

INVESTOR PRESENTATION

THIRD QUARTER 2016





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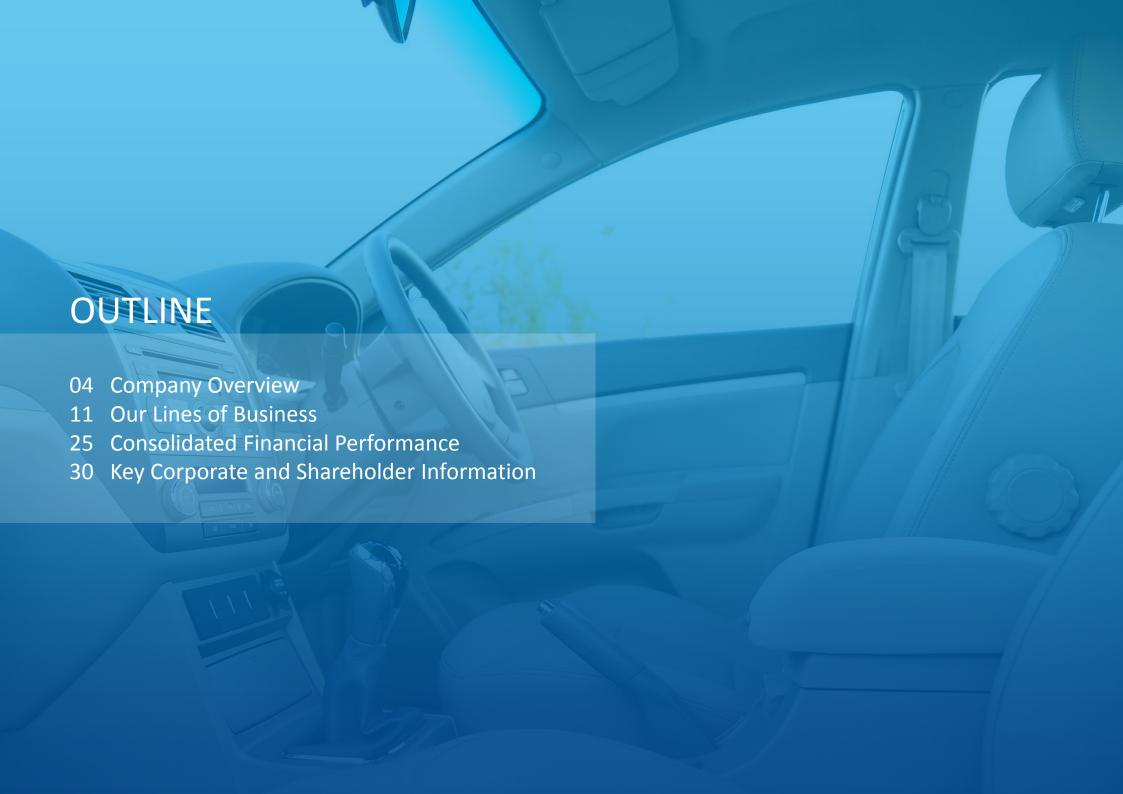
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GB Auto is a leading regional automotive player with diverse operations that span the value chain from manufacturing and assembly to sales and financing...

ASSEMBLY	MANUFACTURING	SALES AND DISTRIBUTION	FINANCING	AFTER-SALES SERVICES
 Passenger car Completely Knocked Down (CKD) assembly Motorcycles and Three- Wheelers Semi-Knocked Down (SKD) assembly 	 Bus body manufacturing Trailers and super structures 	 Passenger Cars in Egypt, Iraq, and Algeria CV&CE in Egypt Motorcycles and Three- Wheelers in Egypt and Iraq Tires in Egypt, Iraq, Jordan, Algeria 	 GB Capital oversees operations at the Group's 5 non-bank financial service providers: GB Lease, Mashroey, Drive, Haram, and the newly-launched Tasaheel Lending is based on strict credit policies Asset quality and collections are closely monitored, well-maintained and controlled within each company, and results normally match or exceed industry norms 	 Passenger Cars Commercial Vehicles Motorcycles and Three-Wheelers



...with the company's operations spread across seven primary lines of business*

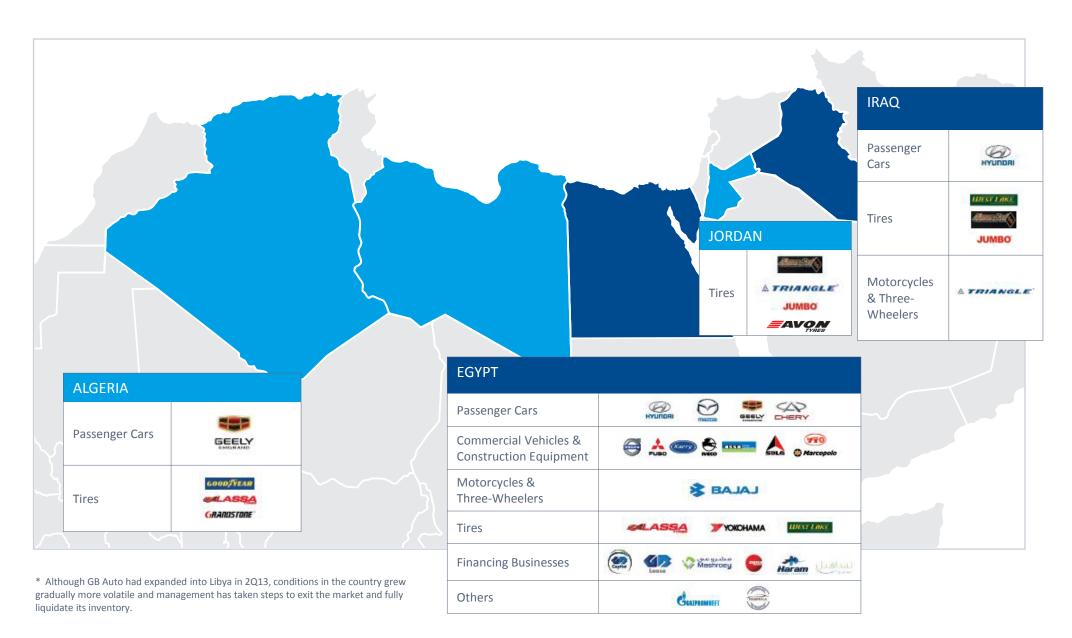
Egypt Passenger Cars	Egypt Motorcycles & Three-Wheelers	Commercial Vehicles & Construction Equipment	Egypt Tires	Financing Businesses	Egypt After-Sales	Regional
57.0%	11.6%	6.6%	2.3%	9.9%	4.7%	6.5%
3Q16 Group Revenue Contribution	3Q16 Group Revenue Contribution	3Q16 Group Revenue Contribution	3Q16 Group Revenue Contribution	3Q16 Group Revenue Contribution	3Q16 Group Revenue Contribution	3Q16 Group Revenue Contribution
5-Year CAGR 25.8%	5-Year CAGR 5.4%	5-Year CAGR 22.4%	5-Year CAGR 4.8%	5-Year CAGR 41.4%	5-Year CAGR 20.0%	5-Year CAGR -12.2%
39.4% 3Q16 Gross Profit Margin 8.7%	12.2% 3Q16 Gross Profit Margin 13.3%	10.0% 3Q16 Gross Profit Margin 19.5%	3.6% 3Q16 Gross Profit Margin 19.2%	20.0% 3Q16 Gross Profit Margin 25.5%	12.1% 3Q16 Gross Profit Margin 32.4%	0.7% 3Q16 Gross Profit Margin 1.3%
- Assembly and distribution of imported completely-knocked-down (CKD) kits with a production capacity of around 50,000 units per year for the Egyptian market - Distribution of imported completely-built-up (CBU) vehicles across footprint - Financing options provided through Drive in Egypt	Distribution of motorcycles and three-wheelers Financing options provided through Mashroey	Assembly and distribution of trucks Bus-body manufacturing; distribution of buses Manufacturing and distribution of superstructures and trailers Distribution of construction and farming equipment	Distribution of passenger car, van, truck, construction equipment and bus tires	- GB Auto's Financing Businesses offer financing in all segments of the market - GB Lease caters to commercial vehicle and corporate lease clients - Mashroey finances the purchase of motorcycles, three-wheeler, YTO tractors and motor tricycles - Drive offers consumer financing of passenger cars and factoring of auto and non-auto products - HTT provides operational leasing - Tasaheel focuses mainly on group microfinance lending to women	After-Sales service and distribution of spare parts for passenger cars, motorcycles and three-wheelers, and commercial vehicles The largest cross-country network of its kind Constant and ongoing expansion of network and service center capacities	Distribution of imported completely-built-up (CBU) passenger car units in Iraq (Hyundai) and Algeria (Geely Emgrand) Distribution of Bajaj Motorcycles & Three-Wheelers in Iraq, in addition to after-sales services Distribution of Westlake, Diamond Back, Triangle, and Jumbo tires in Iraq; Avon, Diamond Back, Triangle, and Jumbo in Jordan; and Goodyear, Lassa, and Grandstone in Algeria

