SODIC: Egypt’s Leading Developer
With market fundamentals in the country remaining strong — and renewed political and economic stability — Egypt’s economy is healthy and growing.

- **Tangible Improvement in Political & Economic Backdrop**
  - Government achieving significant strides with reforms
  - Efforts to combat the black market for the EGP are proving successful, providing FX clarity and stability
  - Banks increased appetite for lending
  - Government reopens land supply, explores different models including profit sharing & in-kind payments

- **Population of 90 Mn**
  - Largest in the region
  - 60% below the age of 30
  - Growing at a rate of 2%

- **US$ 10 bn** Targeted FDI in 2015
  - The resurgence of FDI in the short-term will have a spillover effect on the real estate market and the commercial property market in particular

- **Tourism revenues** in 2014
  - Tourism revenues, a key source of FX and a bellwether of the economy, rose 27% in 2014 to USD 7.5 bn, up from USD 5.9 bn in 2013, according to Minister of Tourism Hisham Zaazou
  - The number of tourist arrivals rose from 9.5 mn in 2013 to 9.9 mn in 2014

---

1 Sources: CAPMAS, IMF Article IV Consultation, EIU, KPMG report "AFRICA’S CONSUMER STORY"
2 Source: Egyptian Ministry of Finance revised projection
3 Source: IMF
4 Source: Egyptian Ministry of Finance
5 Source: Egyptian Ministry of Investment
The Egyptian real estate market is characterized by strong demand and buoyed by a growing economy and government support, with growth opportunities and long-term value to be had in all four key segments of residential, commercial, retail and hospitality.

### Industry Drivers

<table>
<thead>
<tr>
<th>Strong performance of planned communities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Favorable pricing power in all segments for reputable developers</td>
</tr>
<tr>
<td>Renewed consumer confidence and economic stabilization is driving growth industry-wide</td>
</tr>
<tr>
<td>Secondary cities represent untapped opportunities for all four key segments</td>
</tr>
<tr>
<td>Improved clarity in the operating environment supports all four key segments</td>
</tr>
</tbody>
</table>

### Residential

<table>
<thead>
<tr>
<th>Annual demand of c.500,000 residential units annually</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growing interest in 2nd homes</td>
</tr>
<tr>
<td>Key drivers for residential demand include increasing urbanization, a young and sizable population and 600,000 marriages annually</td>
</tr>
</tbody>
</table>

### Commercial

| Commercial real estate on upswing, driven by improved operating environment, strong demand, resurgence of FDI |
| Notable shortage of dedicated, quality office space |

### Retail

| Cairo’s organized retail space per capita is estimated at 0.06 — well below regional averages |
| Fragmented retail market with huge potential for organized retail space |

### Hospitality

| The tourism industry expects to experience a revival by the close of 2015 |
| Egypt’s coastline offers numerous opportunities for tourism developments |
SODIC is at the Forefront of the Egyptian Real Estate Market

With a proven history of success in Egypt, SODIC is focused on expansion and growth

<table>
<thead>
<tr>
<th>Brief Overview</th>
<th>Key Highlights</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Building on a history of almost <strong>two decades of successful operations</strong> in Egypt, SODIC is one of the country’s leading real estate development companies, bringing to the market award-winning large scale developments to meet Egypt’s ever-growing need for high quality housing, commercial and retail spaces.</td>
<td><strong>EGP 13 bn</strong> Contracted Sales, (^1) over 5,000 units</td>
</tr>
<tr>
<td>• Headquartered in Cairo and listed on the Egyptian stock exchange (EGX), <strong>SODIC is one of the few non-family owned companies traded on the EGX</strong>, with a strong corporate governance framework.</td>
<td><strong>EGP 7.5 bn</strong> Unrecognized Revenue (^2)</td>
</tr>
<tr>
<td>• Having invested over USD 1.2 billion in developing <strong>eleven diverse real estate projects</strong>, SODIC boasts a portfolio that has contributed more than 3 million square meters of built-up area to Cairo’s new urban communities. (^3)</td>
<td><strong>EGP 1.8 bn</strong> Sellable Inventory (^2)</td>
</tr>
<tr>
<td></td>
<td><strong>EGP 5.5 bn</strong> Receivables Backlog (^2)</td>
</tr>
<tr>
<td></td>
<td><strong>3.6 mn sqm</strong> Non-launched &amp; Raw Land Bank (^2)</td>
</tr>
<tr>
<td></td>
<td><strong>Over 95%</strong> Collection Rate for Receivables (^2)</td>
</tr>
<tr>
<td></td>
<td><strong>Over 2,000</strong> Delivered Units (^1)</td>
</tr>
<tr>
<td></td>
<td><strong>EGP 19 bn</strong> Expected Sales from Non-Launched and Raw Land Bank (^2)</td>
</tr>
</tbody>
</table>

