

## **Investor Presentation**

Fourth QUARTER 2024



## Disclaimer

This material is being furnished to you solely for your information on a confidential basis and may not be reproduced, redistributed or passed on, in whole or in part, to any other person. The information contained in this material is subject to changes without notice and past performance is not indicative of future results.

This presentation may contain certain "forward-looking statements" relating to GB Corp S.A.E. (the "Company"). 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. Such forwardlooking statements speak only as of the date on which they are made. The Company does not undertake any obligation to update or revise any forwardlooking statement, whether as a result of new information, future events or otherwise.

This material is presented solely for information purposes and is not to be construed as a solicitation, inducement or an offer to buy, subscribe for or sell any securities or related financial instruments and should not be treated as giving investment, legal, accounting, regulatory, taxation, or other advice. It has no regard to the specific investment objectives, financial situation or particular needs of any recipient. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein. None of the Company, its affiliates, advisers

or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this material or otherwise arising in connection with this material. This document is for information purposes only and is neither an advertisement nor a prospectus.

In the United Kingdom this material is only being distributed to, and is only directed at (a) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) (the "Financial Promotion Order") and (b) high net worth companies and other persons falling within Article 49(2)(a) to (d) of the Financial Promotion Order (all such persons together being referred to as "relevant persons"). Any person in the United Kingdom that is not a relevant person must not act or rely on this material. Any investment or investment activity to which this material relates is available in the United Kingdom only to relevant persons, and will be engaged in only with such persons.

Neither this document nor any copy thereof may be taken or transmitted or distributed, directly or indirectly, into the United States or to a U.S. Person (as defined in Rule 902 of Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act")), other than to qualified institutional buyers as defined in Rule 144A under the Securities Act. The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restriction. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction.

By attending this presentation, you are agreeing to be bound by the foregoing limitations. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.





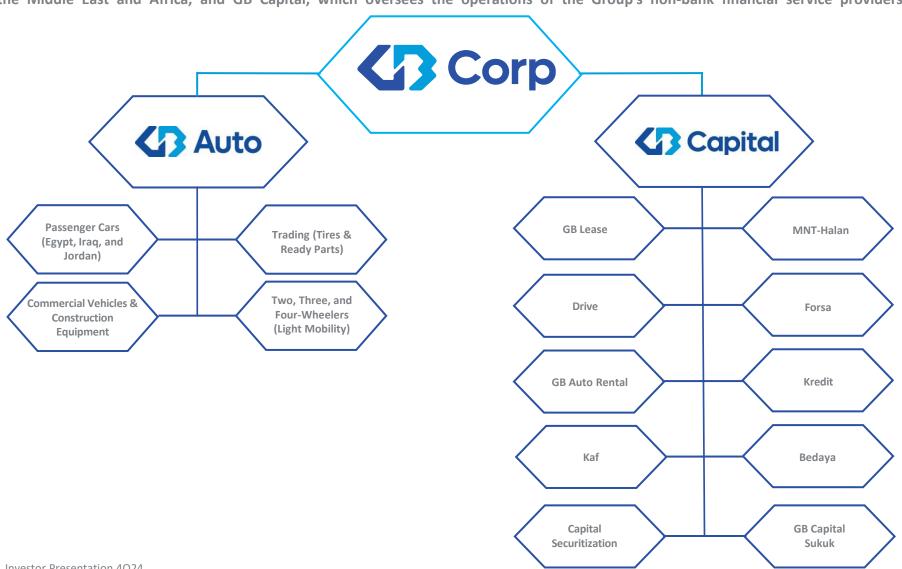
# Outline

- **<u>04</u> GB Corp Overview**
- 08 GB Auto
- 19 GB Capital
- **24** Consolidated Financial Performance
- **27** 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 MIRIF GOOD YEAR THURDERER **Trading** DOUBLECOIN

#### **GB CAPITAL**

























#### **Consolidated Financial Highlights**

GB Corp capitalized on an improving economic environment to deliver impressive year-on-year revenue and net income growth in FY24

#### Revenues

GB Corp recorded 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**

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.