^{*}To allow for more clarity as GB Auto's business evolves, Management opted to review its method of business line reporting, by a) Separating its Egyptian operations from regional ones; and b) Separating After-Sales activities, reporting each of them as a standalone LOB. **GB Auto has one secondary line of business, Others, which consists of lubricants, pre-owned passenger cars, pre-owned commercial vehicles, and retail.

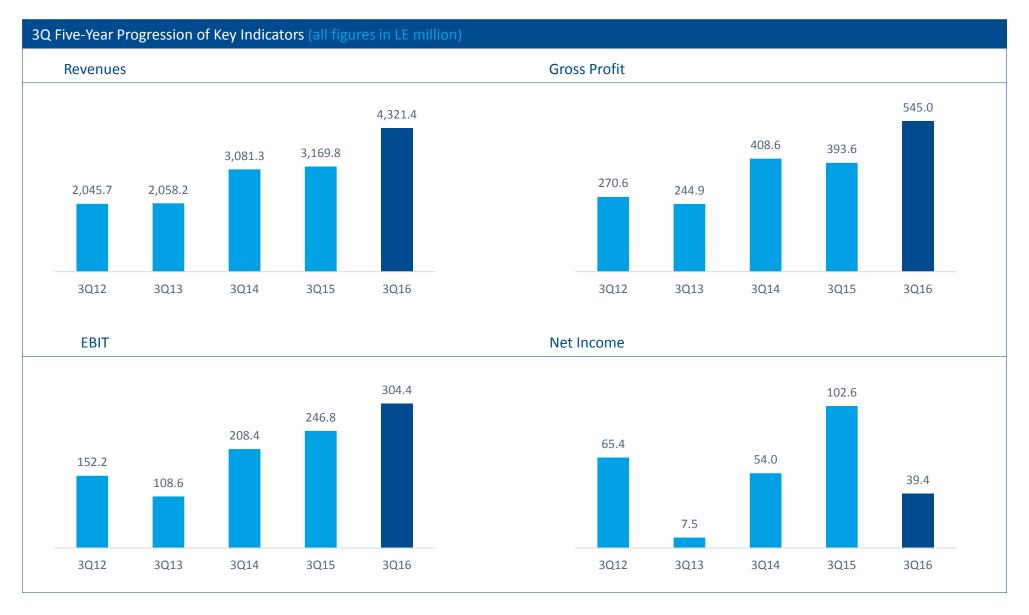




...and an established regional footprint, with a strong portfolio of top global brands...



...leading to consistently strong results in key performance indicators.





With strong key regional growth drivers, the MENA automotive market offers significant opportunity...



Significant GDP Growth



Rapidly Forming Middle Class



Strategic Location



Low Motorization Index



Large, Fast-Growing Consumer Base



Availability of Consumer Finance

...and GB Auto's strategy focuses on moving up the value chain in high margin businesses while utilizing exports to push geographical and product expansion.

GB Auto's activities are part of a three-axis strategy designed to maximize long-term growth

Targeting Exports to High-Growth Markets

Expanding High-Margin
Operations

Growing our Product
Portfolio

The company's key strategic goals include

Grow exports through penetration of high-growth markets while simultaneously maintaining focus on current markets.

Expand high-margin operations while nurturing steady growth in other lines of business, with a focus on going up the manufacturing value chain

Increase brand representation and product portfolio and expand product reach across all countries of operations.

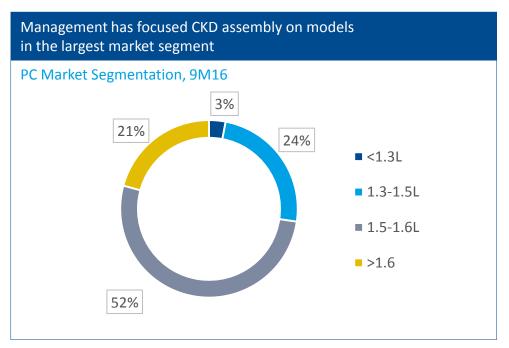


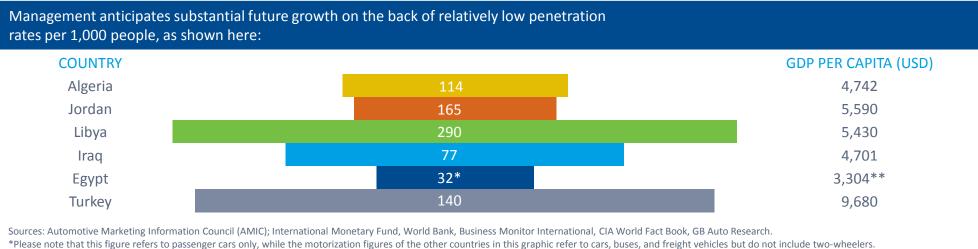


The Egyptian passenger car market's fundamentals are strong, and will continue to be so in the years to come



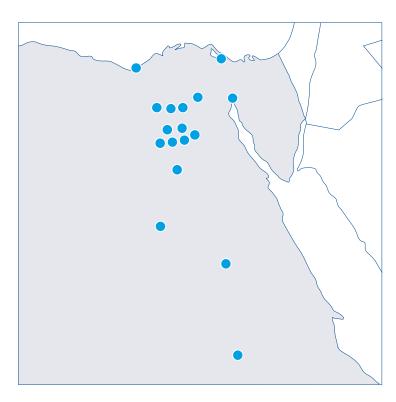
** Egypt's 2014 GDP per Capita figure as 2015 figures are not yet available.



