period	184.5	234.0	3.4	421.9
Total Shareholders' Equity Before Nci	2,786.5	1,368.7	(315.6)	3,839.6
Total Nci	1,131.2	139.8	(11.5)	1,259.5
Total Equity	3,917.7	1,508.5	(327.1)	5,099.1
Trade Payables	2,536.5	261.2	-	2,797.6
Deferred Revenue - Inter-Segment	40.8	-	(40.8)	-
Loans & Overdraft	6,061.4	2,998.7	-	9,060.1
Due to Related Parties	290.3	0.8	-	291.1
Due to Related Parties - Inter-Segment	-	76.7	(76.7)	-
Provision	158.1	115.5	-	273.6
Other Current Liabilities	28.5	71.2	-	99.7
Total Current Liabilities	9,115.6	3,524.0	(117.6)	12,522.0
Loans	112.5	2,605.5	-	2,718.0
Provision	39.1	-	-	39.1
Deferred Revenue	74.1	-	-	74.1
Deferred Revenue - Inter-Segment	233.8	-	(233.8)	-
Deferred Tax Liabilities	135.5	16.9	-	152.4
Total Non-Current Liabilities	595.1	2,622.4	(233.8)	2,983.6
Total Equity And Liabilities	13,628.3	7,654.9	(678.5)	20,604.7

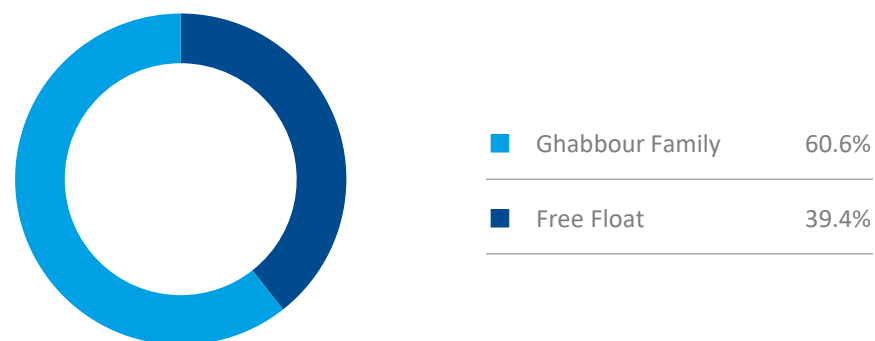


V. KEY CORPORATE & SHAREHOLDER INFORMATION

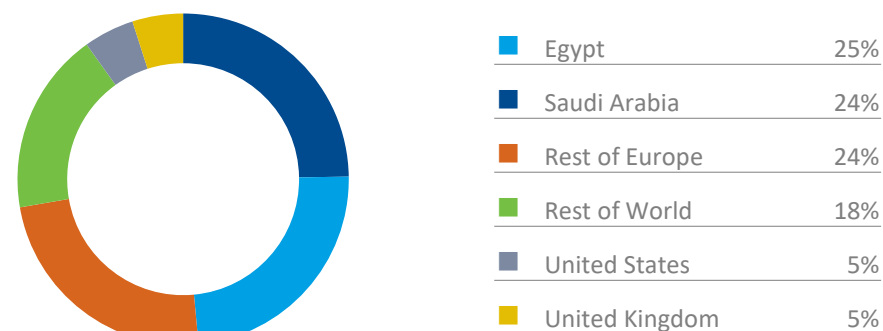
GB Auto is focused on the long-term sustainability of the business and its ability to deliver to shareholders

A closer look at our shareholding structure as of 30 September 2018

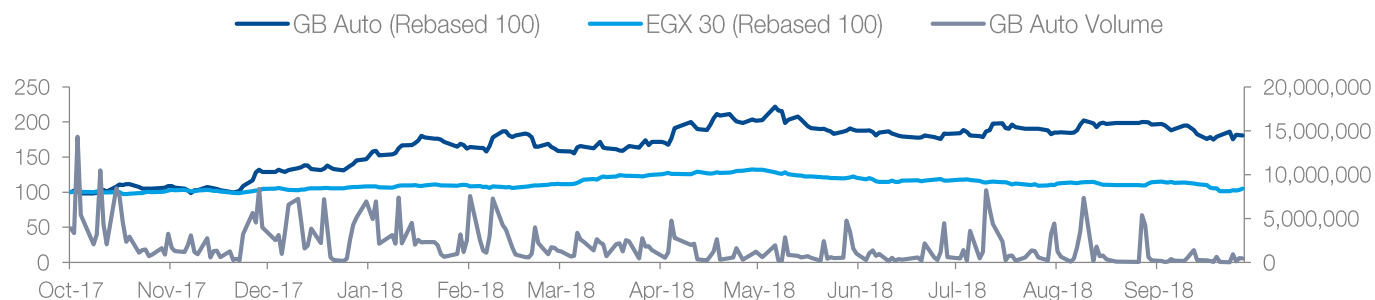
GB Auto's Shareholding Structure (%)