\(^1\) Since Inception, excluding Beverly Hills including commercial and retail

\(^2\) As of 31\(^{st}\) March 2015

\(^3\) Including Beverly Hills
Our Unique Value Proposition

SODIC’s established brand, performance record and healthy financial position provide the perfect backdrop for sustainable growth

**Significant Brand Equity**
- Strong demand for SODIC products (88% of launched inventory sold)
- Pricing at a premium to the market
- Reputations of timely deliveries
- One of the first to settle disputes achieving a clean land bank in 2014

**Track Record & Management**
- Full cycle experience: Successful navigation through the downturn
- Strong operational performance & resilient financial results
- 11 successfully launched projects
- Management continuity since 2006

**Scalable Operation**
- Significant in-house capacity with a team of 476 professionals
- Ability to acquire and execute sizable plots (301 acre plot launched 6 months from award)
- Capacity to raise the required funding to secure timely execution
- Strong relationship with suppliers

**Solid Growth Strategy**
- Execute existing pipeline: EGP 19bn over 5 years
- Expand land bank: acquisitions and/or asset light structures
- Diversify locations: coastal cities and secondary cities
- Build up recurring income portfolio
A Diversified Portfolio of Live Communities¹

<table>
<thead>
<tr>
<th>Project description</th>
<th>Residential Single Family Units</th>
<th>Upper Middle Class Apartment Buildings</th>
<th>Integrated mixed-use office park</th>
<th>High-end Apartments</th>
<th>Various Types of Residential Units</th>
<th>Residential Units</th>
<th>Retail stretch mall</th>
<th>Entertainment retail complex</th>
<th>Residential Single Family Units</th>
<th>Upper Middle Class Apartment and duplexes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross land area</td>
<td>2,428,283</td>
<td>126,000</td>
<td>54,727</td>
<td>56,012</td>
<td>584,331</td>
<td>700,355</td>
<td>187,801</td>
<td>50,090</td>
<td>1,053,500</td>
<td>198,719</td>
</tr>
<tr>
<td>Gross BUA</td>
<td>568,783</td>
<td>123,733</td>
<td>93,460</td>
<td>51,997</td>
<td>344,663</td>
<td>576,439</td>
<td>46,544</td>
<td>15,576</td>
<td>588,725</td>
<td>156,541</td>
</tr>
<tr>
<td>Launched as a pct of project gross land area</td>
<td>100%</td>
<td>100%</td>
<td>80%</td>
<td>100%</td>
<td>100%</td>
<td>57%</td>
<td>56%</td>
<td>100%</td>
<td>32%</td>
<td>30%</td>
</tr>
<tr>
<td>Value sold as a pct of launched</td>
<td>96%</td>
<td>98%</td>
<td>85%</td>
<td>71%</td>
<td>100%</td>
<td>79%</td>
<td>98%</td>
<td>100% Leasable</td>
<td>74%</td>
<td>78%</td>
</tr>
<tr>
<td>Delivery</td>
<td>86%</td>
<td>91%</td>
<td>50%</td>
<td>63%</td>
<td>17%</td>
<td>Delivery starting 2017</td>
<td>73%</td>
<td>Opening 2Q15</td>
<td>Delivery starting 2018</td>
<td>Delivery starting 2017</td>
</tr>
<tr>
<td>Execution</td>
<td>91%</td>
<td>99%</td>
<td>74%</td>
<td>96%</td>
<td>49%</td>
<td>24%</td>
<td>99%</td>
<td>97%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

¹ As at 31st March 2015
2014 — An Outstanding Year of Sales and Expansion

1Q14
Strong start to the year’s sales, Solidere settlement & drawdown on syndicated loan