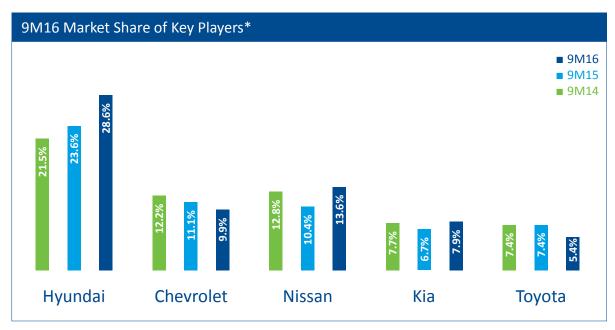




GB Auto dominates the local market on the back of its unmatched distribution and after-sales network, expansive product offering, and strong value proposition as the best value for money...



Location of GB Auto Distribution and After-Sales Facilities



GB Auto is the **leading market player** with a **38.0%** market share in 9M16 across all its brands. GB Auto's market share is expected to increase in the final quarter of the year.

The addition of **Chery** to GB's brand portfolio compliments its existing Korean, Japanese, and Chinese passenger car ranges at ideal price points, setting the company up for further growth. In its first month of sales, Chery was able to gain an 7.6% market share, and so far, GB Auto has sold over 4,000 units.

Largest national distribution and after-sales service network

GB Auto now offers **five CKD models** compared to only two last year.



^{*} Source: Automotive Marketing Information Council (AMIC). Please note that AMIC figures are based on individual companies willingly contributing / reporting their sales and that GB Auto cannot check the full accuracy of these or guarantee that all companies operating in Egypt report to AMIC

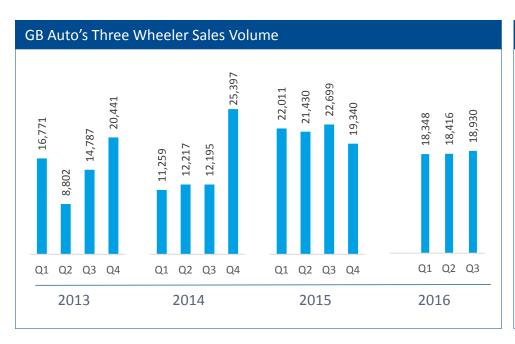
...resulting in improved financial performance for the Passenger Cars line of business.

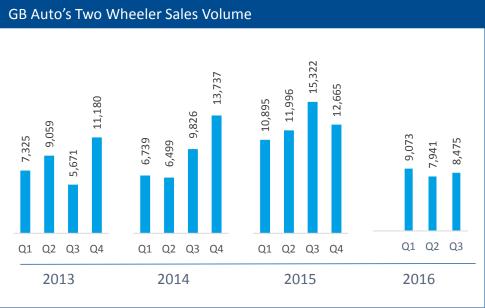
Egypt Passenger Car Sales Activity (All Brands)

		3Q14	3Q15	3Q16	% Change 3Q15 v 3Q16	9M14	9M15	9M16	% Change 9M15 v 9M16
CBU Sales Volume	(Units)	6,425	7,733	7,101	-8.2%	15,433	20,980	18,989	-9.5%
CKD Sales Volume	(Units)	10,094	6,863	9,418	37.2%	29,372	21,872	23,346	6.7%
Total Sales Volume	(Units)	16,519	14,596	16,519	13.2%	44,805	42,852	42,335	-1.2%
Sales Revenue	(LE million)	1,592.2	1,621.2	2,464.3	52.0%	4,143.7	4,550.9	5,925.4	30.2%
Gross Profit	(LE million)	175.89	159.1	214.5	34.8%	477.5	477.2	656.5	37.6%
Gross Profit Margin	(%)	11.1%	9.8%	8.7%	(1.1)	11.5%	10.5%	11.1%	0.6



GB Auto is the exclusive Egyptian distributor for Bajaj three-wheelers and motorcycles, both of which remain strongly in demand...





GB Auto offers a wide product range within this business segment

- 3Q16 saw overall revenues from Motorcycles & Three-Wheelers decline by a marginal 2.2% y-o-y on the back of lower sales volumes, which were
 25.7% below 3Q15 levels at the end of the quarter. The division's gross profit margin also witnessed a decrease of 3.1 percentage points, coming in at 13.3%, due largely to the surge in unit prices on the supply side as a result of the sharp depreciation of the EGP against the USD.
- GB Auto's current facilities in Egypt are considered to be the first and largest motorized assembly line of production for Bajaj three-wheelers outside
 of India. GB Auto has finalized technical assistance agreements with Bajaj, who will provide engineering data and technical know-how and expertise
 pertaining to the making of the Boxer 150 and Auto-Rickshaw models. The company will is on track with plans to build new component
 manufacturing hangers and purchase machinery and equipment for new painting and welding shops.



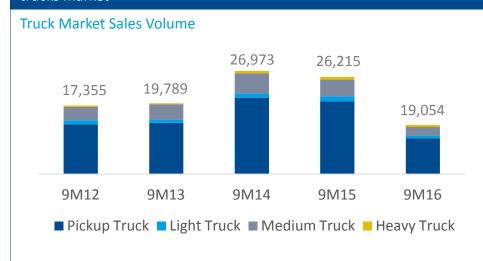
...and the Motorcycles & Three-Wheelers LOB continues to contribute significantly to GB Auto's top- and bottom-line.

