

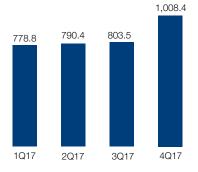
**AUTO.CA** on the Egyptian Exchange

Revenue Progression (all figures in LE million)

## **GB Auto & Auto Related**



## **GB** Capital



We are confident profitability will return for the entire automotive division in the year to come.

# **GB Auto Reports 4Q & FY17 Results**

Automotive leader's revenues climb 15.5% y-o-y and delivers a third consecutive quarterly improvement in operating profit

4 March 2018 — (Cairo, Egypt) GB Auto (AUTO.CA on the Egyptian Exchange), a leading automotive company in the Middle East and North Africa and non-bank financial services provider in Egypt, announced today its consolidated results for the fourth quarter and full year 2017. The Group recorded top-line gains for both the quarter and the year, a testament to the company's solid execution of its previously communicated strategy to focus on high-margin divisions.

"We've managed to liquidate loss-making passenger car models, maintain our price migration strategy, and streamline our operations to slowly begin to make our way to profitability," said GB Auto Chief Executive Officer Raouf Ghabbour. "We are confident that the increased appetite for our automotive products, will see us steadily regain our market share to our historical rate of 33% and improve our margins."

GB Capital delivered strong results, posting a 4Q17 revenue figure of LE 774.3 million (after intercompany eliminations), up 48.5% y-o-y and contributing 14.1% to overall Group revenues. Revenues also climbed 47.3% y-o-y for FY17, coming in at LE 2,561.6 million (after intercompany eliminations) and contributing 14.5% to the Group's total revenues for the period.

GB Auto & Auto-Related segment's results were bolstered by the solid performance of its high-margin ancillary operations, with the After-Sales division's revenues growing 24.5% y-o-y to LE 1,028.2 million in FY17 and Tires 51.2% y-o-y to LE 699.1 million. Revenues from the Passenger Car segment gained 10% q-o-q in 4Q17 as demand continues to recover, while full year revenues declined 14.7% due to challenging market conditions in 1H17. Gross profit excluding Regional operations improved again in 4Q17, delivering the third quarterly improvement in a row.

"While we anticipate growth in the next quarter to be relatively muted due to seasonality and expected supply shortages, we believe the worst of the turbulence is now behind us as customers adapt to our new prices, demand is on the upswing, and both our automotive and ancillary businesses continue to do well," said Ghabbour. "We've continued to take solid steps to streamline our operations and reduce debt. As for GB Capital, the business continues to do well month on month in a market increasingly looking for financing options, with credit quality remaining excellent."

GB Auto Group recorded consolidated revenues of LE 5,483.7 million in 4Q17, gaining 33.4% y-o-y, and managed to end the year with a top line of LE 17,656.6 million, a 15.5% y-o-y increase. Gross profit for the Group increased 3.4% compared to 3Q17, delivering the third consecutive increase in a row. Full-year gross profit margin came in at 11.1% versus 14.4% last year. Finance costs nearly doubled y-o-y to EGP 1,277.4 million for the full year, which saw GB Auto turn a net loss of LE 666.9 million in FY17, narrowing from LE 865.7 million last year.

Looking ahead, Ghabbour noted, "We are confident that not only will our complementary automotive businesses continue to be a beacon of strength in the coming quarters, but profitability will rise across the entire division in the year to come as passenger car market volumes are expected to improve to 120,000 units, of which GB Auto's market share is set



to be at least 30%. This together with our proven ability to react with flexibility to market dynamics and our cost cutting and diversification efforts will see the company through going forward. However, while we're confident that positive sentiment is finding its way back to the automotive market, we are anxiously awaiting the Egyptian government to pass the highly anticipated Automotive Directive before we miss the window of opportunity to become an automotive hub in the region. We believe the Automotive Directive will not only benefit automotive assemblers, but greatly improve Egypt's investment climate."

Highlights of GB Auto Group's 4Q17 results, along with management's analysis of the company's performance and complete financials, are available for download on **ir.ghabbourauto.com**.