- 3 mega villas sold in Allegria worth EGP 52 million; 27 offices sold in The Polygon worth EGP 79 million
- Amicable Settlement with Solidere International (SI) unlocking 250,000 sqm of land in the heart of Westown
- Westown Residences Phase X launch worth EGP 531 million selling out
- SODIC West Syndication Drawdown: Tranche A worth EGP 330 million, refinancing 3 existing facilities

2Q14
Eastown settlement, 301 award & new launches on Eastown Residences

- Eastown settlement of EGP 900 million payable over 7 years
- Ripplewood acquires 9.4% stake
- Eastown Residences (ETR) Phase V launch worth EGP 246 million selling out
- 301 Acre award letter received
- ETR Phase VI launch worth EGP 359 million selling out
- EGX approves capital increase subject to EGM approval

3Q14
Shoring up debt & equity, ETR Launch fully sold

- Signature of EGP 950 million loan with AAIB (301 Acre); EGP 255 million drawdown in less than 2 weeks
- EGM approves c. EGP 1 billion capital increase to existing shareholders
- Signature of EGP 300 million loan with CIB (SI Blocks)
- ETR Phase VII launch worth EGP 353 million selling out

4Q14
Capital increase 99.3% subscribed for, new launches on Westown & SODIC East

- Successful closure of c. EGP 1bn capital increase
- New launches on Westown Residences Courtyard worth EGP 250 million
- New launches on SODIC East
**1Q15 Results Highlights: Kick Starting the Year with Record Sales**

### Results overview

- A strong start to the year with sales of EGP 1.5 bn driven by our projects in East Cairo that contributed to 89% of our net sales figure, notably with single family units accounting for 70% of our contracted sales.
- Cancellations remained significantly low at 4% compared to 7% recorded for the same period last year, reaffirming the strong demand in the market for SODIC products.
- Strong cash collections of EGP 547 mn with delinquencies at a low of 5%.
- In March we announced the acquisition of a plot of land on the Mediterranean North Coast, adding c.441,000 square meters to our land bank and for the first time expanding beyond greater Cairo and into the secondary homes market.
- EGP 76 mn of net profit recorded, almost double that of the year before. The strong improvement in profitability was mainly driven by the delivery of high margin units in Allegria as well as higher interest income.
- Our balance sheet remains strong with a cash and cash equivalent balance of EGP 1.9 billion having utilized some of our cash for our latest land acquisition on the North Coast in addition to land installment payments for Villette. Our debt balance decreased marginally to EGP 1 billion and we remained net debt positive at the end of the quarter.

### Operational Highlights

<table>
<thead>
<tr>
<th>EGP 1.5 bn of contracted sales +109% YoY</th>
<th>108 units delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Financial Highlights

<table>
<thead>
<tr>
<th>EGP 284 mn of revenue recognized</th>
<th>45% Gross profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>EGP 76 mn Net profit +95%</td>
<td>EGP 1.9 bn Cash balance</td>
</tr>
</tbody>
</table>

### Notes

- **Operational Highlights**
  - EGP 1.5 bn of contracted sales +109% YoY
  - 108 units delivered
- **Financial Highlights**
  - EGP 284 mn of revenue recognized
  - 45% Gross profit margin
  - EGP 76 mn Net profit +95%
  - EGP 1.9 bn Cash balance
Diversifying out of Greater Cairo and moving into the thriving secondary homes market

Delivering on our strategy to enter the secondary homes market SODIC has acquired a 441,000 sqm plot on the Mediterranean north coast, 82 kilometers East of the city of Marsa Matrouh. The land was acquired for a total consideration of EGP 191 million.

**Key Highlights**

- SODIC’s first project outside of Greater Cairo
- Cross selling opportunity to our existing customers catering for the growing demand for secondary homes
- Prime location in the heart of Ras El Hekma overlooking an exceptional bay with 1.1 KMs of beach front
- The plot is complete with infrastructure and ready for immediate launch
- Development conditions do not mandate the one to one hotel room to residential unit ratio.

**An exceptional bay providing an ideal setting for a differentiated offering on the North Coast**
Prime Land Bank & Diverse Portfolio of Live Communities

1Q15 marks our entry into coastal developments with our latest acquisition on the Mediterranean North Cost. We continue to have an expanding, significant presence in East and West Cairo, which have both emerged as growth residential markets.