Geographic Distribution of the Free Float (%)



GB Auto Stock 52-Week Performance



DR Information

DR Symbol	: GBAXY
CUSIP	: 368290102
DR Exchange	: OTC
DR ISIN	: US3682901026
Ratio	: 01:50
Depository	: BK (Sponsored)
Effective Date	: 05/28/09
Underlying ISIN	: EGS673T1C012
Underlying SEDOL	: B1Y9TD5

Management Biographies (1/3)

1. Dr. Raouf Ghabbour, Chairman of the Board of Directors and Chief Executive Officer

Dr. Raouf Ghabbour founded the Ghabbour Group of Companies, which he began incepting in 1985. Dr. Ghabbour began his career working in his family's auto-related trading business, where he initially established himself in the tire division. Having quickly gained a commendable reputation in the market for his business savvy, Dr. Ghabbour went on to acquire agency agreements from global OEMs, which he transformed into successful businesses. Dr. Ghabbour has grown the Company to a leading automotive assembler and distributor in the Middle East and North Africa.

2. Mr. Nader Ghabbour, Executive Board Member and Group Chief Operating Officer

Mr. Nader Ghabbour started his career at GB Auto as a showroom sales representative for the passenger car division. He worked his way up to running the daily sales operations within the showroom and later assumed the role of showroom sales supervisor and manager. Mr. Ghabbour's managerial capabilities were proven when he took on the more strategic role of managing the business-to-business arm of the passenger car segment. He currently serves as the chief operating officer for the passenger car division, managing the passenger car sales and after-sales functions, regional operations, and the Motorcycle and Three-Wheeler operations. Mr. Ghabbour graduated with a Bachelor of Arts in Business Administration from Boston University.

3. Mr. George Sedky, Chief Human Resources Officer

Mr. George Sedky has two decades of experience in personnel management, having held positions in the Human Resources divisions of several major corporations. He has a long track record of success in recruiting and gaining top talent, organizational transformation, and building cultures of engagement. He was successful in re-engineering GB Auto's Human Resources department goals and practices, aligning them with the Group's strategic business goals. He is specialized in strategic management and planning; directing all HR functions; introducing new methodologies that maximize performance through training and development; compensation and benefits; and organizational development. He holds a BSc. in Aerospace Engineering from Cairo University and an MBA with an HR Specialization from Arab Academy for Science, Technology and Maritime Transport.

4. Mr. Wissam Al-Adany, Chief Information Technology Officer

Mr. Wissam Al-Adany joined GB Auto in 2014 bringing with him more than 19 years of experience in IT management, including four years of international experience in Brazil, France and Kazakhstan. Prior to joining GB Auto, Mr. Al-Adany served as Group Chief Information Technology Officer of the Americana Group — whose major shareholder is the multinational Al Kharafi Conglomerate — where he managed the Group's IT Operations for 15 companies. He started his career with GlaxoSmithKline as a Senior Systems Engineer, and from there moved on to Lafarge as Country IT Director for four years. Mr. Al-Adany has deep techno-functional knowledge in all facets of IT and a robust track record in IT infrastructure management, service delivery, ERP implementation and techno-commercial support. He holds a BSc in Communications & Electronics Engineering from Ain Shams University in Cairo, and an MBA from the American University in Cairo.

Management Biographies (2/3)

GB Auto & Auto-Related Management

5. Mr. Ramez Adeeb, Chief Manufacturing Officer

Mr. Ramez Adeeb joined GB Auto in 1995, holding a number of positions and gaining experience in functions including planning, engineering, and quality control until he left the company in 2001 for a position as a project manager at RITEC Consultancy. Mr. Adeeb rejoined GB Auto in 2003, garnering additional experience in the segments of localization management, aggregate planning, sales technical support, industrial projects management and, finally, the group technical support directorship. Mr. Adeeb graduated with a Bachelor's degree from Cairo University's Mechanical Engineering Department in 1993. He served as a Research Assistant in Rotor Dynamics and Vibration at Cairo University from 1994-95. He earned an MBA in Marketing Management from the Netherlands' Maastricht School of Management in 2005.