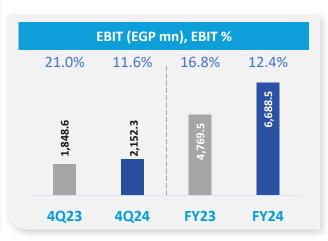
#### **EBIT**

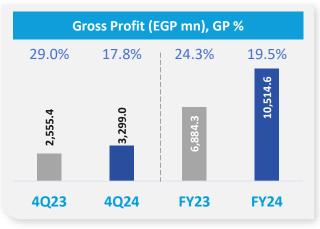
Similarly, GB Corp's EBIT grew 40.2% y-o-y to EGP 6,688.5 million, yielding a margin of 12.4% in FY24. In 4Q24, EBIT increased by 16.4% y-o-y to EGP 2,152.3 million, yielding a contracted margin of 11.6%.

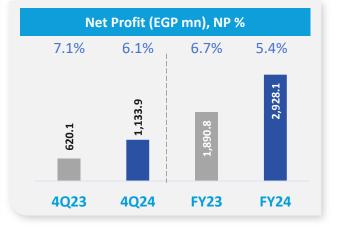
#### **Net Profit**

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.















## **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
75.0%  4Q24 GB Auto Revenue Contribution	4.1%  4Q24 GB Auto Revenue Contribution	6.3%  4Q24 GB Auto Revenue Contribution	3.0%  4Q24 GB Auto Revenue Contribution
5-Year CAGR 58%	5-Year CAGR 72%	5-Year CAGR 71%	5-Year CAGR 15%

<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 has already started to gradually increase prices as economic conditions continue to gradually 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 as GB Auto grew its operations in the Jordanian and Iraqi markets, as well as improved its pricing strategies and enhanced its product mix to drive demand in Egypt. GB Auto maintained its leading position in the Egyptian passenger car market and continued to grow its presence in Iraq, with the introduction of JAC and Foton, to build on its success with the MG Motor brand and further grow its presence in the market. Additionally, as an integral part of GB Auto's regional expansion strategy, the company launched its operation in Jordan through the distribution of the MG brand in partnership with the MG brand's previous distributor in the Jordanian market.

		4Q23	3Q24	4Q24	Q-o-Q	Y-o-Y	FY23	FY24	Y-o-Y
CKD Sales Volume	(Units)	2,963	7,320	7,375	0.8%	-	12,868	21,795	69.4%
CBU Sales Volume	(Units)	4,154	5,058	6,804	34.5%	63.8%	14,126	20,248	43.3%
<b>Total Sales Volume</b>	(Units)	7,117	12,378	14,179	14.6%	99.2%	26,994	42,043	55.7%
Total Revenue	(EGP million)	5,080.0	11,059.1	13,392.5	21.1%	-	16,544.3	36,533.4	-



## Passenger Cars After-Sales Facilities

43

Show rooms

24

**Service Centers** 



#### **EGYPT PASSENGER CARS MARKET**

The PC market in Egypt continued to experience a slowdown in demand during the first half of the year following the floatation of the Egyptian Pound. However, demand has started recovering during the second half of the year as market conditions have 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, delivered a resilient performance on the back of improved supply conditions in Egypt and healthy demand for GB Auto's range of brands. However, overstocks at the dealer level impacted overall demand during the quarter. Despite the current market oversupply, margins remain high; however, they are expected to normalize as supply continues to increase over the coming few months.

		4Q23	3Q24	4Q24	Q-o-Q	Y-o-Y	FY23	FY24	Y-o-Y
Tires Revenue - Egypt	(EGP million)	542.9	936.5	581.8	-37.9%	7.2%	1,809.0	2,873.4	542.9%
Ready Parts Revenue – Egypt and Iraq	(EGP million)	176.9	240.2	185.2	-22.9%	4.7%	697.8	942.1	176.9%
Total Revenue	(EGP million)	719.8	1,176.7	767.0	-34.8%	6.6%	2,506.8	3,815.5	719.8%

#### **Trading Business**

















### **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.



Improved pricing strategies and a ramp up in exports, revenues.



