

Qalaa Holdings

Investor Presentation



AFRICAN LEADER IN
INFRASTRUCTURE & INDUSTRY

January 2023

Strictly Private and Confidential

All Figures as of 3Q22 Unless Otherwise Stated

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Overview



QALAA
HOLDINGS
القلاة

AFRICAN LEADER IN
INFRASTRUCTURE & INDUSTRY

Qalaa Holdings at a Glance

Leading investment company in energy and infrastructure, established in 2004

Building businesses in the core industries that will define our region's future, including refining, energy distribution and transportation and logistics

Currently operating in 15 Middle Eastern and African countries

+17k employees across the organization

Consolidated Income Statement Highlights

3Q22 Revenues of EGP 23,722.2 mn vs. EGP 12,781.3 mn in 3Q21

3Q22 EBITDA* of EGP 8,841.2 mn vs. EGP 1,205.5 mn in 3Q21

3Q22 Net Income after Minority Interest of EGP 16.7 mn vs. a net loss of EGP 440.7 mn in 3Q21

Consolidated Income Statement Highlights (excluding ERC**)

3Q22 Revenues of EGP 5,860.8 mn vs. EGP 4,683.0 mn in 3Q21

3Q22 EBITDA* of EGP 1,057.1 mn vs. EGP 520.6 mn in 3Q21

3Q22 Net Loss after Minority Interest of EGP 584.2 mn vs. a net loss of EGP 308.0 mn in 3Q21

Highlights from Consolidated Balance Sheet as at 30 September 2022

Total consolidated assets of c. EGP 115.6 bn (at current book value)

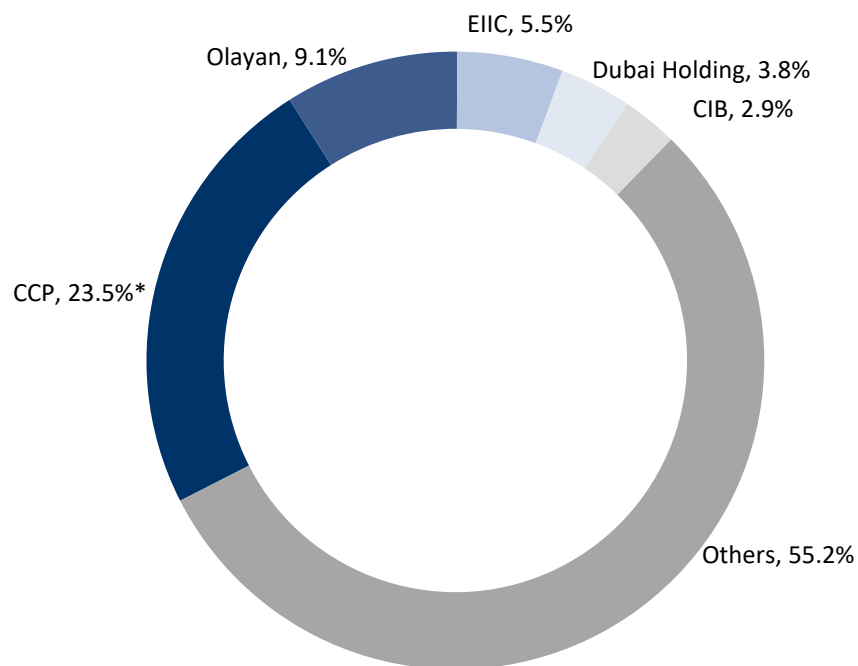
Total bank debt stood at EGP 71.8 bn, of which EGP 47.1 bn was related to ERC

* Recurring EBITDA excludes one-off selling, general and administrative expenses

** ERC is the Egyptian Refining Company, a greenfield second-stage refinery under Qalaa's energy platform (please refer to slide number 13 for more details)

Qalaa Holdings Ownership Structure and Share Information

Shareholder Structure (as at 30 September 2022)



CCAP.CA on the EGX

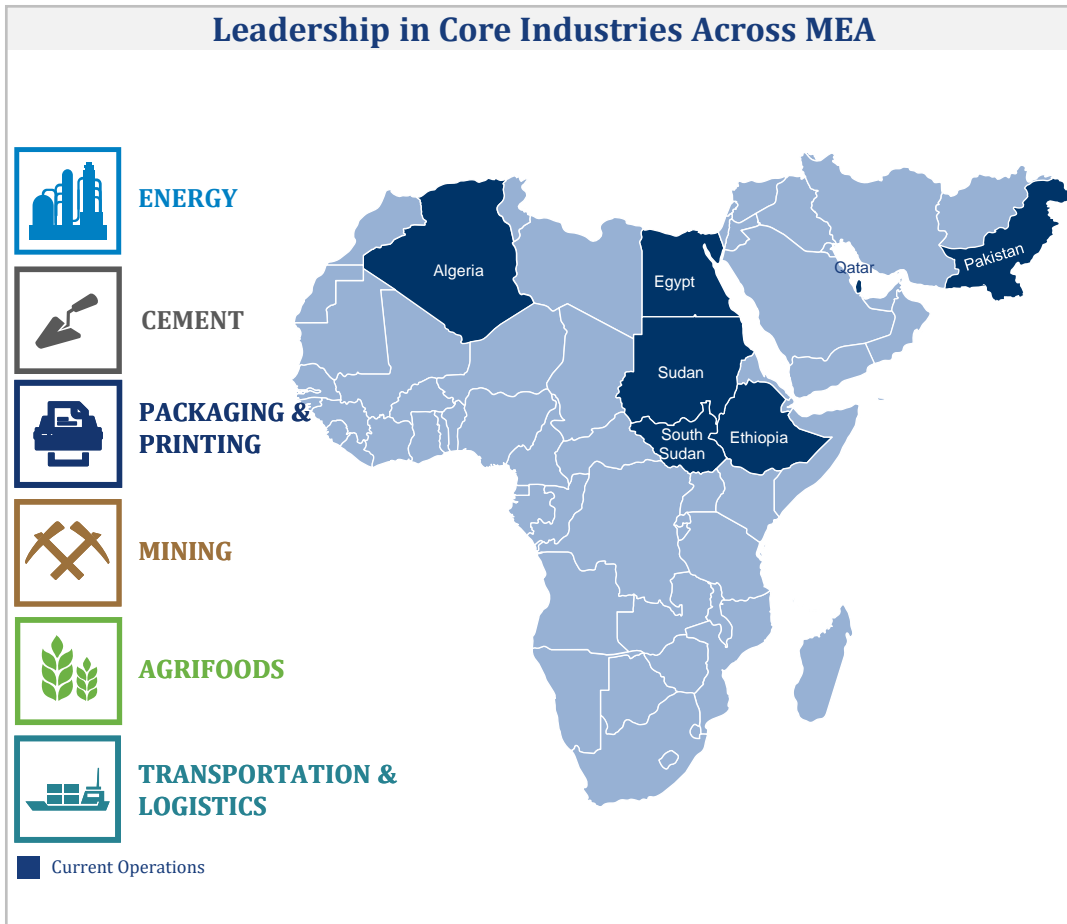
Number of Shares	1,820,000,000
Of which preferred shares**	401,738,649
Of which common shares	1,418,261,351
Paid-in Capital	EGP 9,100,000,000
Share Price as of September 30, 2022	EGP 1.31
Market Cap	EGP 2,384,200,000

* CCP is owned by the senior management of Qalaa Holdings.

** Preferred shares are fully owned by CCP and **only** enjoy a higher voting weight where each share has the voting power of three ordinary shares.

African Leader in Infrastructure and Industry

Qalaa Holdings' operations span a diverse geographic footprint, where it is helping build businesses in the core industries that will define the region's future.