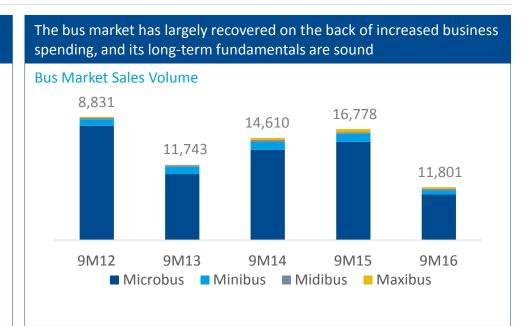
		3Q14	3Q15	3Q16	% Change 3Q15 v 3Q16	9M14	9M15	9M16	% Change 9M15 v 9M16
Three-Wheeler Sales Volume	(Units)	12,195	22,699	18,930	-16.6%	35,671	66,140	55,694	-15.8%
Motorcycle Sales Volume	(Units)	9,826	15,322	8,475	-44.7%	23,064	38,213	25,489	-33.3%
Tricycles Sales Volume	(Units)	-	-	862	-	-	-	2,168	-
Total Sales Volume	(Units)	22,021	38,021	28,267	-25.7%	58,735	104,353	83,351	-20.1%
Sales Revenue	(LE million)	269.9	511.0	499.5	-2.2%	744.2	1,438.6	1,369.5	-4.8%
Gross Profit	(LE million)	51.1	83.8	66.2	-21.0%	137.9	239.2	203.4	-15.0%
Gross Profit Margin	(%)	18.9%	16.4%	13.3%	(3.1)	18.5%	16.6%	14.8%	(1.8)



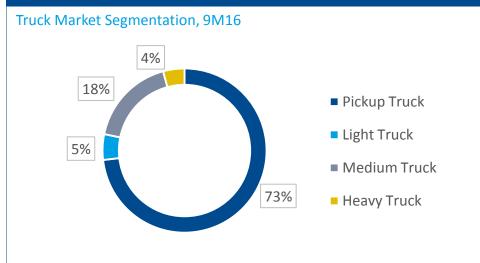
Egypt's commercial vehicle market is recovering on the back of ongoing government spending on infrastructure investments and increased economic activity...

An ongoing lack of economic clarity has dampened the light & medium trucks market

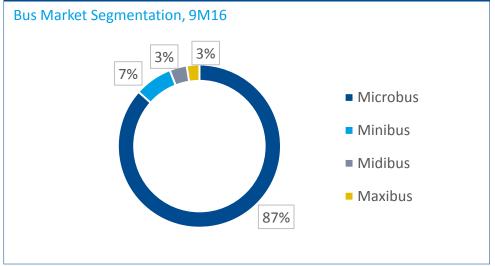




The largest segment of the truck market, the pick-up truck, is absent from GB Auto's product range for now











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

BUSES	TRUCKS	TRAILERS	CONSTRUCTION	TRACTORS
 Buses were once again the top contributors to the segment's profitability, despite a drop in both sales volumes and revenues. Management expects buses to continue driving the segment's growth in the what remains of the year, and has signed a tender that should see GB Auto supply 90 coaches for touristic usage for LE 200 million. The introduction of the Karry a seven-seater in 2015 closed a key gap in GB Auto's product portfolio. 	 Trucks followed closely behind buses, with a 56.6% y-o-y increase in sales revenues, which climbed to LE 97.5 million during the quarter from LE 62.3 million last year, thanks to a rise of 70.4% y-o-y in sales volumes. The pick-up in demand for trucks, particularly heavy trucks, was driven by a renewed appetite for construction and infrastructure development activities in Egypt. 	 The Trailers division witnessed a slight slowdown in revenues as sales volumes decreased by 72.7% y-o-y. Management, however, expects improvements on this front. A focus on exports should be the next step. 	 Construction equipment witnessed a turnaround during the third quarter, with unit sales up 169.6% yo-yo-y, as construction activities gained in momentum. As a result, revenues from construction equipment increased nearly 3x to reach LE 35.9 million vs. 14.0 million in 3Q15. Management is exploring options to expand this segment into new MENA markets and has recently launched a used Commercial Vehicles & Construction Equipment venture. 	 Unit sales of tractors were substantially down in the three-month period just ended. On a nine-month basis, unit sales decreased by 65.0% y-o-y, which resulted in a 69.2 drop in revenues during 9M16. Forecasts see growth on the horizon, fuelled by an ongoing drive for the modernization of Egypt's agricultural sector. Management expects to see tractor sales improve, now that GB Auto's microfinancing arm has begun funding tractor sales.



This LOB continues to report strong performance at all divisions; management is confident that margins are sustainable at their current rates, and that this line of business will continue delivering growth

					% Change 3Q15				% Change 9M15
		3Q14	3Q15	3Q16	v 3Q16	9M14	9M15	9M16	v 9M16
Bus Sales Volume	(Units)	313	291	222	-23.7%	898	967	587	-39.3%
Truck Sales Volume	(Units)	396	189	322	70.4%	1,115	933	1,225	31.3%
Tractor Sales Volume	(Units)	22	-	-	-	106	80	28	-65.0%
Trailer Sales Volume	(Units)	33	66	18	-72.7%	122	210	103	-51.0%
Construction Equipment Sales Volume	(Units)	364	23	62	-	394	148	146	-1.4%
Total Sales Volume	(Units)	1,128	569	624	9.7%	2,635	2,338	2,089	-10.7%
Sales Revenue	(LE million)	193.1	257.1	283.4	10.2%	558.8	961.2	814.2	-15.3%
Gross Profit	(LE million)	17.3	36.9	54.4	47.2%	64.7	121.4	130.0	7.1%
Gross Profit Margin	(%)	9.0%	14.4%	19.2%	4.8	11.6%	12.6%	16.0%	3.3



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

Passenger Cars

- The Passenger Cars After-Sales division continued to report solid progress during 3Q, recording revenue and gross profit increases of 42.9% and 46.1% y-o-y, respectively.
- GB Auto's After-Sales service centers have been running at higher-than-average capacity utilization rates, which is why the company is constantly working to upgrade and expand its network of workshops.

Motorcycles & Three-Wheelers

- The Motorcycles & Three-Wheelers After-Sales division reported substantial increases in both revenues and gross profit for three- and nine-month periods.
- Revenues were 65.8% higher y-o-y, coming at LE 34.8 million, while gross profit stood at LE 9.0 million compared to LE 3.8 million in 3O15.

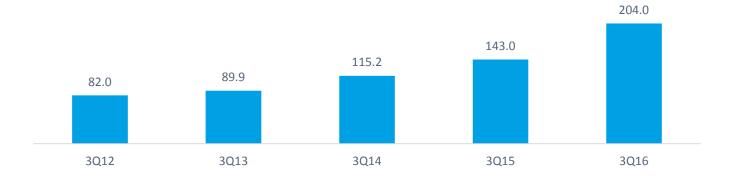
Commercial Vehicles & Construction Equipment

 The After-Sales division for Commercial Vehicles & Construction Equipment continued to steadily grow, with revenues and gross profit increasing by 26.0% and 68.0%, respectively, during the third quarter of 2016.