Truck volumes dropped y-o-y largely as a result of normalization coupled with a y-o-y increase following a strong performance in bus volumes supported bus during the comparative period



**Trailer volumes increased** strongly y-o-y in FY24.



**Construction equipment** volumes fell in FY24, mainly due to a slowdown in largescale projects in Egypt.



The LoB operates eight service centers.

		4Q23	3Q24	4Q24	Q-o-Q	Y-o-Y	FY23	FY24	Y-o-Y
Bus Sale Volume	(Units)	209	374	219	-41.4%	4.8%	707	800	13.2%
Truck Sales Volume	(Units)	564	472	259	-45.1%	-54.1%	1,510	1,260	-16.6%
Trailer Sales Volume	(Units)	3	6	-	-	-	9	17	88.9%
Construction Equipment Sales Volume	(Units)	18	12	-	-58.3%	-	47	19	-59.6%
<b>Total Sales Volume</b>	(Units)	794	864	478	-44.7%	-39.8%	2,273	2,096	-7.8%
Total Revenue	(EGP million)	901.3	1,406.9	1,173.8	-16.6%	30.2%	2,323.0	3,984.5	71.5%



## Two, Three, and Four-Wheelers (Light Mobility)

The LoB's volumes grew both quarter-on-quarter and year-on-year, driving strong revenue growth. The LoB's performance has recovered from the impact of the three-wheelers phasing out in Egypt. In addition, GB Auto's new light vehicle "Qute" has been soft-launched in the market and is currently in the testing phase.

		4Q23	3Q24	4Q24	Q-o-Q	Y-o-Y	FY23	FY24	Y-o-Y
Sales Volume	(Units)	5,177	5,468	8,311	52.0%	60.5%	13,610	20,189	48.3%
Total Revenue	(EGP million)	304.1	354.0	565.2	59.7%	85.9%	854.2	1,378.2	61.3%





#### **GB Auto Income Statement**

(EGP million)	4Q23	3Q24	4Q24	Y-o-Y	FY23	FY24	Y-o-Y
Revenue	7,267.7	14,220.2	16,155.2	-	23,429.5	46,692.0	99.3%
Inter-Segment Revenue	51.6	137.1	104.0	-	424.5	373.0	-12.1%
Total Revenue	7,319.3	14,357.3	16,259.2	-	23,854.0	47,065.0	97.3%
Cost of Sales	(5,170.6)	(11,739.5)	(13,354.0)	-	(17,616.4)	(37,634.6)	-
Inter-Segment Cost of Sales	(51.6)	(137.1)	(104.0)	-	(424.5)	(373.0)	-12.1%
Total Cost of Sales	(5,222.2)	(11,876.7)	(13,457.9)	-	(18,040.9)	(38,007.6)	-
Gross Profit	2,097.1	2,480.6	2,801.3	33.6%	5,813.1	9,057.4	55.8%
Gross Profit Margin	28.7%	17.3%	17.2%	(11.4)	24.4%	19.2%	(5.1)
General, selling and administrative expenses	(1,024.6)	(961.1)	(1,025.7)	0.1%	(2,723.8)	(3,732.6)	37.0%
Other operating income	287.1	126.3	213.9	-25.5%	501.4	557.5	11.2%
Provisions (Net)	(145.8)	(83.2)	(306.5)	-	(129.8)	(321.8)	-
Operating Profit	1,213.8	1,562.6	1,682.9	38.6%	3,460.9	5,560.5	60.8%
Operating Profit Margin	16.6%	10.9%	10.4%	(6.2)	14.5%	11.9%	(2.7)
Finance cost / income	(243.0)	(760.8)	(768.4)	-	(1,083.8)	(2,554.4)	-
Investment Gain	(4.4)	-	(4.5)	1.3%	(4.4)	-	-
FOREX	(1,019.7)	(16.8)	61.8	-	(1,479.5)	(332.4)	-77.5%
Net Profit / (loss) Before Tax	(53.2)	785.0	971.8	-	893.2	2,673.7	-
Income Tax	(121.9)	(238.1)	(261.7)	-	(379.5)	(757.8)	99.7%
Net Profit / (loss) After Tax and Before NCI	(175.1)	546.9	710.1	-	513.7	1,915.9	-
NCI	220.2	8.8	37.4	-83.0%	174.9	16.9	-90.3%
Net Profit / (loss) After NCI	45.1	555.7	747.5	-	688.6	1,932.8	-
EBITDA	1,291.1	1,675.2	1,701.8	31.8%	3,794.6	5,880.5	55.0%
EBITDA Margin	17.6%	11.7%	10.5%	(7.2)	15.9%	12.5%	(3.4)