With 3.6 mn sqm of unutilized land, SODIC is developing c.600,000 sqm annually, bringing to the market EGP 19 bn of inventory over the coming 5 years.
Land Bank & Portfolio¹

With a strong land bank, clean and free of legal disputes

---

**Land Utilization**
- **10.2m sqm**
  - 65% **Launched**
  - 23% **Unlaunched**
  - 12% **Raw**

**Unlaunched & Raw Land**
- **3.6m sqm**
  - 49% **Residential**
  - 39% **Retail & Commercial**
  - 12% **Secondary Homes**

**Total Land Bank**
- **7.5mn sqm**

---

**West Cairo**
1. Launched Projects
- Allegria: 2,428k sqm
- Forty West: 56k sqm
- Westown Residences: 584k sqm
- The Polygon: 44k sqm
- The Strip: 106k sqm
- The Courtyards: 59k sqm
- Westown Hub: 50k sqm
- CASA: 294k sqm
- Beverly Hills: 1,900k sqm
- Others²: 260k sqm
- Total Launched Projects: 5,782k sqm

2. Unlaunched Projects
- Westown Residential: 276k sqm
- Westown Retail/Commer: 100k sqm
- The Strip Phase II: 82k sqm
- The Polygon: 11k sqm
- Total Unlaunched Land: 469k sqm

3. Raw Land
- Al’Yosr: 1,260k sqm
- Total Raw Land: 1,260k sqm

---

**East Cairo**
1. Launched Projects
- Eastown Residences: 402k sqm
- Kattameya Plaza: 126k sqm
- Villette Residential: 339k sqm
- Total Launched: 867k sqm

2. Unlaunched Projects
- Eastown Residential: 298k sqm
- Eastown Retail/Commercial: 158k sqm
- Villette Residential: 715k sqm
- Villette Retail/Commercial: 211k sqm
- Total Unlaunched Land: 1,382k sqm

---

**North Coast**
1. Unlaunched Projects
- Ceasar: 441k sqm
- Total Unlaunched Land: 441k sqm

---

¹ As at 31 March 2015 ² Includes Designopolis, BISC and Infrastructure assets ³ Excluding Syria Land Bank (Fully Impaired)
Forward Strategy

Against this backdrop — and with proven brand equity, performance and financial strength — SODIC is focused on growth and expansion

**Execute existing pipeline**
- Execution of EGP 19 bn worth of unlaunched inventory
- Deliver some 8,000 residential units over the coming 6 years
- Collect EGP 5.5 bn of receivables on existing sales while maintaining a collection ratio above 93%

**Expand land bank**
- Locations of interest include:
  - New, growing urban communities (East & West of Cairo)
  - Second homes on coastal cities (significant cross selling opportunity & mitigating our current seasonality of primary homes sales)
  - Secondary cities offering untapped opportunities in Egypt
- Explore joint ventures, co-development and other asset-light structures as a means to expand operations with a less capital intensive approach

**Build up recurring income**
- Gradual build up of our recurring income portfolio, targeting EGP 300 million of revenues
- Addition of c.60,000 sqm of GLA to our currently launched lease portfolio aiming to reach c.100,000 sqm of GLA
- Leverage our existing property and facility management company EDARA and further develop its expertise

**Other long-term upside potential**
- Monetise Syria land (completely written off the balance sheet)
- Develop El Yosr (1.3 mn sqm of raw land in West Cairo)
Operational & Financial Performance
Performance Overview

SODIC has exhibited impressive growth despite the downturn, growing by every metric since 2011.

Record gross contracted sales set to eclipse 2014 levels

Cancellations at an all-time low

Continuing to deliver on schedule

Significant additions to land bank

Market cap more than doubled since 2013
Sales Performance & Unrecognized Revenues\(^1\)