6. Mr. Abbas El Sayed, GB Auto & Auto Related Finance Director

Mr. Abbas El Sayed joined GB Auto in 2014 as Group Vice President Finance. He has 14 years of experience gained from KPMG and Deloitte including 1.5 years in the UK at KPMG UK LLP. Mr. El Sayed has vast experience in corporate finance, restructuring, strategic planning, audit, internal controls, advisory and compliance. He holds a Bsc. in Accounting from Ain Shams University. He is a member of the Association of Chartered Certified Accountants (ACCA) in the UK and Certified Management Accountant (CMA) in the USA.

7. Mr. Ghassan Kabbani, Chief Operating Officer of Two- and Three-Wheelers

Mr. Ghassan Kabbani brings more than 30 years experience to GB Auto. He first worked in the family textile business from 1980 through 1994, when he left to join T.E.S. sheet metal. In 1996, together with Dr. Ghabbour and other partners, he established CITI (a 2- and 3-Wheeler company). In 2007 CITI merged with GB Auto, at which time Mr. Kabbani joined the company. Mr. Kabbani graduated from AUC in 1979 with a BA in Economics and Business Administration.

8. Mr. Karim Gaddas, Chief Executive Officer of Tires

Mr. Karim Gaddas joined GB Auto in 2015 as Chief Executive Officer of Tires, boasting 20 years of experience in general management, operations, and sales and marketing. In the last 16 years he occupied various positions at Pirelli that included headquarter-level roles in Milan and regional-level roles in Paris, Cairo, Alexandria, and Dubai. In addition to being the Global Sales Director for BU trucks, the CEO of the company's Middle East and India operations, and the CEO of African and Egyptian operations, Mr. Gaddas also served as Pirelli's Vice Chairman. He was also a member of the board at the Alexandria Tire Company for eight years. Mr. Gaddas began his career in 1996 at Gewiss, an electrical materials company based in Bergamo, Italy, where he was the Area Manager for Central America, the Middle East, and Africa. He holds a B.A. in Business Administration from the Sup de Co Montpellier in France and an MBA from SDA Bocconi in Milan, Italy.

Management Biographies (3/3)

GB Capital Management

9. Mr. Ahmed Ossama, GB Capital Finance Director, Haram Tourism and Drive Chairman and MD

Mr. Ahmed Ossama holds the position of GB Capital Head of Finance and Chairman and MD of Haram Tourism. He has under his belt over two decades of experience in accounting and finance across a broad range of industries, including telecoms, petroleum, manufacturing, mining, and financial institutions. He holds a BA in Accounting.

10. Mr. Mounir Nakhla, Mashroey & Tasaheel Co-founder and MD

Mr. Mounir Nakhla is the Co-founder and Managing Director of Tasaheel, leveraging his entrepreneurial drive, calculated management style and hands-on problem-solving to grow the company to the positioning it holds today. Prior to his establishment of Tasaheel, he founded Mashroey, Egypt's fastest growing asset-based microfinance company, and assumed the role of Managing Director in 2009. He was part of EQI's growth story, holding several positions with the company and bookending his career there as Managing Partner in 2008. Mr. Nakhla holds a BSc. in International Business Studies from the European Business School and an MSc in Environment & Development from the London School of Economics.

11. Mr. Sherif Sabry, GB Lease Chairman and MD

Mr. Sherif Sabry is the Chairman and MD of GB Lease, having held the post since 2008 when he was appointed to manage the restructuring of the company upon GB Auto Group's acquisition of the firm under its financing arm. He has been a member of the GB Auto family since 1995 in several capacities, including Group Treasury Division Head and Group Treasury Director. He holds a BA of Commerce from Cairo University and an MBA in Finance and Banking from Maastricht School of Management. He is also a graduate of the Chase Manhattan Bank Credit Program.