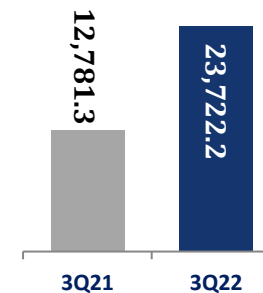
**Deep Regional
Knowledge, Strong
Industry Know-How**

**Experienced and
Dedicated
Management Team**

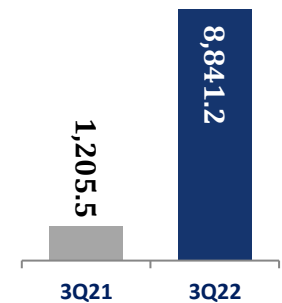
EGP 9.1 bn
Paid-in capital

EGP c. 2.4 bn
Market capitalization[^]

Revenue Progression
(in EGP mn)



EBITDA Progression
(in EGP mn)



[^] As of September 30, 2022 – Share price of EGP 1.31

Core Industries at a Glance



Energy

87%

of Consolidated Revenues in 3Q22

- A leading regional player in the energy segment with investments in midstream and downstream operations.
- Activities include refining, energy distribution, power generation, solid waste management.
- Two core subsidiaries: the Egyptian Refining Company (“ERC”) and TAQA Arabia

Footprint: Predominantly Egypt



Cement

4%

of Consolidated Revenues in 3Q22

- ASEC Holding is a leading national and regional investor in cement production, construction and technical management.
- ASEC’s portfolio includes cement manufacturing through ASEC Cement with two operational production facilities in Algeria and Sudan.
- ASEC’s construction and management services are carried out by ARESKO, ASEC Engineering, ASEC Automation and ASENPRO.

Footprint: Algeria, Egypt, and Sudan



Packaging & Printing

5%

of Consolidated Revenues in 3Q22

- Through its subsidiary National Printing Company, Qalaa Holdings has invested in the printing and packaging sector with investments of over USD 60 million to date.
- National Printing Company has four subsidiaries: Shorouk, Al-Baddar, Windsor, and Uniboard and a total of 2,000 employees.
- It is a leading printing and packaging company that uses some of the most advanced technology available in Egypt.

Footprint: Egypt



Mining

2%

of Consolidated Revenues in 3Q22

- An investment play in the region’s geology and mining industry
- Activities include research and development, precious metals mining, mining for the cement industry, quarry management, production of ground calcium carbonate, rockwool and glasswool (insulation materials)
- Gold concession in Ethiopia at the prefeasibility study phase
- A core subsidiary with multiple active portfolio companies

Footprint: Algeria, Egypt, Ethiopia, and Sudan



Agrifoods

1%

of Consolidated Revenues in 3Q22

- Largest farm in Egypt with over 15 thousand heads of cattle.
- Inhouse-planted feedstock satisfies c.80% of the company’s consumption with the balance sourced locally
- Market leader in fresh (short shelf-life) dairy produce with a variety of SKUs in the market.

Footprint: Egypt



Transportation & Logistics

1%

of Consolidated Revenues in 3Q22

- Investments in river transport and seaport services
- Activities include logistics, river transport services, port management, stevedoring.
- One core subsidiary with multiple active portfolio companies.
- Inland Container Depot launched in August 2016 (Nubareya-Alex Port).
- 100k tons grain storage facility launched in Sep 2019 (Nubareya-Alex Port).

Footprint: Egypt, Sudan, and South Sudan



Industries & Companies



AFRICAN LEADER IN
INFRASTRUCTURE & INDUSTRY

Overview of Subsidiaries

Industry

Slide Number



Energy

11



Cement

15



Packaging &
Printing

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Mining

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Agrifoods

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Transportation &
Logistics

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Energy





The Energy Industry is Supported by Strong Macro Fundamentals

Region-wide, trends are towards higher consumption of natural gas coupled with an increasingly unreliable supply

The region's energy-intensive industries are in need of reliable, quality fuel. Interest in the use of alternative fuels is rising, as are government incentives for the same

Electricity price increases in Egypt will necessitate a number of energy efficiency projects and greenfield power projects

The Government of Egypt is in the process of cutting back on fuel subsidies and deregulating the energy sector

Qalaa's energy plays that capitalize on these trends: *ERC; TAQA Arabia*

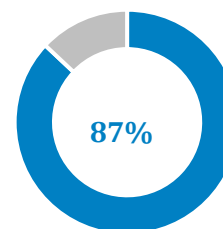
Energy at Qalaa Holdings

- To keep pace with projected economic growth and provide much-needed energy capacity in the region, Qalaa Holdings has invested in energy as one of our core industries.
- Two core subsidiaries: Egyptian Refining Company and TAQA Arabia.

Platform Companies



% of Consolidated Revenues (3Q22)



Revenues

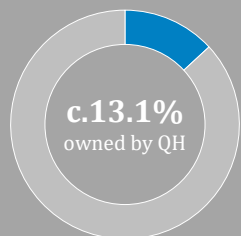
EGP 20,724.9 mn
(3Q22)

EBITDA*

EGP 8,104.4 mn
(3Q22)

* Calculated as EBITDA before non-recurring items.

Company Overview



The Egyptian Refining Company is a state-of-the-art USD 4.4 bn greenfield second-stage refinery

Reached financial close in June 2012

Reached full production in November 2019

Starting January 2020, ERC has been recognized as an operational asset.

Total debt of USD 2.7 bn and total equity of USD 1.5 bn

25-year supply & off-take agreement with EGPC at international prices

Among the largest-ever non-recourse project finance transactions in Africa

Designed to produce 4.7 MTPA of products, including 2.3 MTPA Euro V diesel

The project will reduce Egypt's present-day imports of diesel by some 30%. This comes as the Government of Egypt is redefining its energy policy

ERC today:

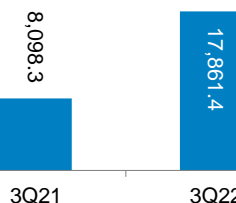
In 3Q22, ERC refined total feedstock of c.1,164.9 thousand tons, including 1,097.0 thousand tons of atmospheric residue. During the quarter, ERC supplied c.954.9 thousand tons of refined product to the Egyptian General Petroleum Corporation (EGPC), and approximately c.135.1 thousand tons of pet coke and 24.5 thousand tons of Sulphur to cement and fertilizer companies, respectively.

Product	LPG	Light Naphtha	Reformate	Fuel Oil	Jet Fuel	Diesel	Total Supplied to EGPC
3Q21 Quantity (tons)	28,645	53,696	112,149	96,140	135,210	422,113	847,954
3Q22 Quantity (tons)	33,765	66,187	124,588	62,828	66,609	600,952	954,928
Change	18%	23%	11%	-35%	-51%	42%	13%

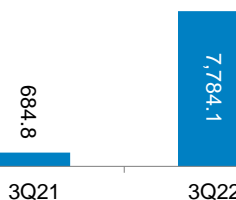
In 3Q22, total feedstock volume increased 12% y-o-y reaching 1.2 million tons compared to 1.0 million tons in 3Q21. Additionally, refining margins averaged USD 5.0 million per day in 3Q22 compared to USD 1.2 million per day in 3Q21, on the back of higher oil product prices. In 3Q22, ERC maintained successful operation without any slowdowns or shutdowns, compared to 7 days of shutdowns in 3Q21.