1Q15 sales of EGP 1.5 bn inline with our target for EGP 4bn for 2015

<table>
<thead>
<tr>
<th>Year</th>
<th>Regular Operating Environment</th>
<th>Global Financial Recession</th>
<th>Regular Operating Environment</th>
<th>Jan 25th Revolution</th>
<th>Regular Operating Environment</th>
<th>June 30th Revolution</th>
<th>Regular Operating Environment</th>
<th>Regular Operating Environment</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>Allegria Phase 1&amp;2 launch</td>
<td></td>
<td>Approximately 650 Allegria units contracted</td>
<td>KP launch achieving EGP 250 mn of sales</td>
<td>Cumulative Sales: EGP 2.7 bn</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>Launch of:</td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>Small offices in The Polygon</td>
<td>Westown Residences “WTR” Phase 1</td>
<td>Instability causing EGP 735 mn in cancellations</td>
<td>Cumulative Sales: EGP 4.6 bn</td>
</tr>
<tr>
<td>2010</td>
<td></td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>Allegria phase 5 WTR Phases 2 to 6</td>
<td>WTR achieved sales of some EGP 1 bn</td>
<td>Cumulative Sales: EGP 6.2 bn</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td></td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>ETR phases 1 to 4</td>
<td>Eastown Residences “ETR” phases 1 to 4 account for 50% of total sales</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>ETR phases 5 to 7</td>
<td>WT Courtyard Villette</td>
<td>Launch of:</td>
<td>ETR phases 8 Villette phase 2</td>
</tr>
<tr>
<td>2013</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>ETR phases 8 Villette phase 2</td>
</tr>
<tr>
<td>2014</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>ETR phases 8 Villette phase 2</td>
</tr>
<tr>
<td>1Q15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Launch of:</td>
<td>ETR phases 8 Villette phase 2</td>
</tr>
</tbody>
</table>

**Annual Net Sales (EGP Mn)**

- **2008**: EGP 1,430
- **2009**: EGP 777
- **2010**: EGP 1,181
- **2011**: EGP 1,619
- **2012**: EGP 2,478
- **2013**: EGP 3,075
- **1Q15**: EGP 1,476

**Approximately EGP 13 Bn in net sales since 2008, of which 57% are yet to be recognized**

---

\(^1\) Monthly Sales from January 2008 to March 2015. Unrecognized revenues accounting for EGP 7.5 billion as at 31st March 2015.

\(^2\) Actual Contracted Net Sales as at 31 March 2015.
# Project Profitability

Launched projects profitability GPM registered at 39% on c.EGP 13 bn of unit sales

### Sellable Inventory Profitability

<table>
<thead>
<tr>
<th>Project (EGP Mn)</th>
<th>Total Inventory</th>
<th>Development Cost</th>
<th>Sold Inventory</th>
<th>Projects’ GPM[^4]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allegria[^2]</td>
<td>4,394</td>
<td>2,598</td>
<td>4,223</td>
<td>41%</td>
</tr>
<tr>
<td>Kattameya Plaza</td>
<td>642</td>
<td>427</td>
<td>627</td>
<td>33%</td>
</tr>
<tr>
<td>Forty West</td>
<td>589</td>
<td>392</td>
<td>416</td>
<td>33%</td>
</tr>
<tr>
<td>WTR (I-X)</td>
<td>2,234</td>
<td>1,306</td>
<td>2,224</td>
<td>42%</td>
</tr>
<tr>
<td>Polygon</td>
<td>734</td>
<td>484</td>
<td>626</td>
<td>34%</td>
</tr>
<tr>
<td>The Strip</td>
<td>338</td>
<td>175</td>
<td>332</td>
<td>48%</td>
</tr>
<tr>
<td>ETR (I-VIII)</td>
<td>3,022</td>
<td>1,853</td>
<td>2,386</td>
<td>39%</td>
</tr>
<tr>
<td>The Courtyards (I-II)</td>
<td>454</td>
<td>194</td>
<td>355</td>
<td>57%</td>
</tr>
<tr>
<td>Villette (I - II)</td>
<td>2,293</td>
<td>1,532</td>
<td>1,700</td>
<td>33%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>14,699</strong></td>
<td><strong>8,962</strong></td>
<td><strong>12,889</strong></td>
<td><strong>39%</strong></td>
</tr>
</tbody>
</table>

### Pricing Ability

- **Launch Date**: May ’13 to March ’15
- **Increase**: 78%

- **All figures in EGP unless otherwise stated**
- **Unsold Allegria inventory amounts to EGP 171 mn (12 units)**
- **Excludes the investment cost of leasable assets**
- **Expected gross profit margin, excluding NPV adjustments**
SODIC delivered some 108 units during 1Q15 across 8 different projects, namely: Allegria, Kattameya Plaza, Forty West, The Polygon, The Strip, Casa, WT Hub & WTR.