Total After-Sales Egypt		3Q15	3Q16 %	6 Change	9M15	9M16 %	6 Change
Passenger Car Egypt AFS Revenue	(LE million)	91.3	130.5	42.9%	268.0	352.2	31.4%
2&3 Wheelers	(LE million)	21.0	34.8	65.8%	67.4	96.5	43.2%
CV&CE: Egypt After-Sales Revenue	(LE million)	30.8	38.8	26.0%	79.9	105.0	31.4%
Total AFS Egypt Revenue	(LE million)	143.0	204.0	42.7%	415.4	553.8	33.3%
Total AFS Egypt Gross Profit	(LE million)	42.1	66.2	57.1%	120.9	173.6	43.5%
Total AFS Egypt Gross Profit Margin	(%)	29.5%	32.4%	3.0	29.1%	31.3%	2.2

Egypt After-Sales 5-Year Revenues Progression

(all figures in LE million)





GB Auto's Tires LOB has agreements with a number of Original Equipment Manufacturers (OEMs) and is an increasingly important contributor to overall profitability

- Distribution of passenger car, van, truck, construction equipment and bus tires in five markets
- Despite challenging economic conditions in GB
 Auto's home market, Tires continued to outperform at both the top- and bottom-line levels, posting revenues of LE 101.2 million in 3Q16. Gross profit margin stood at 19.3%, increasing by 17 percentage points y-o-y.
- GB Auto also launched its own brand of tires,
 Primo, to a warm market reception. The company imports custom-made molds from suppliers in Turkey and Eastern Europe and has decided to double its capacity as of 4Q16.

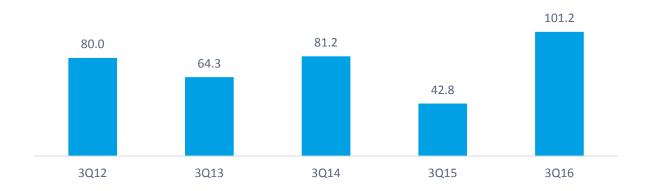
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Summary Performance		3Q15	3Q16	% Change	9M15	9M16 9	% Change
Total Sales Revenues	(LE million)	42.8	101.2	-	143.4	314.9	-
Total Gross Profit	(LE million)	1.0	19.5	-	12.9	64.6	-
Gross Margin	(%)	2.2%	19.3%	17.1	9.0%	20.5%	11.6

Tires in: Egypt - Passenger car tires - Light truck tires - Truck tires - Off-the-road (OTR) tires

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 and Geely Emgrand in Algeria; Bajaj motorcycles & three-wheelers in Iraq; and Tires in Algeria, Iraq, and Jordan. The company operates after-sales service centers in both Iraq and Algeria.

Passenger Cars

Iraq

- Challenges in the Iraqi market continued to impact demand for Passenger Cars, which has dropped significantly compared to previous years.
- The After-Sales division in Iraq delivered promising results, with revenues up 32.2% y-o-y to LE 27.1 million compared to LE 20.5 million in 3Q15.
- Management will continue on with its cost-cutting strategies, while keeping a watchful eye on the Iraqi market.

Algeria

- GB Auto's lean cost-cutting approach towards its Algerian operations continued to sustain margins during 3Q16. The company had also been taking steps to clear its slow-moving inventory, while it adapts to the country's new regulatory climate.
- Management remains watchful of any opportunities that arise in the market and expects to soon make an announcement on developments in Algeria.

Motorcycles & Three-Wheelers

Iraq

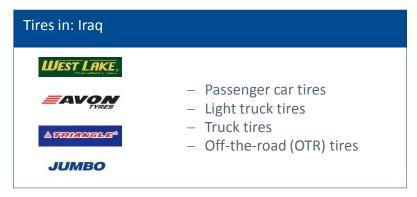
- Results from Iraqi operations were very promising, showing considerable growth y-o-y in terms of both sales volumes and revenues. Management had launched sales of these popular vehicles in Iraq last year to a promising market reception.
- GB Auto operates a small service center and spare parts outlet in Baghdad, and has recently added a second in the area of Al Najaf that also includes a Bajaj showroom.

Tires

- GB Auto's regional Tires division reported a decrease in revenues during 3Q16. Management expects the division's performance to improve in the coming months, despite the region's challenging operating environment.
- Our Goodyear representation in Algeria is the latest achievement in our ongoing efforts to round out this LOB's product offering, with more important representations to come on stream soon.









GB Auto's future strategy aims to create a full-fledged financial arm, and the Financing Business Line is contributing more to the company's overall profitability, driven by its diversified portfolio





- Established in 2008, GB
 Lease provides business to-business medium-term
 lease finance solutions to
 multinationals, top tier
 corporates, & SMEs.
- Focuses on risk diversification by asset class, industry sector & clients; asset base that covers all asset classes, including real estate, automotive, production lines, & others.
- Implements prudent risk management practices with regards to provisions and risk recognition.
- As a top tier active player in the market, GB Lease fully complies with all regulations and operates under the auspices of the EFSA.



- Mashroey began
 operations in March 2010
 & offers asset-based
 microfinance lending to
 eligible clients in the low income segment.
- Initial focus was on GB's
 Bajaj-branded three wheelers, but now the
 company has an extensive
 product base as it extends
 credit to finance the
 purchase of three wheelers, motorcycles (GB
 Auto product), tricycles
 (non-GB Auto), YTO
 tractors, minivans (GB
 Auto product) , and pre owned three-wheelers.
- Credit policy is stringent, portfolio tenor is predominantly short-term.
- Operates nationwide network of c.80 branches.



- Drive obtained its license as a factoring company in
 3Q12 & extends services to a diversified client base, ranging from business-to-business (SMEs) to business-to-consumer (retail), including auto-loans to end-consumers.
- Maintains a well-developed portfolio, offers mediumterm tenors, & focuses on risk diversification by product type, client base, & brands (where auto loans are concerned).
- Operations are nonexclusive to GB Auto.
- Operates 2 branches in Cairo and Alexandria.
- Fully complies with all regulations and operates under the auspices of the EFSA.



- HTT Joined GB Capital in late 2012 & operates as a car rental company on a quasi-operational lease basis.
- It is Egypt's premier vehicle fleet leasing company & serves top-tier private sector companies, multinationals, & financial institutions.
- Average tenor of 3 years.
- Company service agreements entail vehicle acquisition, registration, maintenance, & insurance that extends to third-party damage & passengers.
- Other complementary services include fleet management reports.



- Launched in August 2015, Tasaheel extends direct microfinance lending to eligible clients, with a specific focus on group lending to women;
- It aims to help low-income earners generate higher returns to improve their living standards, which in turn supports overall community development & economic growth.
- At year-end 2015, the company had 16 branches & aims to establish a nationwide network of at least 100 branches by 2020.
- Tasaheel fully complies with all regulations and operates in accordance with EFSA regulations.