ERC Financials

ERC Consolidated Revenues | EGP mn

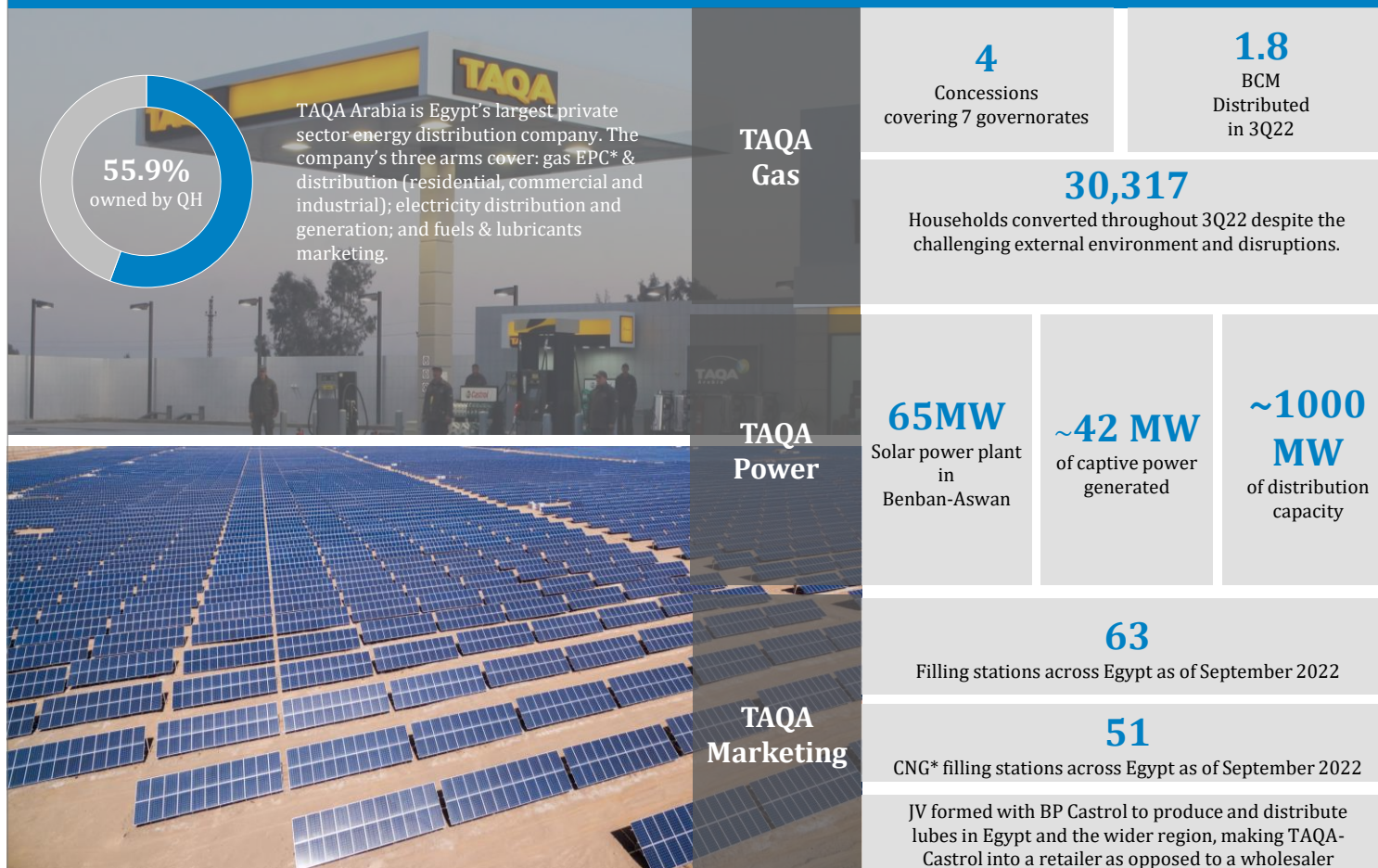


ERC Consolidated EBITDA* | EGP mn

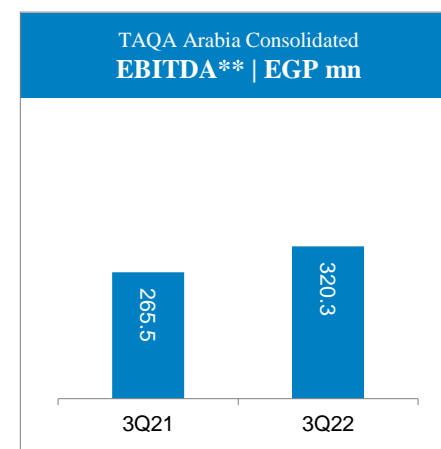
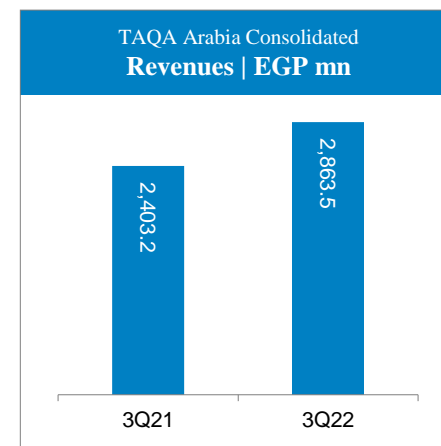


* Calculated as EBITDA before non-recurring items.

Company Overview



TAQA Arabia Financials



*Compressed natural gas stations under the brand name of Master Gas

** Calculated as EBITDA before non-recurring items

Cement



ASEC Cement*

Al Takamol Cement	Zahana Cement (Algeria)
55%	35%
<p>ASEC Cement currently has two international production facilities: Al Takamol Cement in Sudan and Zahana Cement in Algeria (currently under divestment*)</p> <p>Al-Takamol Cement currently has the third largest share of the Sudanese cement market with a 28% market share.</p>	

506 k tons
Volume Sold (3Q22)
Algeria & Sudan

Construction

ARESCO	ASEC Automation
100%	100%
<p>ARESCO is a turnkey contractor specializing in industrial projects for industries ranging from cement to power plants to water treatment.</p> <p>ASEC Automation offers solutions and systems spanning enterprise control systems, high-medium voltage cables & systems and enterprise control software.</p>	

EGP 211.8 mn
Total backlog (3Q22)

Technical Management

ASEC Engineering	ASENPRO
100%	100%
<p>ASEC Engineering provides cement plant consultancy, engineering, and management services in the MENA region.</p> <p>ASENPRO specializes in controlling pollution and dust emissions resulting from cement production.</p>	

1.1 mn tons
Managed clinker production
(ASEC Eng.) (3Q22)

 - Percentage ownership by ASEC Cement Holding

*Qalaa Holdings directly owns a 10% share of ASEC Cement

Packaging & Printing



Building Capacity in Packaging and Printing

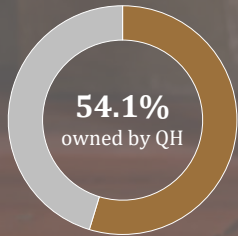
Through its subsidiary National Printing Company, Qalaa Holdings has invested in the printing and packaging sector with investments of over USD 60 million to date.



Mining



Company Overview



From quarrying for the cement industry to the manufacture of world-class technical calcium carbonate and environmentally friendly building materials, Qalaa Holdings' approach in the mining sector focuses on investing in the entire value chain helping nations develop and obtain value from their natural resources.

Core platform ASCOM includes several operating companies

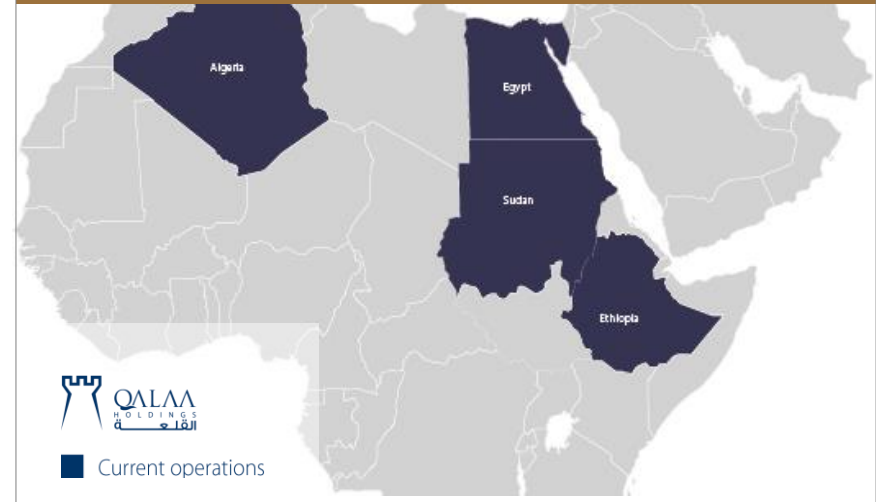
ASCOM (leading provider of quarrying materials for the cement industry, including high-grade limestone, glass sand, and clay)