### Delivery and Execution

Circa 6,000 units under development (35% delivered) with an investment cost of c. EGP 9.4 billion

<table>
<thead>
<tr>
<th>Project</th>
<th>Number of Units</th>
<th>Delivered Units</th>
<th>Percent Delivered</th>
<th>Delivery Start Date</th>
<th>Delivery End Date</th>
<th>Investment Cost²</th>
<th>Percent Completion³</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allegria</td>
<td>1,255</td>
<td>1,149</td>
<td>92%</td>
<td>2010</td>
<td>2015</td>
<td>2,598</td>
<td>91%</td>
</tr>
<tr>
<td>Kattameya Plaza</td>
<td>488</td>
<td>440</td>
<td>90%</td>
<td>2013</td>
<td>2015</td>
<td>427</td>
<td>99%</td>
</tr>
<tr>
<td>Forty West</td>
<td>133</td>
<td>77</td>
<td>58%</td>
<td>2012</td>
<td>2015</td>
<td>512</td>
<td>96%</td>
</tr>
<tr>
<td>WT Residences (I-X)</td>
<td>1,391</td>
<td>190</td>
<td>14%</td>
<td>2013</td>
<td>2017</td>
<td>1,306</td>
<td>49%</td>
</tr>
<tr>
<td>The Polygon</td>
<td>250</td>
<td>125</td>
<td>50%</td>
<td>2013</td>
<td>2016</td>
<td>660</td>
<td>84%</td>
</tr>
<tr>
<td>The Strip</td>
<td>84</td>
<td>35</td>
<td>42%</td>
<td>2012</td>
<td>2015</td>
<td>240</td>
<td>99%</td>
</tr>
<tr>
<td>WT Hub</td>
<td>47</td>
<td>17</td>
<td>36%</td>
<td>2014</td>
<td>2015</td>
<td>89</td>
<td>97%</td>
</tr>
<tr>
<td>ET Residences (I-VIII)</td>
<td>1,588</td>
<td>-</td>
<td>-</td>
<td>2016</td>
<td>2018</td>
<td>1,853</td>
<td>24%</td>
</tr>
<tr>
<td>The Courtyards (I-II)</td>
<td>243</td>
<td>-</td>
<td>-</td>
<td>2017</td>
<td>2018</td>
<td>194</td>
<td>0%</td>
</tr>
<tr>
<td>Villette (I-II)</td>
<td>409</td>
<td>-</td>
<td>-</td>
<td>2017</td>
<td>2018</td>
<td>1,532</td>
<td>0%</td>
</tr>
<tr>
<td>CASA⁴</td>
<td>63</td>
<td>49</td>
<td>78%</td>
<td>2013</td>
<td>2015</td>
<td>NA</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5,951</strong></td>
<td><strong>2,082</strong></td>
<td><strong>35%</strong></td>
<td><strong>From 2010 to 2018</strong></td>
<td><strong>9,411</strong></td>
<td><strong>NA</strong></td>
<td><strong>NA</strong></td>
</tr>
</tbody>
</table>

¹ All figures as at 31st March 2015.
² Investment cost represents the expected construction and land costs. Figures are in EGP million.
³ Percentage completion represents CAPEX paid. With the exception of Eastown, Villette and Allegria, all projects land cost has been fully paid.
⁴ CASA is a jointly owned project (80% Palm Hills subsidiary & 20% SODIC). SODIC owns 63 apartments.
Strong Revenues, Net Profit and a Robust Balance Sheet...

Summary Consolidated Income Statement

<table>
<thead>
<tr>
<th>(EGP Million)</th>
<th>1Q14</th>
<th>1Q15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenues</td>
<td>301</td>
<td>284</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>(209)</td>
<td>(156)</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>92</td>
<td>128</td>
</tr>
<tr>
<td>Gross Profit Margin</td>
<td>30%</td>
<td>45%</td>
</tr>
<tr>
<td><strong>Net Profit Before Tax</strong></td>
<td>45</td>
<td>113</td>
</tr>
<tr>
<td>Taxes</td>
<td>(5)</td>
<td>(34)</td>
</tr>
<tr>
<td>Minority interest</td>
<td>(2)</td>
<td>(4)</td>
</tr>
<tr>
<td><strong>Net Profit Post Controlling Minority Interest</strong></td>
<td>39</td>
<td>76</td>
</tr>
</tbody>
</table>