GB Auto's Tires, Financing Businesses, After-Sales and Secondary LOBs round-out the company's offerings across the value chain

Financing Businesses					% Change 3Q15				% Change 9M15
Summary Performance		3Q14	3Q15	3Q16	v 3Q16	9M14	9M15	9M16	v 9M16
Total Sales Revenue	(LE million)	186.8	289.1	428.1	48.1%	465.5	751.7	1,218.1	62.0%
Total Gross Profit	(LE million)	45.5	58.7	109.1	85.7%	114.7	165.9	278.6	68.0%
Gross Margin	(%)	24.3%	20.3%	25.5%	5.2	24.6%	22.1%	22.9%	0.8

6 1 105 (01)					% Change				% Change
Secondary LOBs (Others)					3Q15				9M15
Summary Performance		3Q14	3Q15	3Q16	v 3Q16	9M14	9M15	9M16	v 9M16
Lubricants Sales Revenue	(LE million)	0.9	6.8	19.4	-	0.9	15.3	45.6	-
Pre-Owned PC Sales Revenue	(LE million)	8.8	11.9	30.6	-	12.3	28.6	71.1	-
Pre-Owned CV&CE Sales Revenue	(LE Million)	-	-	10.0	-	-	0.0	10.0	-
Total Sales Revenues	(LE million)	10.4	19.5	60.8	-	14.9	46.2	128.5	-
Lubricants Gross Profit	(LE million)	0.2	2.8	7.8	-	0.2	5.4	16.5	-
Pre-Owned PC Gross Profit	(LE million)	0.4	0.7	1.8	-	0.7	1.5	4.1	-
Pre-Owned CV&CE Gross Profit	(LE million)	-	-	1.5	-	-	0.0	1.5	-
Total Gross Profit	(LE million)	-1.0	2.1	11.5	-	-4.1	1.6	22.8	-
Gross Margin	(%)	-9.5%	10.8%	18.8%	8.0	-27. 6%	3.5%	17.7%	14.2





Sales Summary

	_	3Q14	3Q15	3Q16	9M14	9M15	9M16
	Passenger Cars, Egypt	16,519	14,596	16,519	44,805	42,852	42,335
	Passenger Cars, Iraq	4,608	1,909	1,420	16,141	9,206	4,407
	Passenger Cars, Algeria	-	287	86	-	920	398
	Motorcycles & Three-Wheelers, Egypt	22,021	38,021	28,267	58,735	104,353	83,351
its)	Motorcycles & Three-Wheelers, Iraq	-	133	502	-	515	1,175
Volume (units)	Buses	313	291	222	898	967	587
nme	Trucks	396	189	322	1,115	933	1,225
Vol	Tractors	22	-	-	106	80	28
	Trailers	33	66	18	122	210	103
	Construction Equipment	364	23	62	394	148	146
	Pre-Owned Passenger Cars	89	98	199	130	262	489
	Passenger Cars, Egypt	1,592.2	1,621.2	2,464.3	4,143.7	4,550.9	5,925.4
	Passenger Cars, Iraq	610.7	231.1	233.1	2,116.6	1,090.3	725.3
	Passenger Cars, Algeria	1.8	18.1	8.1	3.9	58.0	31.2
	Motorcycles & Three-Wheelers, Egypt	269.9	511.0	499.5	744.2	1,438.6	1,369.5
lion)	Motorcycles & Three-Wheelers, Iraq	-	2.6	7.2	-	5.3	16.2
E E	Commercial Vehicles & Construction Equipment	193.1	257.1	283.4	558.8	961.2	814.2
e (LE	After-Sales, Egypt	115.2	143.0	204.0	325.1	415.4	553.8
Revenue (LE million)	Tires, Egypt	81.2	42.8	101.2	240.4	143.4	314.9
Rev	Tires, Regional	18.6	25.1	18.0	67.8	90.5	64.1
	Financing Businesses	186.8	289.1	428.1	465.5	751.7	1,218.1
	Others	10.4	19.5	60.8	14.9	46.2	128.5
	Total Sales Revenue	3,081.3	3,169.8	4,321.4	8,829.6	9,575.4	11,174.8



	_	3Q14	3Q15	3Q16	9M14	9M15	9M16
	Passenger Cars, Egypt	175. 9	159.1	214.5	477.5	477.2	656.4
	Passenger Cars, Iraq	69.7	8.2	3.4	231.6	38.5	18.4
	Passenger Cars, Algeria	0.8	1.1	1.0	0.7	4.7	3.6
(L	Motorcycles & Three-Wheelers, Egypt	51.1	83.8	66.2	137.9	239.2	203.4
Gross Profit (LE million)	Motorcycles & Three-Wheelers, Iraq	-	0.3	1.4	-	0.6	2.9
	Buses	7.7	29.5	29.1	24.7	78.0	58.9
ofit	Trucks	7.1	6.8	18.6	36.3	35.2	56.8
ss Pr	Tractors	-	-	-	-	(0.2)	_
G	Trailers	(0.3)	(0.9)	(0.8)	(1.6)	0.6	(2.0)
	Construction Equipment	2.9	1.6	7.6	5.4	7.9	16.3
	Financing Business	45.5	58.7	109.1	114.7	165.9	278.6
	Passenger Cars, Egypt	11.1%	9.8%	8.7%	11.5%	10.5%	11.1%
	Passenger Cars, Iraq	11.4%	3.5%	1.4%	10.9%	3.5%	2.5%
	Passenger Cars, Algeria	47.4%	5.9%	12.2%	18.9%	8.0%	11.5%
(3)	Motorcycles & Three-Wheelers, Egypt	18.9%	16.4%	13.3%	18.5%	16.6%	14.8%
in (%	Motorcycles & Three-Wheelers, Iraq	-	10.8%	19.8%	-	10.9%	18.0%
largi	Commercial Vehicles & Construction Equipment	9.0%	14.4%	19.2%	11.6%	12.6%	16.0%
fit N	After-Sales, Egypt	28.2%	29.5%	32.4%	28.1%	29.1%	31.3%
Gross Profit Margin (%)	Tires, Egypt	19.1%	2.2%	19.3%	18.2%	9.0%	20.5%
iross	Tires, Regional	7.0%	8.1%	1.1%	8.0%	6.9%	4.2%
	Financing Businesses	24.3%	20.3%	25.5%	24.6%	22.1%	22.9%
	Others	-9.5%	10.8%	18.8%	-27.6%	3.5%	17.7%
	Gross Profit Margin	13.3%	12.4%	12.6%	13.2%	12.4%	13.9%