ASCOM for Chemicals & Carbonates Manufacturing (ACCM, focused on the production of world-class ground technical calcium carbonate)

GlassRock (specialized in manufacturing both Glass wool and Rock wool which are widely used in different insulation application)

ASCOM Precious Metals "APM" (currently has an asset base of a 1.6 million OZ gold reserve in Western Ethiopia)

Mining Sector Footprint



Subsidiaries ACCM (technical calcium carbonate) and GlassRock (glasswool and rockwool insulation) are promising export plays

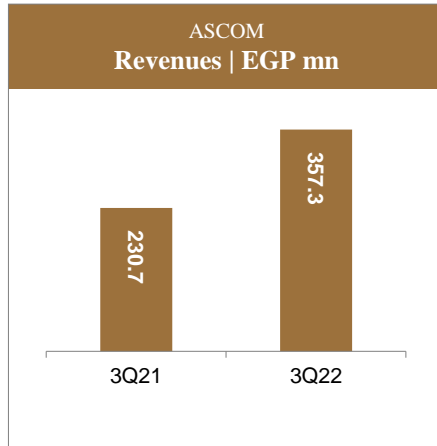
APM holds highly promising gold concessions in Ethiopia at the prefeasibility study phase with significant proven shallow reserves

ACCM is diversifying its sales channels, placing greater emphasis on the local market. This will position the company to hedge against foreign exchange risk and allow it to benefit from the local market's increasingly favourable fundamentals

Serves limestone and gypsum needs of +40% of Egyptian cement industry

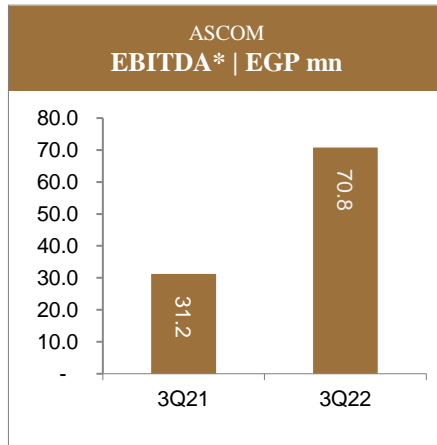
Operating across multiple countries in the Middle East and Africa

ASCOM Financials



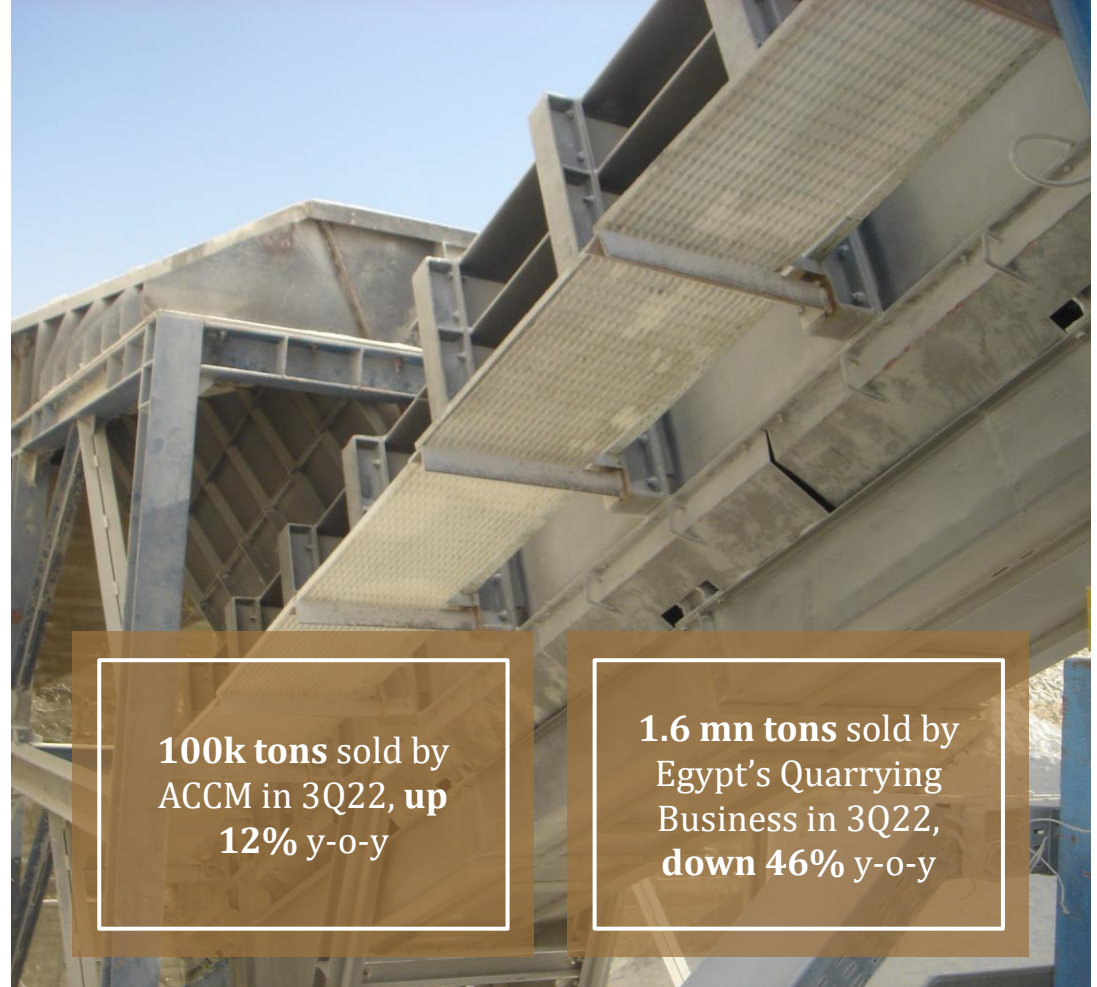
ACCM revenues of
USD 11.5 mn

in 3Q22, a
39% y-o-y increase



GlassRock revenues of
USD 3.3 mn

in 3Q22, a **38% y-o-y increase**



100k tons sold by
ACCM in 3Q22, **up
12% y-o-y**

1.6 mn tons sold by
Egypt's Quarrying
Business in 3Q22,
down 46% y-o-y

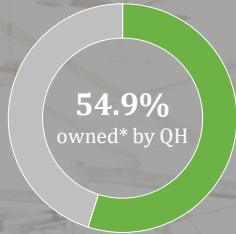
* Calculated as EBITDA before non-recurring items.

Agrifoods



Increasing Our Milk Volumes

Company Overview



Qalaa Holdings' investments in agrifoods aim to overcome challenges facing the agricultural and food production sector in Egypt and the region. Through its subsidiary, Gozour, the Group operates Dina Farms and ICDP (Dina Farms' fresh dairy producer).



Rising prices of imported skimmed milk powder (SMP) drive higher demand for fresh milk

ICDP (the distributor of Dina Farms fresh products) is the leading market player with c.75% of fresh milk (short shelf-life) products market in Egypt

At Dina Farms, management had been implementing multiple initiatives aimed at enhancing its manufacturing capabilities and increasing efficiency

This strategy led to improved performances across all of Dina Farms' divisions and recorded a top line increase of 42% y-o-y to EGP 327.0 million in 3Q22

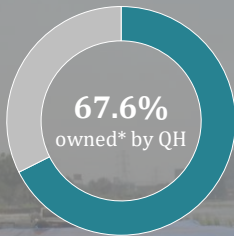
*Direct &/or indirect stakes

Transportation & Logistics



Transporting Goods Efficiently and Economically

Company Overview



Nile Logistics is a leading logistics service provider in Egypt, and South Sudan, using river transportation and sea-port services as its backbone operations.

Nile Logistics

Owns and operates a barge fleet in Egypt that covers river transport routes from Alexandria and Damietta to Aswan.