Selected Consolidated Balance Sheet Items

<table>
<thead>
<tr>
<th>(EGP Million)</th>
<th>Dec-14</th>
<th>Mar-15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Long Term Assets</td>
<td>3,473</td>
<td>3,860</td>
</tr>
<tr>
<td>Net Trade and Notes Receivable</td>
<td>6,239</td>
<td>5,485</td>
</tr>
<tr>
<td>Cash at Banks and on Hand</td>
<td>2,076</td>
<td>1,946</td>
</tr>
<tr>
<td>Liabilities &amp; Shareholder Structure</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Credit Facilities &amp; Long Term Loans</td>
<td>1,029</td>
<td>1,199</td>
</tr>
<tr>
<td>Advances from Customers</td>
<td>6,905</td>
<td>6,097</td>
</tr>
<tr>
<td>Total Equity</td>
<td>3,148</td>
<td>3,088</td>
</tr>
</tbody>
</table>
...With Clear Visibility on Future Revenues and Capital Efficiency

<table>
<thead>
<tr>
<th>Item</th>
<th>1Q14</th>
<th>1Q15</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Contracted Sales</td>
<td>758</td>
<td>1,542</td>
<td>103%</td>
</tr>
<tr>
<td>Net Contracted Sales</td>
<td>706</td>
<td>1,476</td>
<td>109%</td>
</tr>
<tr>
<td>Cancellation rate</td>
<td>7%</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Cash Collected</td>
<td>317</td>
<td>547</td>
<td>72%</td>
</tr>
<tr>
<td>Number of Units Delivered (units)</td>
<td>292</td>
<td>287</td>
<td>-2%</td>
</tr>
<tr>
<td>Value of Units Delivered</td>
<td>114</td>
<td>108</td>
<td>-5%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>92</td>
<td>128</td>
<td>39%</td>
</tr>
<tr>
<td>Net Profit</td>
<td>39</td>
<td>76</td>
<td>95%</td>
</tr>
<tr>
<td>Bank debt balance</td>
<td>398</td>
<td>1,029</td>
<td>158%</td>
</tr>
<tr>
<td>Cash at Banks &amp; On Hand</td>
<td>507</td>
<td>1,946</td>
<td>283%</td>
</tr>
</tbody>
</table>
I. Project Portfolio
Project Description
Westown’s first residential neighbourhood, offering townhouses, twin-houses, city villas, signature lofts, duplexes and apartments. The development brings together themed gardens, parks, and open green spaces, set in a secure, gated community designed around the Pedestrian Green Spine.

Launch date | 2011 | Receivables outstanding | 1,181
Gross Land Area (sqm) | 584,331 | Development cost for launched¹ | 1,306
Total BUA | 344,663 | Capex remaining for launched | 51%
Launched BUA | 344,663 | Delivery start | 2014
Launched inventory value | 2,234 | Delivery end | 2017
Sold inventory | 2,224 | Value of units delivered | 371
Units launched | 1,391 | Number of units delivered | 190

¹ Including land cost
All figures as of 31st March 2015 in EGP mn unless otherwise stated
Project Portfolio

Project Description
The Courtyards is SODIC West’s newest residential neighbourhood. Designed by SODIC’s very own inhouse design team, offering a variety of apartments and duplexes

<table>
<thead>
<tr>
<th>Launch date</th>
<th>Receivables outstanding</th>
<th>Gross Land Area (sqm)</th>
<th>Development cost for launched¹</th>
<th>Total BUA</th>
<th>Capex remaining for launched</th>
<th>Delivery start</th>
<th>Delivery end²</th>
<th>Launched BUA</th>
<th>Launched inventory value</th>
<th>Sold inventory</th>
<th>Value of units delivered</th>
<th>Units launched</th>
<th>Number of units delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>258</td>
<td>198,719</td>
<td>194</td>
<td>156,541</td>
<td>100%</td>
<td>2017</td>
<td>2018</td>
<td>47,876</td>
<td>454</td>
<td>355</td>
<td>-</td>
<td>243</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including land cost
All figures as of 31st of March 2015 in EGP mn unless otherwise stated
²for launched phases
Project Portfolio