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

(EGP million)	4Q23	1Q24	2Q24	3Q24	4Q24
Inventory	6,366.1	10,459.3	13,069.1	14,681.3	21,134.3
Receivables	1,743.5	2,201.1	3,390.9	3,514.1	3,708.7
Advances	913.6	1,204.4	1,867.4	2,215.0	1,583.0
Debtors & Other Debit Balances	1,547.9	2,192.2	2,849.7	3,679.8	3,258.5
Payables	6,104.7	9,665.7	12,993.9	15,028.6	18,900.5
Working Capital	4,466.3	6,391.2	8,183.1	9,061.6	10,783.9

## **Key Ratios for GB Auto**

(EGP million)		4Q23	1Q24	<b>2</b> Q24	3Q24	4Q24
Net debt / Equity*	Units	0.38	0.21	0.41	0.42	0.40
Total Liabilities Less Cash / Equity	Units	1.36	1.30	1.71	1.85	2.09
Current Ratio	Units	1.16	1.23	1.16	1.15	1.18
Net Debt / LTM EBITDA	Units	0.77	0.47	0.93	0.92	0.90
LTM EBITDA / Finance Cost	Units	3.50	3.74	3.15	2.70	2.31
Capital Employed **	EGP million	10,231.2	12,689.4	15,531.2	16,581.5	18,731.3
LTM ROCE ***	%	35.9%	39.2%	33.3%	31.7%	31.5%

<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)

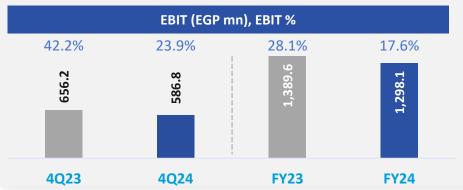
<sup>\*\*\*</sup> ROCE for segments = Last twelve months operating profit / average capital employed at the beginning and end of the period





## **GB Capital Key Financial Highlights**









GB Corp | Investor Presentation 4Q24

**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.

FY24 Group Revenue Contribution







FY24 Group Gross Profit Contribution

**Gross Profit Margin: 20.7%** 

#### Leasing



- Established in 2008, GB Lease provides business-to-business lease finance solutions. It is nonexclusive 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.
- The company 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.

**EGP 1,830.2 million\***FY24 Revenue



- 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 352.7 million\*

#### **Consumer Finance**





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).



- 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 1,450 merchants in more than 7,000 stores in 4Q24. 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 5,070.3 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 102.4 mlilion\* FY24 Revenue

#### **Fintech**

### mnt | 60 Halan

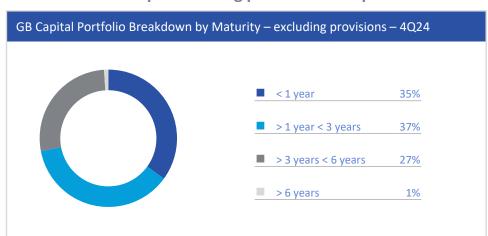
- Egypt's largest and fastest growing non-bank lender to the unbanked offering digital solutions, including lending, BNPL, e- commerce, payments, and on-demand logistics.
- MNT-Halan serves over 5
  million customers, of which 3.5
  million are financial clients and
  over 2 million are borrowers.
- 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.

MTN has successfully launched its operations in the UAE

<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.