The service started to gain more traction following the removal of fuel subsidies as transporting goods on the Nile is cheaper and more efficient than trucking and railway.

The company currently operates three pushers and eight barges in service, bringing Nile Barges' entire fleet into operation



Footprint



The business' upside potential in Egypt

- Coal handling and storage in Alexandria and the Tanash port in Cairo
- Container handling and storage in Alexandria (Inland Container Depot)
- Grain handling and storage in Alexandria
- Fuel-efficient river barges used for the transportation of cargo along the Nile

*Direct &/or indirect stakes

** European Commission

Stevedoring

The company also runs stevedoring (loading/offloading) activities in seaports

The company offers services in three locations:

Stevedoring services around Dekheila, Alex Port and Adabiya Suez Port

The company handles around 1.2 mn tons of coal/pet coke per year

Storage

At the company's facilities, customers have access to storage facilities which allow for the safekeeping of various types of products. The company offers:

Coal storage facilities

Inland container depot with reefers – for products which require storage at refrigerated temperatures commenced operations in August 2016

The company's grain storage warehouse at Nubareya commenced operations in October 2019

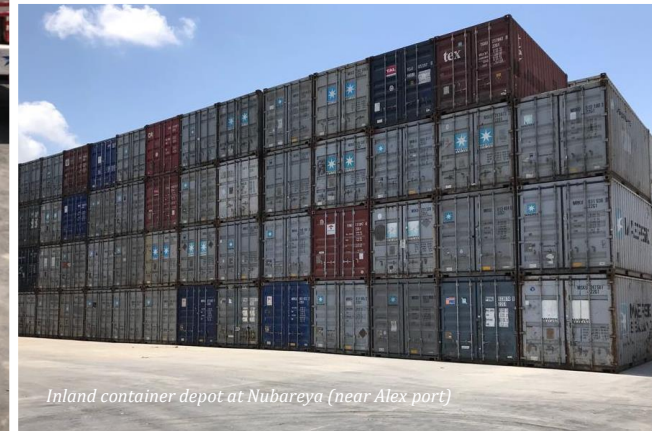
In July 2020, the depot was connected to the national electricity grid as opposed to the previous reliance on diesel generators



Inland container depot at Nubareya (near Alex port)



Coal storage near Alex port



Inland container depot at Nubareya (near Alex port)

Grain Storage Warehouse (GSW) – Nubareya, Alexandria Port

In response to lower demand for grain storage, the company changed the Nubareya grain warehouse usage to a general goods warehouse and has successfully attracted a number of storage clients.

100k tons warehouse storing capacity
(with an estimated 6-7 rounds per annum)



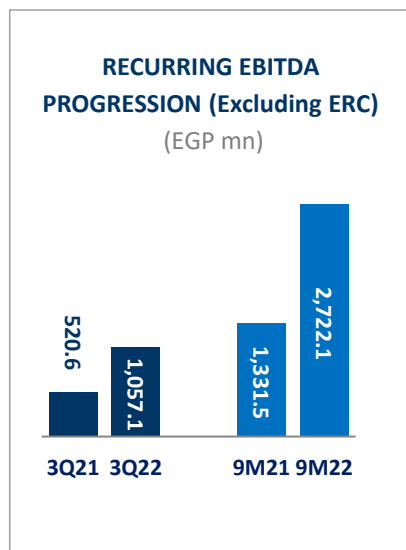
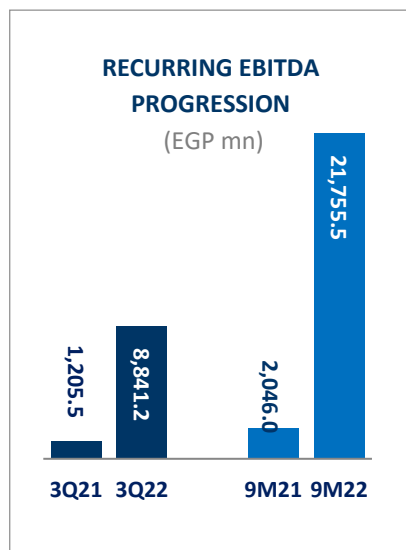
Highlights



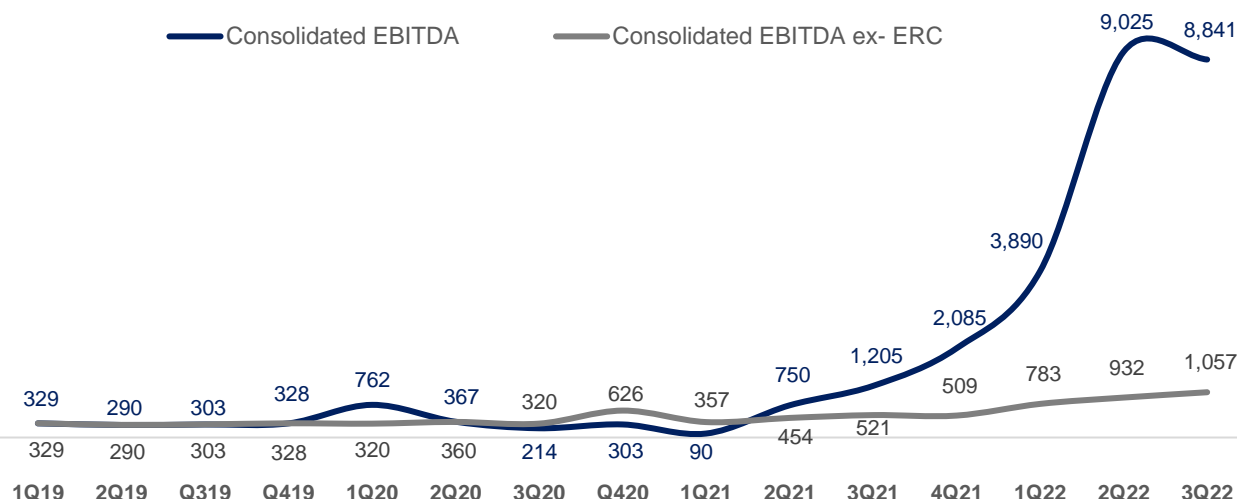
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EBITDA Progression



Consolidated Recurring EBITDA Progression Chart* (EGP mn)



Excluding ERC, Qalaa recorded a recurring EBITDA increase of 103% y-o-y to EGP 1,057.1 million in 3Q22, driven by improved profitability across most of the Group's subsidiaries.

Qalaa's EBITDA excluding ERC was primarily driven by contributions from TAQA, National Printing, and Cement. ASCOM's export driven businesses delivered a strong performance as they capitalized on their competitive advantage in global markets.