Board of Directors Biographies

1. **Dr. Raouf Ghabbour, Chairman of the Board of Directors and Chief Executive Officer**, founded the Ghabbour Group of Companies, which he began incepting in 1985. Dr. Ghabbour began his career working in his family's auto-related trading business, where he initially established himself in the tire division. Having quickly gained a commendable reputation in the market for his business savvy, Dr. Ghabbour went on to acquire agency agreements from global OEMs, which he transformed into successful businesses. Dr. Ghabbour has grown the Company to a leading automotive assembler and distributor in the Middle East and North Africa.
2. **Mr. Sherif Samy, Non-Executive Director**, serves on the board of several companies, including a post as Non-executive Chairman of the National Asset Management & Investment SAE, and on the Investment Board of the State Pension Funds and the Waqf Authority. He is also a member of the International Advisory Board of the UAE Securities & Commodities Authority. Most recently, he completed a four-year term as head of Egypt's Financial Regulatory Authority after having spent two consecutive terms on the board of the International Organization of Securities Commissions and serving on the board of the CBE and its Monetary Policy Committee for four years. Prior to that, he was a board member for Banque Du Caire and was appointed for several consecutive terms to the board of Egypt's GAFI. He has a long track record in investment management and consulting, having spent years working in the fields both in Egypt and other parts of the Arab world. He holds a BA from Alexandria University's Faculty of Commerce.
3. **Mr. Mansour Kabbani, Non-Executive Director**, brings more than 30 years of experience to GB Auto, where he joined as VP for project co-ordination in 2015 and currently oversees group investments as well as investor relations. Mr. Kabbani spent a decade working in textile spinning before becoming CFO at Technological and Electrical Systems (TES) for two years. With Dr. Ghabbour and partners, he helped establish CITI in 1997 which later merged with GB Auto. From 1997 to 2015, Mr. Kabbani has run his family investments and accumulated vast experience in capital markets. Mr. Kabbani graduated from AUC in 1981 with a BA in Economics.
4. **Mr. Nader Ghabbour, Executive Director and Group Chief Operating Officer**, started his career at GB Auto as a showroom sales representative for the passenger car division. He worked his way up to running the daily sales operations within the showroom and later assumed the role of showroom sales supervisor and manager. Mr. Ghabbour's managerial capabilities were proven when he took on the more strategic role of managing the business-to-business arm of the passenger car segment. He currently serves as the chief operating officer for the passenger car division, managing the passenger car sales and after-sales functions, regional operations, and the Motorcycle and Three-Wheeler operations. Mr. Ghabbour graduated with a Bachelor of Arts in Business Administration from Boston University.
5. **Dr. Walid Sulaiman Abanumay, Non-Executive Director**, has been the Managing Director of Al-Mareefa Al Saudia Company since 1997, where he oversees investments in both developed and emerging markets. Mr. Abanumay has held several executive roles: between February 1993 and January 1994, he was the General Manager of the Investment Department of the Abanumay Commercial Center; between November 1990 and February 1993, he worked in the Treasury and Corporate Banking department of SAMBA. Mr. Abanumay is a board member of several prominent companies, including: Madinet Nasr for Housing and Development (since 1998), Raya Holding (since 2005), and Beltone Financial.
6. **Mr. Mounir Fakhry Abdelnour, Non-Executive Director**, brings more than 40 years of economy-centric experience to GB Auto's Board of Directors. Since 1970, he has occupied various high-ranking positions at a number of reputable banking institutions and also served in different ministerial posts, including Minister of Tourism and Minister of Industry and Trade, among others. In 1976, he co-founded American Express Middle East (AMEX), where he served as Vice President and board member until 1980. He was also a founder and Chairman of the Egyptian-French Agro-foods Company between 1983-2014. Throughout his career, Mr. Abdelnour served as a board member at the EGX, the National Council for Human Rights, and the Federation of Egyptian Industries. He currently sits on the board of Commercial International Bank of Egypt (CIB), Beltone Financial, and Domty. As an active participant in Egyptian political life, Mr. Abdelnour headed the opposition bloc in parliament between 2000-2005 and was a member of the time-honored political party Al Wafd from 2005-2011.



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.

LOB Line of Business.

LTR Light Truck Radial.

OEM Original Equipment Manufacturer. For instance, Hyundai is the OEM of the Hyundai Verna.

OTR Off-the-road.

PCR Passenger Car Radial.

TBR Truck and Bus Radial.

Thank you

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1,094,009,733