GB Capital Portfolio Breakdown by	y Asse	t Type – excluding provi	isions – 4Q24
		Automotive	48%
		Real Estate	25%
		SME Factoring	10%
		Commercial	6%
		Other	11%

Supplementary Financial Information – GB Capital (Excluding MNT-Halan)		FY23	3Q24	4Q24
Net Portfolio Assets	(EGP mn)	8,980.5	12,637.6	13,183.4
Debt / Equity	Х	0.43x	0.60x	0.64X
Equity / Loan Portfolio	%	174.3%	125.7%	124.0%
Annualized Return on Avg. Equity (ROAE) - Excluding NCI*	%	20.8%	12.3%	15.9%
Annualized ROAA [Annualized the period EBIT pre-funding costs after tax / average assets of period]	%	11.4%	11.5%	13.1%
Annualized net interest margin (%) [(interest income - interest expense) for the last quarter X 4 / average portfolio size for the quarter]	%	6.6%	10.0%	10.6%
Provision for portfolio :				
Provision (BS) / Loan portfolio %	%	3.29%	2.03%	1.76%
Provision (BS) / NPL % (Coverage ratio)	%	108%	95%	85%
NPL / Loan portfolio %	%	3.05%	2.13%	2.07%

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

(EGP million)	4Q23	3Q24	4Q24	Q-o-Q	Y-o-Y	FY23	FY24	Y-o-Y
Revenue	1,022.3	1,166.2	1,459.5	25.1%	42.8%	3,296.5	4,245.5	28.8%
Interest Income	533.5	881.1	992.3	12.6%	86.0%	1,654.3	3,138.1	89.7%
Total Revenues	1,555.7	2,047.3	2,451.8	19.8%	57.6%	4,950.9	7,383.6	49.1%
Cost of Sales	(701.1)	(1,060.8)	(1,286.8)	21.3%	83.5%	(2,741.4)	(3,664.0)	33.7%
Cost of Funds	(382.0)	(591.0)	(651.2)	10.2%	70.5%	(1,117.6)	(2,192.3)	96.2%
Total Cost of Revenues	(1,083.1)	(1,651.8)	(1,938.0)	17.3%	78.9%	(3,859.0)	(5,856.3)	51.8%
Gross Profit	472.6	395.5	513.8	29.9%	8.7%	1,091.8	1,527.3	39.9%
SG&A	(204.5)	(271.3)	(379.9)	40.0%	85.8%	(709.1)	(1,113.3)	57.0%
Provisions	(37.7)	(20.9)	25.6	-	-	(139.0)	(33.9)	-75.6%
Operating Profit	230.4	103.4	159.4	54.2%	-30.8%	243.7	380.1	55.9%
Other Income	14.8	10.5	7.7	-26.9%	-47.9%	79.7	50.4	-36.8%
Income from associates*	411.0	157.2	419.7	-	2.1%	1,066.1	867.6	-18.6%
EBIT	656.2	271.1	586.8	-	-10.6%	1,389.6	1,298.1	-6.6%
Other Interest & Similar Income	14.9	15.8	24.1	52.8%	61.5%	47.4	82.7	74.5%
FOREX	(5.2)	(2.1)	(3.9)	87.9%	-24.3%	(19.6)	40.8	-
EBT	665.9	284.8	607.0	-	-8.9%	1,417.3	1,421.6	0.3%
Income Tax	(35.8)	(39.5)	(62.9)	59.3%	75.6%	(114.0)	(181.4)	59.1%
Profit After Tax & Before NCI	630.1	245.2	544.0	-	-13.7%	1,303.3	1,240.2	-4.8%
NCI**	53.7	56.9	62.1	9.2%	15.6%	95.7	148.7	55.4%
Net Profit After Tax & NCI	576.4	188.3	481.9	-	-16.4%	1,207.6	1,091.5	-9.6%
Breakdown of Revenue By								
Company								
GB Capital	0.1	0.2	12.9	-	-	0.3	13.4	-
GB Lease	369.0	546.5	584.0	6.9%	58.3%	971.7	1,830.2	88.4%
Drive	1,113.9	1,375.0	1,689.0	22.8%	51.6%	3,745.6	5,070.3	35.4%
GB Auto Rental	65.1	97.1	110.7	13.9%	69.9%	221.7	352.7	59.1%
GB Bus Rental	-	-	4.8	-	-	-	4.8	-
Capital Securitization	1.8	0.3	5.2	-	-	2.9	9.6	-
Kredit	5.8	28.2	45.2	60.4%	-	8.7	102.4	-
Total	1,555.7	2,047.3	2,451.8	19.8%	57.6%	4,950.9	7,383.6	49.1%