Debt Progression

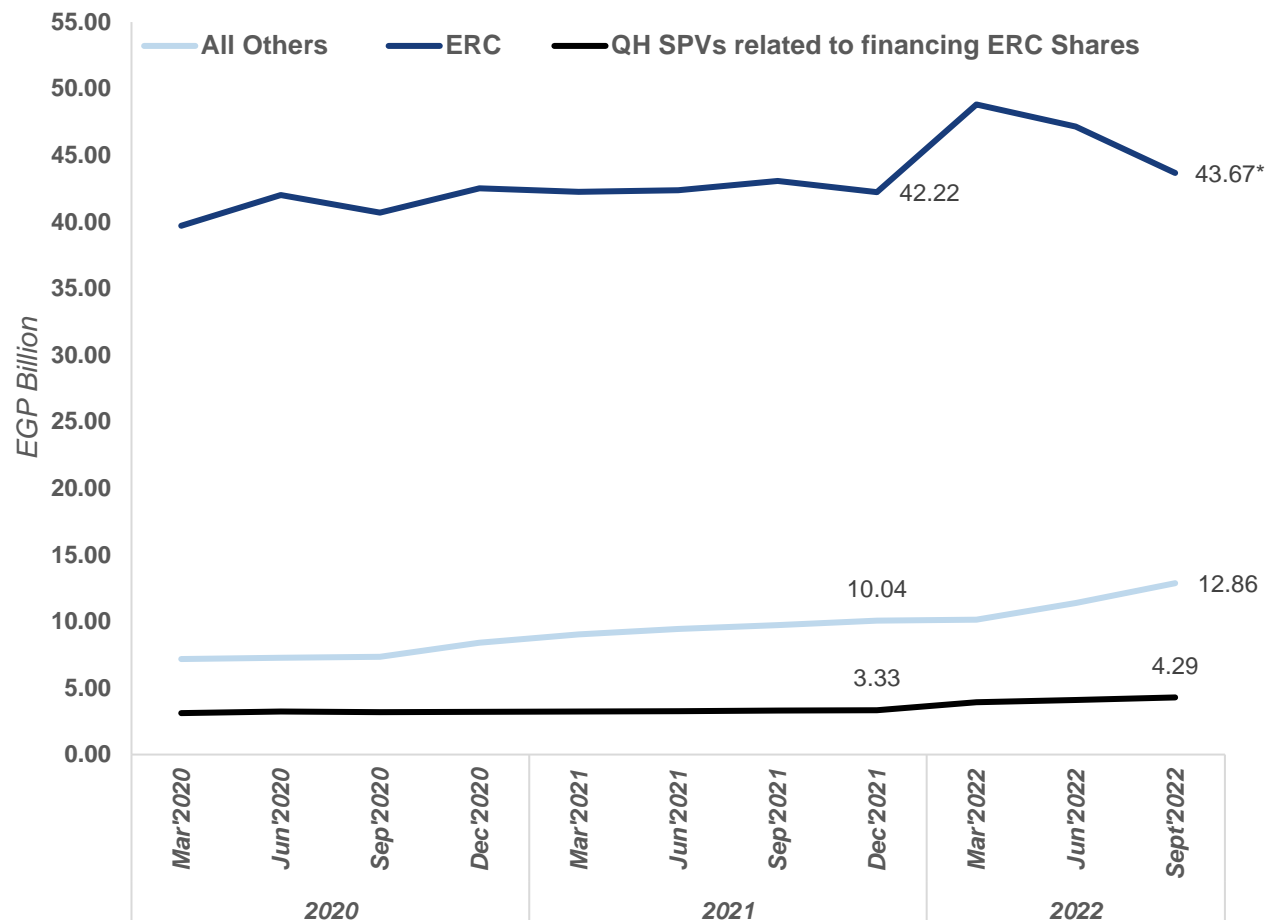
As at 30 September 2022

ERC's debt stands at c.EGP 43.67 billion (equivalent of c.USD 2.2 billion), contributing c.72% of the total debt

QH's SPVs debt related to financing ERC shares stands at c.EGP 4.29 billion (equivalent of c.USD 220 million)

QH's holding-level debt and that of all other consolidated entities, excl. ERC & ERC related, stands at c.EGP 12.86 billion. Qalaa's senior debt at the holding level stands at c.USD 224.0 million.

Debt Progression Chart (EGP bn)



Financial Highlights – 3Q22 Consolidated Income Statement

	1Q 2022	2Q 2022	3Q 22	9M 2022	1Q 2021	2Q 2021	3Q 2021	9M 2021
Revenue	18,681.6	26,981.2	23,722.2	69,385.1	7,994.7	10,172.4	12,781.3	30,948.4
COS	(14,308.8)	(17,413.5)	(14,288.8)	(46,011.1)	(7,442.1)	(8,907.8)	(11,181.8)	(27,531.7)
Gross Profit	4,372.8	9,567.8	9,433.4	23,374.0	552.7	1,264.5	1,599.4	3,416.7
Advisory Fee	-	-	-	-	-	-	-	-
Total Operating Profit	4,372.8	9,567.8	9,433.4	23,374.0	552.7	1,264.5	1,599.4	3,416.7
SG&A	(510.6)	(598.9)	(610.7)	(1,720.2)	(478.7)	(521.4)	(417.2)	(1,417.3)
Other revenue-Export Subsidy	37.8	51.4	35.9	125.0	9.7	8.0	27.6	45.2
Other inc/exp-Net	(10.3)	4.3	(17.3)	(23.3)	6.8	(1.0)	(4.4)	1.3
EBITDA before one-off charges	3,889.7	9,024.5	8,841.2	21,755.5	90.5	750.0	1,205.5	2,046.0
SG&A (Non recurring)	10.8	(2.7)	3.6	11.7	22.8	(17.4)	(10.0)	(4.5)
EBITDA	3,900.5	9,021.8	8,844.8	21,767.2	113.3	732.7	1,195.5	2,041.4
Dep./Amort.	(1,192.8)	(1,333.6)	(1,403.3)	(3,929.6)	(1,068.4)	(1,086.6)	(1,124.9)	(3,280.0)
EBIT	2,707.8	7,688.2	7,441.5	17,837.5	(955.1)	(353.9)	70.5	(1,238.5)
Finance Cost	(1,102.2)	(1,140.6)	(1,487.3)	(3,730.0)	(851.4)	(910.2)	(1,152.3)	(2,913.9)
Bank PIK	(37.5)	(46.1)	(62.4)	(146.0)	(32.9)	(34.7)	(35.6)	(103.1)
3rd party Shareholder	(97.3)	(99.8)	(113.6)	(310.7)	(80.2)	(84.7)	(75.2)	(240.1)
Interest income	183.3	202.5	226.3	612.1	92.8	136.8	162.9	392.5
Lease Payments	(19.5)	(74.7)	(35.0)	(129.2)	(34.3)	(38.6)	(37.7)	(110.6)
EBT (before one-offs)	1,808.2	6,715.2	6,074.8	14,598.2	(1,812.1)	(1,172.3)	(1,071.4)	(4,055.8)
Impairments/write downs	(7.6)	(17.7)	(12.4)	(37.7)	(11.8)	1.4	(16.2)	(26.6)
Acquisitions and restructuring	818.6	(8.3)	(67.2)	743.1	1.2	(1.4)	(2.8)	(3.0)
Share in associates' results	(12.3)	12.5	17.3	17.5	9.0	(4.4)	2.7	7.3
CSR	(2.5)	(3.6)	(1.0)	(7.1)	(9.5)	(2.7)	-	(12.2)
Provisions	(277.3)	(117.5)	(117.9)	(512.7)	(107.0)	(107.6)	(189.6)	(404.2)
Forex	(1,225.9)	(89.9)	(236.2)	(1,552.0)	17.4	54.9	82.8	155.0
EBT	1,101.1	6,490.7	5,657.3	13,249.1	(1,912.8)	(1,232.2)	(1,194.6)	(4,339.6)
Taxes	(131.0)	(124.5)	(1,127.1)	(1,382.6)	(42.3)	(50.1)	(84.6)	(177.0)
NP/L Including Minority Share	970.1	6,366.3	4,530.2	11,866.5	(1,955.1)	(1,282.3)	(1,279.1)	(4,516.6)
Minority Interest	1,554.2	6,004.7	4,513.5	12,072.4	(1,476.5)	(880.8)	(838.5)	(3,195.8)
NP/L for the Period	(584.1)	361.6	16.7	(205.9)	(478.6)	(401.5)	(440.7)	(1,320.8)

Financial Highlights – Consolidated Income Statement for the three-month period ending 30 September 2022