Income Statement

	Three Months Ended		Nine Months Ended			
(LE million)	3Q15	3Q16	% Change	9M15	9M16	% Change
Passenger Cars Revenues	1,621.2	2,464.3	52.0%	4,550.9	5,925.4	30.2%
Motorcycles & Three-Wheelers Revenues	511.0	499.5	-2.2%	1,438.6	1,369.5	-4.8%
Commercial Vehicles & Construction Equipment Revenues	257.1	283.4	10.2%	961.2	814.2	-15.3%
Egypt Tires Revenues	42.8	101.2	-	143.4	314.9	-
Financing Businesses Revenues	289.1	428.1	48.1%	751.7	1,218.1	62.0%
Egypt After-Sales	143.0	204.0	42.7%	415.4	553.8	33.3%
Regional	286.1	280.0	-2.1%	1,268.0	850.5	-32.9%
Other Revenues	19.5	60.8	-	46.2	128.5	-
Total Sales Revenues	3,169.8	4,321.4	36.3%	9,575.4	11,174.9	16.7%
Total Gross Profit	393.6	545.0	38.5%	1,185.1	1,554.7	31.2%
Gross Profit Margin (%)	12.4%	12.6%	0.2	12.4%	13.9%	1.5
Selling and Marketing	(128.4)	(156.4)	21.9%	(373.1)	(453.2)	21.5%
Administration Expenses	(98.2)	(96.1)	-2.1%	(274.0)	(259.5)	-5.3%
Other Operating Income (Expenses)	9.3	(0.4)	-	24.4	17.8	-27.0%
Operating Profit	176.3	292.1	65.7%	562.4	859.7	52.9%
Operating Profit Margin (%)	5.6%	6.8%	1.2	5.9%	7.7%	1.8
Net Provisions and Non-Operating	(16.9)	12.2	-	(29.7)	(19.2)	-35.6%
FV of Investment Property	87.3	-	-	87.3	-	_
EBIT	246.8	304.4	23.3%	620.0	840.6	35.6%
EBIT Margin (%)	7.8%	7.0%	(0.7)	6.5%	7.5%	1.0
Foreign Exchange Gains (Losses)	(40.0)	(80.8)	-	(115.2)	(147.9)	28.3%
Net Finance Cost	(79.4)	(164.0)	-	(254.0)	(426.2)	67.8%
Earnings Before Tax	127.4	59.6	-53.2%	250.8	266.6	6.3%
Income Taxes	12.7	(12.6)	-	(41.2)	(81.7)	98.4%
Net Profit Before Minority Interest	140.1	47.0	-66.4%	209.7	184.9	-11.8%
Minority Interest	(37.5)	(7.6)	-79.7%	(4.7)	7.5	-
Net Income	102.6	39.4	-61.6%	205.0	192.4	-6.3%
Net Profit Margin (%)	3.2%	0.9%	(2.3)	2.1%	1.7%	(0.4)
Net Income from Continuing Operations	58.1	39.4	-32.2%	160.4	192.4	19.9%
Net Profit Margin from Continuing Operations (%)	1.8%	0.9%	(0.9)	1.7%	1.7%	-

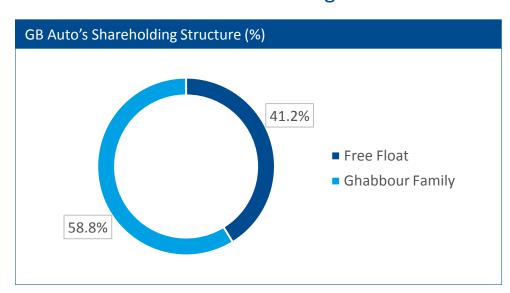


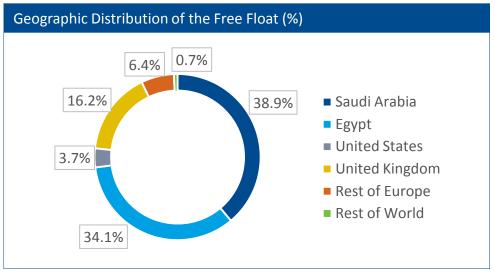
	As of				
(LE million)	31-Dec-15	30-Sep-16	% Change		
Cash	1,188.7	755.6	-36.4%		
Net Accounts Receivable	1,649.6	2,436.0	47.7%		
Inventory	2,951.0	3,448.8	16.9%		
Assets Held For Sale	329.2	313.1	-4.9%		
Other Current Assets	1,155.7	1,213.5	5.0%		
Total Current Assets	7,274.2	8,167.1	12.3%		
Net Fixed Assets	2,044.6	2,102.9	2.9%		
Goodwill and Intangible Assets	293.1	308.2	5.1%		
Lessor Assets	1,130.9	1,840.9	62.8%		
Investment Property	91.5	91.5	-		
Other Long-Term Assets	479.1	709.7	48.1%		
Total Long-Term Assets	4,039.2	5,053.1	25.1%		
Total Assets	11,313.3	13,220.2	16.9%		
Short-Term Notes and Debt	4,334.8	5,318.2	22.7%		
Accounts Payable	1,786.9	1,822.2	2.0%		
Other Current Liabilities	212.4	196.6	-7.5%		
Total Current Liabilities	6,334.1	7,336.9	15.8%		
Long-Term Notes and Debt	898.5	1,453.3	61.8%		
Other Long-Term Liabilities	137.7	144.4	4.9%		
Total Long-Term Liabilities	1,036.1	1,597.7	54.2%		
Minority Interest	608.7	663.7	9.0%		
Common Stock	1,094.0	1,094.0	-		
Shares Held With the Group	(26.5)	(26.5)	-		
Legal Reserve	296.6	311.1	4.9%		
Other Reserves	1,153.0	1,291.1	12.0%		
Retained Earnings (Losses)	817.4	952.1	16.5%		
Total Shareholder's Equity	3,334.4	3,621.8	8.6%		
Total Liabilities and Shareholder's Equity	11,313.3	13,220.2	16.9%		

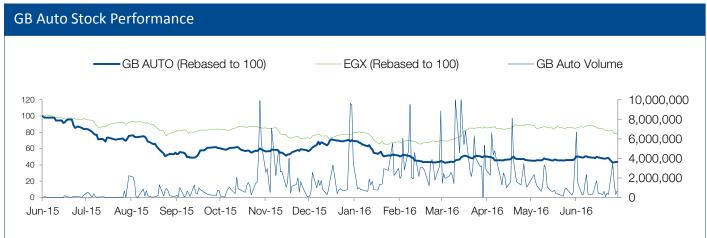




A closer look at our shareholding structure as of 30 September 2016







DR Information **DR Symbol** : GBAXY **CUSIP** : 368290102 DR Exchange : OTC **DR ISIN** : US3682901026 Ratio : 01:50 Depositary : 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. Mostafa El Mahdi, Executive Board Member and Chief Financial Officer

Mr. Mostafa El Mahdi brings to GB Auto 22 years of experience at KPMG, where he joined in 1990 before being promoted to Partner in 2001. While there, he was Head of the Manufacturing and Consumer Market line of business and the Responsible Partner for Audit Efficiency. Mr. El Mahdi has also worked as Chief Internal Auditor and Advisor to the President of the Board of Directors for IGI. He has extensive experience in restructuring projects and transaction services, including due diligence and mergers & acquisitions. Mr. El Mahdi holds a Bachelor of Commerce degree with a focus in Accounting from Cairo University and is a Fellow of the Egyptian Society of Accountants and Auditors, as well as a Member of the American Institute of Accounts and Auditors.

3. 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 show room 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.