# **GB Auto Group Financial Statements**

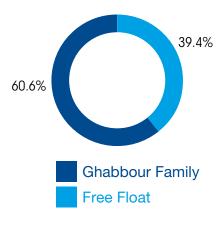
# **Income Statement**

(LE million)	Three Months Ended			Twelve Months Ended		
	4Q16	4Q17	% Change	FY16	FY17	% Change
Egypt Passenger Cars Revenues	2,090.7	2,455.7	17.5%	8,016.1	6,840.5	-14.7%
Egypt Motorcycles & Three-Wheelers Revenues	338.7	681.8	-	1,708.2	2,206.2	29.2%
Egypt Commercial Vehicles & Construction Equipment Revenues	299.1	336.1	12.3%	1,113.3	1,092.2	-1.9%
Egypt Tires Revenues	147.6	198.6	34.6%	462.5	699.1	51.2%
GB Capital (Financing Businesses) Revenues	521.4	774.3	48.5%	1,739.6	2,561.6	47.3%
Egypt After-Sales Revenues	272.4	278.9	2.4%	826.2	1,028.2	24.5%
Regional Revenues	350.8	673.0	91.9%	1,201.4	2,940.8	-
Others Revenues	90.0	85.3	-5.3%	218.5	287.9	31.8%
Total Sales Revenues	4,110.8	5,483.7	33.4%	15,285.7	17,656.6	15.5%
Gross Profit						
Egypt Passenger Cars Gross Profits	285.8	58.0	-79.7%	942.3	283.4	-69.9%
Egypt Motorcycles & Three-Wheelers Gross Profits	37.8	85.3	-	241.2	253.3	5.0%
Egypt Commercial Vehicles& Construction Equipment Gross Profits	71.3	45.4	-36.3%	201.3	176.8	-12.2%
Egypt Tires Gross Profits	36.7	40.6	10.6%	101.3	131.8	30.0%
GB Capital (Financing Businesses) Gross Profits	126.3	195.1	54.5%	404.9	656.2	62.1%
Egypt After-Sales Gross Profits	88.4	69.6	-21.2%	262.0	294.0	12.2%
Regional Gross Profits	-5.7	-10.4	83.9%	19.6	112.1	-
Others Gross Profits	6.8	14.3	-	29.6	45.3	53.4%
Total Gross Profit	647.4	497.9	-23.1%	2,202.1	1,952.8	-11.3%
Gross Profit Margin	15.7%	9.1%	-6.7	14.4%	11.1%	-3.3
Selling and Marketing	-291.4	-217.9	-25.2%	-744.6	-870.4	16.9%
Administration Expenses	-195.4	-110.8	-43.3%	-455.0	-412.3	-9.4%
Other Income (Expenses)	12.1	45.1	-	29.9	151.5	-
Operating Profit	172.6	214.3	24.1%	1,032.4	821.6	-20.4%
Operating Profit Margin (%)	4.2%	3.9%	-0.3	6.8%	4.7%	-2.1
Net Provisions and Non-Operating FV of Investment Property	-147.3	-127.2	-13.6%	-166.4	-203.4	22.2%
EBIT	25.4	87.0	-	866.0	618.2	-28.6%
EBIT Margin (%)	0.6%	1.6%	1.0	5.7%	3.5%	-2.2
Foreign Exchange Gains (Losses)	-1,063.7	34.6	-	-1,211.6	-92.6	-92.4%
Net Finance Cost	-215.6	-322.8	49.7%	-641.7	-1,277.4	99.0%
Earnings Before Tax	-1,253.9	-201.2	-84.0%	-987.4	-751.7	-23.9%
Income Taxes	79.2	-47.0	-	-2.4	28.1	-
Net Profit / Loss Before Minority Interest	-1,174.7	-248.2	-78.9%	-989.8	-723.7	-26.9%
Minority Interest	116.7	25.6	-78.1%	124.2	56.8	-54.3%
Net Income/Loss	-1,058.0	-222.6	-79.0%	-865.7	-666.9	-23.0%
Net Profit Margin (%)	-25.7%	-4.1%	21.7	-5.7%	-3.8%	1.9



# **GB Auto's Shareholding Structure**

as of 31 December 2017



#### **Head Office**

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

### **Investor Relations**

Mansour Kabbani Board of Directors Member

Andre Valavanis Investor Relations Manager

Sarah Maged Investor Relations Associate

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## ir.ghabbourauto.com

## **Shareholder Information**

Reuters Code: AUTO.CA Bloomberg Code: AUTO.EY

Shares Outstanding: 1,094,009,733

#### **About GB Auto S.A.E.**

GB Auto S.A.E. (AUTO.CA on the Egyptian Exchange) is a leading automotive company in the Middle East and North Africa and non-bank financial services provider in Egypt. Across seven primary lines of business — Passenger Cars, Motorcycles & Three-Wheelers, Commercial Vehicles & Construction Equipment, Tires, Financing, After-Sales, and Regional operations — the company's main business activities include assembly, manufacturing, sales and distribution, financing and after-sales services. GB Auto's portfolio of brands includes Hyundai, Mazda, Geely, Chery, Bajaj, Marcopolo, Iveco, Volvo Truck & Bus, Volvo Construction Equipment, Mitsubishi Fuso, YTO, Karry, SDLG, Aksa, Lassa, Yokohama, Goodyear, Westlake, Triangle, Grandstone, Diamond Back, Diamond Coin, Jumbo, Monroe and Gazpromneft. GB Auto has operations in Egypt, Iraq, Algeria, and Jordan. The company is headquartered in Giza, Greater Cairo Area, Egypt.

www.ghabbourauto.com

## **Forward-Looking Statements**

This document may contain certain "forward-looking statements" relating to the Company's business. These may be identified in part through the use of forward-looking terminology such as "will," "planned," "expectations" and "forecast" as well as similar explanations or qualifiers and by discussions of strategy, plans or intentions. These statements may include descriptions of investments planned or currently under consideration or development by the Company and the anticipated impact of these investments. Any such statements reflect the current views of the Company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance, decisions or achievements of the Company to be materially different from any future results that may be expressed or implied by such forward-looking statements.