	QH	SPVs	Energy		Cement	T&L [^]	Mining	Agrifoods	Others				
			Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Misc.*	Grandview	Elimination	3Q 2022	3Q 2021
Revenue	-	-	17,861.4	2,863.5	977.9	89.9	357.3	327.0	99.6	1,147.1	(1.5)	23,722.2	12,781.3
Cost of Sales	-	-	(9,903.3)	(2,464.3)	(615.4)	(34.3)	(197.9)	(243.4)	(78.9)	(752.9)	1.5	(14,288.8)	(11,181.8)
Gross Profit	-	-	7,958.0	399.2	362.5	55.6	159.4	83.6	20.7	394.2	-	9,433.4	1,599.4
Advisory fee	25.5	-	-	-	-	-	-	-	-	-	(25.5)	-	-
Total Operating Profit	25.5	-	7,958.0	399.2	362.5	55.6	159.4	83.6	20.7	394.2	(25.5)	9,433.4	1,599.4
SG&A	(55.9)	0.1	(173.9)	(75.5)	(59.4)	(17.2)	(110.0)	(58.1)	(9.1)	(74.8)	23.1	(610.7)	(417.2)
Export incentive revenue	-	-	-	-	-	-	21.4	-	5.9	8.5	-	35.9	27.6
Other Income/Expenses	-	0.0	-	(3.5)	-	-	-	-	-	(13.9)	-	(17.3)	(4.4)
EBITDA (before one-offs)	(30.4)	0.2	7,784.1	320.3	303.1	38.3	70.8	25.5	17.5	314.1	(2.4)	8,841.2	1,205.5
Dividend Income	-	23.8	-	-	-	-	-	-	-	-	(23.8)	-	-
Non Recurring - Revenues & Costs	0.3	-	2.7	(7.6)	10.9	8.9	0.3	(9.7)	-	(3.4)	1.3	3.6	(10.0)
EBITDA	(30.1)	24.0	7,786.8	312.7	314.0	47.2	71.1	15.8	17.5	310.7	(24.9)	8,844.8	1,195.5
Depreciation & Amortization	(2.3)	-	(1,124.9)	(61.3)	(135.6)	(13.4)	(27.9)	(16.7)	(1.0)	(10.3)	(9.9)	(1,403.3)	(1,124.9)
EBIT	(32.4)	24.0	6,661.9	251.3	178.4	33.8	43.3	(0.9)	16.5	300.5	(34.8)	7,441.5	70.5
Finance Cost	(194.8)	(63.8)	(916.0)	(215.7)	(9.4)	0.1	(21.5)	(3.0)	(4.6)	(58.7)	-	(1,487.3)	(1,152.3)
Other Finance Cost	-	-	105.2	-	-	-	-	-	-	-	-	105.2	(4.1)
Bank PIK	-	(62.4)	-	-	-	-	-	-	-	-	-	(62.4)	(35.6)
3rd Party Shareholder	-	(17.3)	(31.8)	-	(191.2)	(12.7)	-	-	(0.3)	-	139.7	(113.6)	(75.2)
Interest Income	83.3	45.6	11.3	205.6	2.3	0.0	(0.1)	0.1	-	6.9	(128.7)	226.3	162.9
Finance Lease Charges/ NPV LT assets	-	-	(15.0)	-	(0.2)	(4.3)	-	(15.5)	-	-	-	(35.0)	(37.7)
EBT (before one-offs)	(144.0)	(74.0)	5,815.6	241.2	(20.0)	17.0	21.7	(19.3)	11.6	248.7	(23.8)	6,074.8	(1,071.4)
Impairments/Write-downs	(384.2)	(69.4)	(5.5)	(1.2)	(63.2)	(2.2)	4.9	-	2.6	54.5	451.4	(12.4)	(16.2)
Acquisitions, legal and restructuring	-	(54.6)	-	-	(12.6)	-	-	-	-	-	-	(67.2)	(2.8)
Share in Associates' Results	-	-	-	-	4.4	3.4	12.5	-	-	-	(3.1)	17.3	2.7
CSR	-	-	-	(1.0)	-	-	-	-	-	-	-	(1.0)	-
Provisions	(14.7)	(19.3)	-	2.3	(82.1)	(0.2)	(1.2)	(0.8)	(0.7)	(1.3)	-	(117.9)	(189.6)
Discontinued operation	-	-	-	-	-	-	-	-	-	-	-	-	-
FOREX	(117.8)	(17.2)	30.5	(3.9)	(133.2)	(6.3)	30.6	1.4	(29.4)	(11.1)	20.3	(236.2)	82.8
EBT	(660.6)	(234.6)	5,840.6	237.4	(306.7)	11.6	68.5	(18.6)	(15.9)	290.7	444.9	5,657.3	(1,194.6)
Taxes	0.3	-	(991.0)	(37.6)	(32.5)	(1.4)	-	(0.3)	(0.0)	(65.6)	1.1	(1,127.1)	(84.6)
Net P/L Before Minority Share	(660.3)	(234.6)	4,849.6	199.9	(339.2)	10.2	68.5	(18.9)	(16.0)	225.1	445.9	4,530.2	(1,279.1)
Minority Interest	-	-	2,904.4	42.0	111.8	1.8	1.8	(0.0)	(0.0)	126.1	1,325.5	4,513.5	(838.5)
Net Profit (Loss)	(660.3)	(234.6)	1,945.1	157.9	(451.0)	8.4	66.7	(18.9)	(16.0)	99.0	(879.6)	16.7	(440.7)

* Miscellaneous includes UCF & Sphinx Egypt.

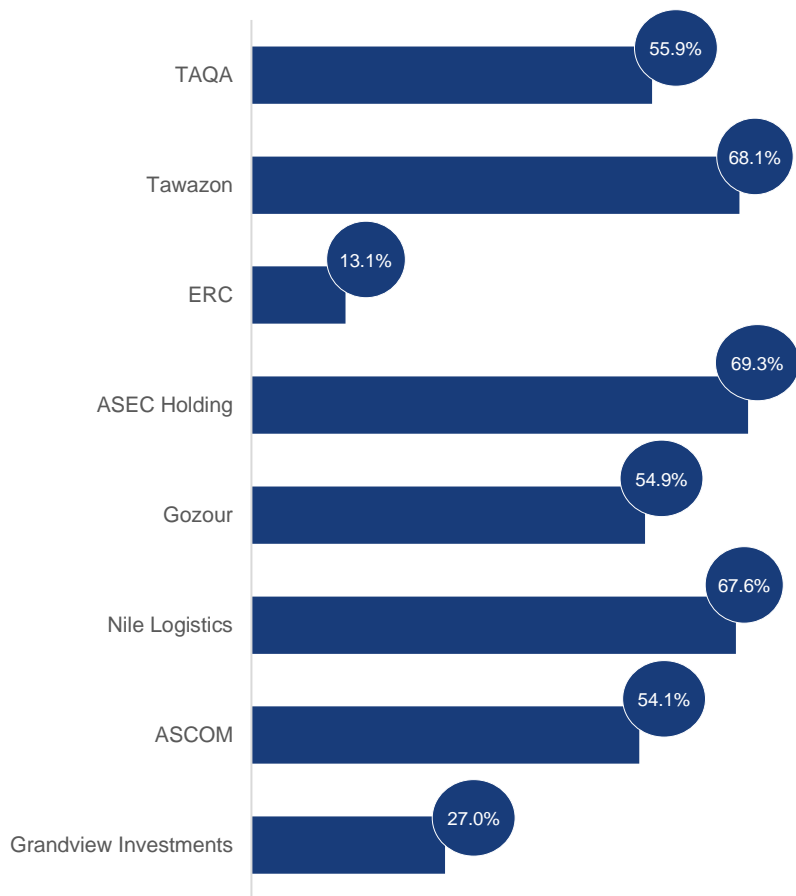
[^] T&L represents Transportation & Logistics