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

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





		F)	<b>724</b>	
(EGP million)	GB Auto	GB Capital	Elimination	GB Corp
Revenues	46,692.0	7,277.6	-	53,969.5
Inter-segment revenues	373.0	106.0	(479.0)	-
Total revenues	47,065.0	7,383.6	(479.0)	53,969.5
Cost of sales	(37,634.6)	(5,820.3)	-	(43,454.9)
Inter-segment cost of sales	(373.0)	(36.0)	409.0	-
Total Cost of Sales	(38,007.6)	(5,856.3)	409.0	(43,454.9)
Gross Profit	9,057.4	1,527.3	(70.0)	10,514.6
General, selling and administrative expenses	(3,732.6)	(1,113.3)	2.2	(4,843.7)
Other operating income	557.5	50.4	(102.3)	505.6
Provisions (Net)	(321.8)	(33.9)	-	(355.7)
Operating profit	5,560.5	430.5	(170.1)	5,820.8
Finance cost / income	(2,554.4)	82.7	73.9	(2,397.8)
Investment Gain	-	867.6		867.6
FOREX	(332.4)	40.8	-	(291.6)
Net profit / (loss) before tax	2,673.7	1,421.6	(96.2)	3,999.1
Income tax	(757.8)	(181.4)	-	(939.2)
Net profit / (loss) after tax and before NCI	1,915.9	1,240.2	(96.2)	3,059.9
NCI	(16.9)	148.7	-	131.8
Net profit / (loss) after NCI	1,932.8	1,091.5	(96.2)	2,928.1

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

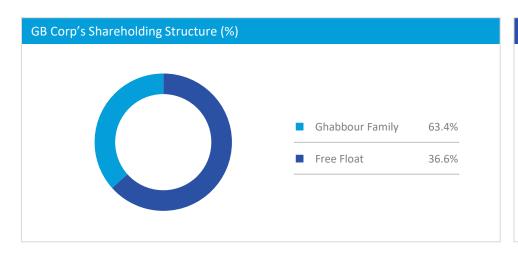
	As at 31 December 2024								
(EGP million)	GB Auto	GB Capital	Elimination	GB Corp					
Property Plant & Equipment	7,507.4	671.0	14.8	8,193.2					
ntangible Assets & Goodwill	1,036.1	16.1	-	1,052.3					
Asset Right of Use	872.7	345.5	(103.1)	1,115.1					
Payments Under Investment	0.5	-	(0.5)	-					
Investments in Subsidiaries (GB Capital)	325.1	13,380	(1,961.3)	11,743.6					
Notes Receivable	1.7	7,781.6	(173.0)	7,610.4					
Other Debit Balance	-	285.9	-	285.9					
Deferred Tax Assets	110.8	0.9	-	111.8					
Non-Current Assets	9,854.4	22,480.9	(2,223.0)	30,112.2					
Asset held for sale	-	896.3		896.3					
Inventories	21,134.3	-	-	21,134.3					
Trade Receivables	3,708.7	4,374.8	(502.1)	7,581.3					
Investments in fair value through profit or losses	-	80.0		80.0					
Advance Payments to Suppliers	1,583.0	33.5	-	1,616.5					
Debtors & Other Debit Balance	3,258.5	571.8	-	3,830.3					
Due from Related Parties	54.8	0.1	(1.6)	53.3					
Due from Related Parties - Inter-Segment	1,004.1	3.5	(1,007.6)	-					
Cash and Cash Equivalents	6,580.5	840.3	-	7,420.9					
Current Assets	37,323.8	6,800.4	(1,511.4)	42,612.8					
Total Assets	47,178.2	29,281.2	(3,734.4)	72,725.0					
Share Capital	1,087.4	318.0	(319.9)	1,085.5					
Share Capital Premium	1,645.5	-	(1,645.5)	-					
Payment Under Capital increase	-	-	-	-					
General Reserve	-	122.7		122.7					
Legal Reserves	533.1	177.2	-	710.3					
Private Reserve	7,664.2	223.0	4.2	7,891.4					
Risk Reserve	-	20.4	-	20.4					
Accumulated Profit (Losses)	(863.1)	13,537.9	5.4	12,680.2					
Net Income / (Loss) for The Period	1,932.8	1,091.5	(96.2)	2,928.1					
Total Shareholders' Equity Before NCI	11,999.8	15,490.6	(2,051.9)	25,438.5					
Total NCI	1,128.4	850.5	(0.5)	1,978.4					
Total Equity	13,128.2	16,341.1	(2,052.4)	27,417.0					
Trade Payables	18,900.5	932.5	(499.8)	19,333.2					
Loans & Overdraft	11,533.9	4,039.0	-	15,572.9					
Due to Related Parties	3.7	-	(1.6)	2.1					
Due to Related Parties - Inter-Segment	4.6	1,003.0	(1,007.6)	-					
Provision	670.4	32.4	-	702.8					
Other Current Liabilities	597.9	146.2		744.1					
Short term bond	-	80.0	-	80.0					
	31,711.0	6,233.1	(1,509.0)	36,435.0					
Fotal Current Liabilities	585.5	6,250.4	(1,505.0)	6,835.8					
Loans Provision	7.1		<u> </u>	7.1					
Provision	851.5	272.2	<u> </u>	1,123.8					
Lease Obligation				· · · · · · · · · · · · · · · · · · ·					
Trade and Notes Payables	557.3	64.4	(173.0)	384.4 402.0					
Deferred Tax Liabilities	337.6	120.0	-	120.0					
Bonds Payable Total Non-Current Liabilities	2.339.0	6,707.0	(173.0)	8,873.0					
Total Non-Current Elabilities  Total Equity And Liabilities	47,178.2	29,281.2	(3,734.4)	72,725.0					