4. Mrs. Amal Ragheb, Chief Operating Officer of Financing Businesses and Chief Credit Risk Officer

Mrs. Amal Ragheb joined GB Auto in October 2009 as Chief Operating Officer of Financing Businesses. She is responsible for all of the Group's financing business activities and holds the position of Executive Chairman for each. Mrs. Ragheb is also the Chief Credit Risk Officer, in charge of all credit risk management policies and applications for the Group, as well as Collections under legacy credits. A seasoned hands-on and results-oriented banker with a proven track record spanning over 29 years, Mrs. Ragheb joined GB Auto from Mashreq Bank, Dubai / UAE, where she held the position of Senior Vice President, Risk Management for two years. While there, Mrs. Ragheb spearheaded international growth initiatives, moving from its branch in Egypt where she was CEO & Country Manager for 4 years, during which time she restructured and revamped the bank, setting forth its future growth strategies in Egypt. Mrs. Ragheb started her banking career with Bank of America where she spent 23 years, holding a series of positions in Cairo and Dubai. She rose to become BoA's Country Manager and CEO for Egypt, as well as Regional Manager for the MENA Region, Turkey, and Africa, in which capacity she managed and set the Bank's strategies for the subject markets and oversaw the Bank's global business in the region. During her tenure at Bank of America, she was awarded the "Deal Team Honor of Excellence," as well as the "Best Contact Officer of the Year."



Management Biographies (2/3)

5. Mr. Ayman Al Kady, Chief Administration, Real Estate, and Projects Officer

Ayman Al Kady joined GB Auto in November 2015 as Chief of Administration, Real Estate and Projects. Those three functions support GB Auto's subsidiaries with a wide range of services. Mr. Al Kady is an Electrical Power Engineer and CFM, with around 30 years of experience in administration, facilities management, and program management. Prior to joining GB Auto, Mr. Al Kady was the General Manager of Cairo Festival City Mall and a Director of Administration and Facilities Management at several multinationals, including Vodafone Egypt, Orascom Construction Industries in Algeria, and telecoms provider Etisalat.

6. 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.

7. Mr. Haytham Abou Taleb, Chief Internal Audit Officer

Mr. Haytham Abou Taleb brings to GB Auto over 17 years of experience in the review of governance, risks, and internal controls. Prior to joining GB Auto, he served as Group Internal Audit Manager at AW Rostamani Holding LLC – UAE; Group Internal Auditor at AI Futtaim Holding LLC – UAE; and Senior Internal Auditor at Social Fund for Development – (UNDP) – EGYPT. He is a specialist in internal control and governance processes review; compliance and continuous auditing; business process improvement and cost saving practices; fraud detection / investigation; and data mining and systems / business applications general controls review. Mr. Abou Taleb is experienced in the automotive, financial services, retail, insurance, construction sectors and holding companies in the MENA region. He graduated from the Faculty of Commerce at Ain Shams University and holds a postgraduate degree in Banking, Credit Management from AUC. He is a Certified Internal Auditor and Certified Internal Controls Auditor, member of the Institute of Internal Auditors – USA, the Internal Control Institute – USA, and the Association of Fraud Examiners – UAE Chapter.

8. 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)

9. Mrs. Menatalla Sadek, Chief Investment Officer

Mrs. Menatalla Sadek joined GB Auto in December 2011 to lead the creation of an in-house corporate finance department to screen, initiate and conclude merger and acquisition transactions as part of the company's growth strategy. Mrs. Sadek also directs the firm's investor relations activities. She is a member of the company's Executive Committee and a regular attendee of the firm's board meetings. Mrs. Sadek brings with her more than a decade of experience in the investment field in Egypt and Europe. She was head of consumer goods research at regional investment bank Beltone Financial, where she was part of the team that helped take GB Auto public. Previously, she was in Sweden with Standard & Poor's European Rating Team, and was earlier Assistant Corporate Manager at Barclays Bank. Mrs. Sadek is a CFA Charterholder.

10. Mr. Ossama El Awady, Chief Supply Chain Officer

Mr. Ossama El Awady joined GB Auto in 2014 and comes with more than 17 years of multinational experience within the Supply Chain. Mr. El Awady worked in different roles across the supply chain at Unilever from 1997 (post-graduation) until joining GB Auto. His most recent role was in Global Material Procurement. Mr. El Awady has multi-function experience (R&D, manufacturing, supply chain logistics, planning, warehousing and procurement), as well as cross regional supply chain experience, where he has led teams both remotely and physically in manufacturing, planning & logistics, and procurement, across regions of Africa, Turkey, the Middle East and Russia. He has a track record of setting regional & global strategies, as well as seamless execution, especially in start-up operations and emerging businesses. Mr. El Awady is an industrial engineer graduate from Alexandria University.

11. 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.

12. 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.



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. Aladdin Hassouna Saba, Non-Executive Director, is the co-founder and Chairman of Beltone Financial, a leading regional financial services institution operating in the fields of Investment Banking, Asset Management, Private Equity, Brokerage and Equity Research. Mr. Saba is also a founding member of the Egyptian Investment Management Association, in addition to the Egyptian Capital Markets Association. Mr. Saba sits on the boards of The Egyptian Stock Exchange, National Bank of Egypt, as well as various corporations and investment funds.
- 3. Mr. Ahmed El Wakil, Non-Executive Director, is a highly active and well-reputed member of Egypt's business community and joins GB Auto's Board of Directors with over four decades of experience. Since 1971, he has served as Chairman of his growing privately-owned ventures El Wakil Oil Mills, El El Wakil Cotton Gins, and El Beheira Rice Mills which all fall under the umbrella of the self-founded Wakalex Group. Mr. El Wakil has been the Chairman of the Federation of Egyptian Chambers of Commerce since 2010 and sits on the Board of various organizations, including the National Organization for Social Insurance, the Alexandria Port Authority, and the Internal Trade Development Authority, in addition to being the Vice Chairman of the Association of the Mediterranean Chambers of Commerce and Industry (ASCAME).
- 4. Mr. Mostafa El Mahdi, Executive Director and Chief Financial Officer, brings to GB Auto 22 years of experience at KPMG, where he joined in 1990 before being promoted to Partner in 2001. While there, he was Head of the Manufacturing and Consumer Market line of business and the Responsible Partner for Audit Efficiency. Mr. El Mahdi has also worked as Chief Internal Auditor and Advisor to the President of the Board of Directors for IGI. He has extensive experience in restructuring projects and transaction services, including due diligence and mergers & acquisitions. Mr. El Mahdi holds a Bachelor of Commerce degree with a focus in Accounting from Cairo University and is a Fellow of the Egyptian Society of Accountants and Auditors, as well as a Member of the American Institute of Accounts and Auditors.
- 5. 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 show room 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.
- 6. **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.
- 7. 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

SKD Semi-Knocked Down. These are kits that arrive mostly assembled by the supplier; GB Auto simply finishes the assembly.

PCR Passenger Car Radial.

TBR Truck and Bus Radial.

Thank you ir.ghabbourauto.com

INVESTOR RELATIONS

Menatalla Sadek, CFA Chief Investment Officer

> Andre Valavanis Financial Analyst

> Sarah Maged Financial Analyst

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Shareholder Information

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

Number of Shares Outstanding

1,094,009,733