Financial Highlights – Consolidated Balance Sheet as at 30 September 2022

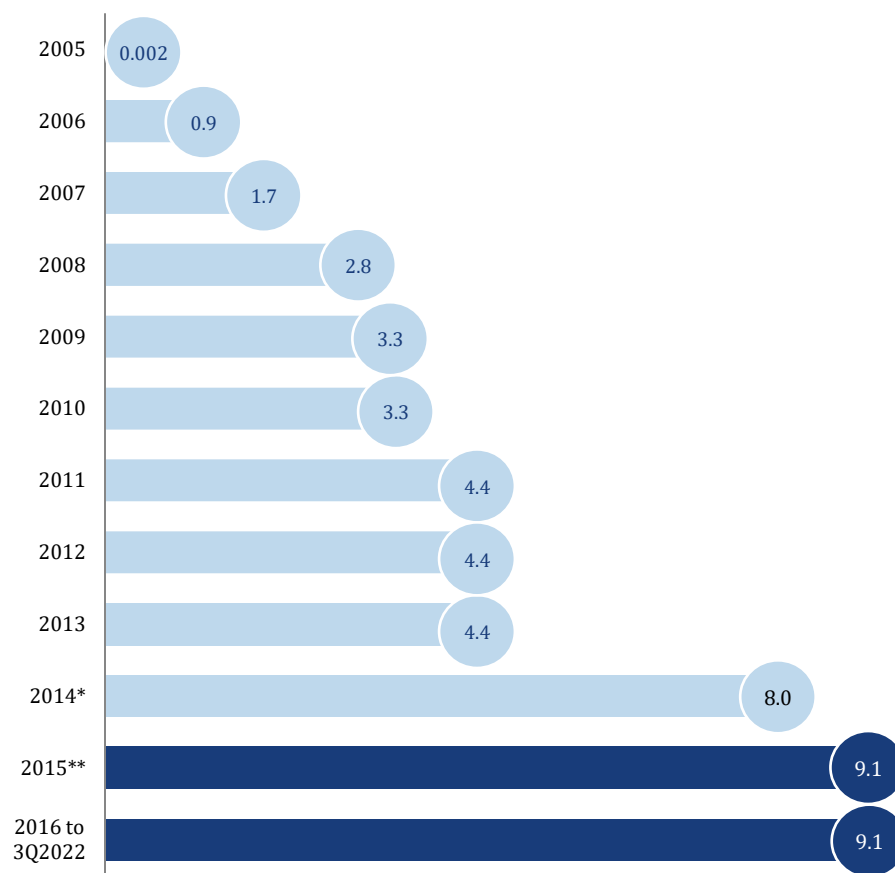
		Energy		Cement	T&L^	Mining	Agrifoods	Others					
	QH	Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Misc.*	Grandview	9M 2022 Aggregation	Eliminations/ SPVs	9M 2022	FY 2021
Current Assets													
Trade and Other Receivables	4,350.2	11,045.7	2,259.8	2,016.0	150.0	653.8	144.2	613.3	1,614.0	22,847.1	(5,405.8)	17,441.2	6,687.6
Inventory	-	1,884.8	637.7	1,513.6	7.7	144.8	328.9	54.8	834.1	5,406.4	(0.0)	5,406.4	3,255.1
Assets Held For Sale	-	-	-	4.8	-	-	-	132.7	9.8	147.3	(123.9)	23.4	22.7
Cash and Cash Equivalents	18.3	3,470.5	6,921.0	103.7	25.0	66.0	32.9	10.4	210.3	10,858.1	70.7	10,928.8	6,654.4
Others	-	-	-	-	-	-	10.4	-	-	10.4	0.0	10.4	17.4
Total Current Assets	4,368.5	16,401.0	9,818.6	3,638.2	182.7	864.6	516.4	811.2	2,668.1	39,269.2	(5,459.0)	33,810.2	16,637.1
Non-Current Assets													
PP&E	7.2	65,845.9	4,045.9	4,481.5	677.0	966.3	789.1	656.6	1,202.8	78,672.3	(31.4)	78,641.0	65,388.0
Investments	5,547.1	-	52.1	361.6	171.4	112.4	-	4.9	108.5	6,358.0	(5,591.1)	766.9	563.2
Goodwill / Intangible assets	9.4	322.8	412.5	-	-	1.7	-	-	-	746.5	49.7	796.2	763.4
Others	4,117.4	624.9	367.3	243.2	-	-	373.7	-	-	5,726.4	(4,117.5)	1,608.9	916.8
Total Non-Current Assets	9,681.2	66,793.6	4,877.8	5,086.3	848.4	1,080.4	1,162.7	661.5	1,311.3	91,503.2	(9,690.3)	81,812.9	67,631.4
Total Assets	14,049.7	83,194.6	14,696.4	8,724.5	1,031.1	1,945.0	1,679.1	1,472.7	3,979.3	130,772.5	(15,149.3)	115,623.2	84,268.4
Shareholders' Equity													
Total Equity Holders of the Company	2,671.4	14,753.3	1,583.1	(7,720.0)	(850.8)	(4.7)	(139.8)	(1,172.1)	260.3	9,380.7	(21,647.3)	(12,266.6)	(12,256.3)
Minority Interest	-	11,795.2	707.1	3,299.9	(265.7)	(89.1)	(0.0)	(1.5)	729.4	16,175.2	9,350.2	25,525.4	9,882.0
Total Equity	2,671.4	26,548.5	2,290.2	(4,420.1)	(1,116.5)	(93.8)	(139.8)	(1,173.6)	989.7	25,556.0	(12,297.1)	13,258.9	(2,374.3)
Current Liabilities													
Borrowings	8,630.2	37,007.9	6,022.8	1,159.8	-	499.3	72.8	97.4	1,409.2	54,899.3	3,607.0	58,506.4	51,395.8
Finance Lease Current Portion	-	226.9	65.6	1.9	18.1	5.6	20.1	-	-	338.3	-	338.3	24.5
Trade and Other Payables	2,501.4	7,245.4	3,006.7	2,182.3	1,998.6	601.9	1,287.2	2,073.5	924.5	21,821.5	(3,477.1)	18,344.4	14,435.4
Shareholder Loan	-	982.6	-	3,349.2	18.1	-	-	167.3	-	4,517.3	(18.1)	4,499.2	3,246.0
Provisions	245.5	-	309.4	2,512.9	26.0	28.1	27.1	15.9	79.4	3,244.3	558.8	3,803.1	3,436.9
Liabilities Held For Sale	-	-	-	0.2	-	-	-	0.9	-	1.1	1.0	2.2	1.8
Total Current Liabilities	11,377.0	45,462.8	9,404.5	9,206.4	2,060.8	1,135.0	1,407.2	2,355.0	2,413.1	84,821.8	671.7	85,493.5	72,540.5
Non-Current Liabilities													
Borrowings	-	10,132.8	1,994.3	-	-	879.4	-	28.4	213.1	13,247.9	0.0	13,247.9	10,459.5
Finance Lease	-	718.3	555.9	3.9	86.1	19.7	34.9	-	-	1,418.9	-	1,418.9	1,316.0
Shareholder Loan	-	244.8	-	3,821.6	-	-	-	262.0	-	4,328.4	(3,559.9)	768.5	708.0
Long-Term Liabilities	1.3	87.4	451.5	112.8	0.7	4.8	376.8	0.9	363.5	1,399.6	36.1	1,435.7	1,618.7
Total Non-Current Liabilities	1.3	11,183.3	3,001.7	3,938.2	86.8	903.8	411.7	291.3	576.6	20,394.7	(3,523.8)	16,870.9	14,102.3
Total Liabilities	11,378.3	56,646.1	12,406.2	13,144.6	2,147.6	2,038.8	1,818.9	2,646.3	2,989.7	105,216.5	(2,852.2)	102,364.3	86,642.7
Total Equity and Liabilities	14,049.7	83,194.6	14,696.4	8,724.5	1,031.1	1,945.0	1,679.1	1,472.7	3,979.3	130,772.5	(15,149.3)	115,623.2	84,268.4

Effective Ownership & Paid-in Capital Highlights

Qalaa Holdings Ownership Stakes



Paid-in Capital (EGP bn)



* Capital increase concluded in April 2014

** Capital increase concluded in September 2015

Board of Directors

Executive Board Members (Representing CCP)

Ahmed Heikal

Hisham El-Khazindar

Karim Sadek

Moataz Farouk

Non-Executive Board Members

Magdy El Desouky

Philip Blair Dundas *(Independent)*

Mona Makram Ebdeid *(Representing CCP)*

Dina Sherif *(Independent)*

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Thank You

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