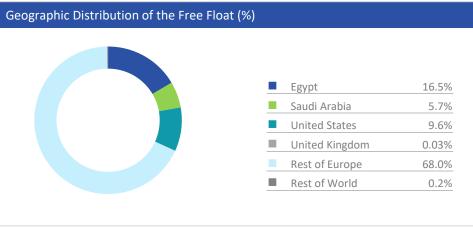


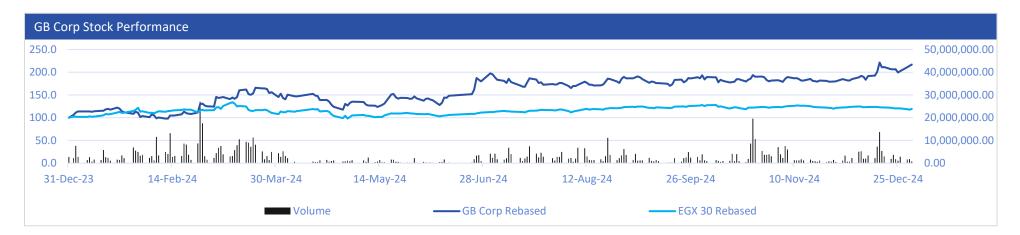


GB Corp is focused on the long-term sustainability of the business and its ability to deliver to shareholders.

#### A closer look at our shareholding structure as of 31 December 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.	<	$\supset$	$\bigcirc$		
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.					
PCR	Passenger Car Radial.					
TBR	Truck and Bus Radial.	<	$\supset$	$\bigcirc$		•



## Thank you

**INVESTOR RELATIONS** 

Mansour Kabbani Board of Directors Member

Mohamed Younis Chief Investment Officer

Sarah Maged Investor Relations Communications Manager

Direct: +202 3910 0485 Fax: +202 3539 0139

E-mail: ir@gb-corporation.com

ir.gb-corporation.com

**Shareholder Information** 

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

**Number of Shares Outstanding** 

1,085,500,000