Project Description
SODIC’s flagship project, Allegria, is an award-winning residential development offering high-end single-family units surrounding an 18-hole Greg Norman golf course.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2008</th>
<th>Receivables outstanding</th>
<th>716</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>2,428,283</td>
<td>Development cost for launched¹</td>
<td>2,598</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>568,783</td>
<td>Capex remaining for launched</td>
<td>9%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>568,783</td>
<td>Delivery start</td>
<td>2010</td>
</tr>
<tr>
<td>Launched inventory value</td>
<td>4,394</td>
<td>Delivery end</td>
<td>2015</td>
</tr>
<tr>
<td>Sold inventory</td>
<td>4,223</td>
<td>Value of units delivered</td>
<td>3,623</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>1,255</td>
<td>Number of units delivered</td>
<td>1,149</td>
</tr>
</tbody>
</table>

¹ Including land cost
All figures as of 31st of March 2015 in EGP mn unless otherwise stated
Project Portfolio

Project Description
Forty West is an exclusive development with a cutting-edge design by acclaimed Boston-based Machado and Silvetti Architect. It is the coming together of a vibrant community with spectacular fully-finished apartments, offices, boutiques, world-class restaurants, open spaces and a luxurious hotel.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2009</th>
<th>Receivables outstanding</th>
<th>145</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>56,012</td>
<td>Development cost for launched¹</td>
<td>512</td>
</tr>
<tr>
<td>Total BUA</td>
<td>51,997</td>
<td>Capex remaining for launched</td>
<td>7%</td>
</tr>
<tr>
<td>Launched BUA</td>
<td>51,997</td>
<td>Delivery start</td>
<td>2012</td>
</tr>
<tr>
<td>Launched inventory value</td>
<td>589</td>
<td>Delivery end</td>
<td>2015</td>
</tr>
<tr>
<td>Sold inventory</td>
<td>404</td>
<td>Value of units delivered</td>
<td>227</td>
</tr>
<tr>
<td>Units launched</td>
<td>133</td>
<td>Number of units delivered</td>
<td>70</td>
</tr>
<tr>
<td>Gross Leasable Area</td>
<td>4,736</td>
<td>Estimated Lease Income</td>
<td>11</td>
</tr>
</tbody>
</table>

¹ Including land cost

All figures as of 31st March 2015 in EGP mn unless otherwise stated
Estimated lease income in 2018


# Project Portfolio

## Project Description

The Polygon consists of nine ‘Class A’ office buildings designed by multiple-award-winning UK-based architects Wilkinson-Eyre. The Polygon offers over 70,000 sqm of state-of-the-art office space, designed to accommodate both small and large businesses.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>54,727</td>
</tr>
<tr>
<td>Total BUA</td>
<td>93,460</td>
</tr>
<tr>
<td>Launched BUA</td>
<td>75,338</td>
</tr>
<tr>
<td>Launched inventory value</td>
<td>745</td>
</tr>
<tr>
<td>Sold inventory</td>
<td>624</td>
</tr>
<tr>
<td>Units launched</td>
<td>-</td>
</tr>
<tr>
<td>Gross Leasable Area²</td>
<td>18,247</td>
</tr>
</tbody>
</table>

| Receivables outstanding | 364 |
| Development cost for launched¹ | 660 |
| Capex remaining for launched | 23% |
| Delivery start | 2013 |
| Delivery end³ | 2016 |
| Value of units delivered | 299 |
| Number of units delivered | 123 |
| Estimated Lease Income² | 33 |

¹ Including land cost
² Estimated lease income in 2018
³ for launched phases

All figures as of 31st of March 2015 in EGP mn unless otherwise stated.
Project Portfolio

Project Description
Designed by leading Egyptian architectural firm Hassan Abu Seda, the Hub consists of five multi-leveled buildings around one central piazza, creating a truly unique retail space. Westown Hub is home to some of Cairo’s finest restaurants and cafés.

### Project Summary

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>50,090</td>
</tr>
<tr>
<td>Total BUA</td>
<td>15,576</td>
</tr>
<tr>
<td>Launched BUA</td>
<td>15,576</td>
</tr>
<tr>
<td>Gross Leasable Area²</td>
<td>13,254</td>
</tr>
<tr>
<td>Launch date</td>
<td>2012</td>
</tr>
<tr>
<td>Development cost for launched¹</td>
<td>89</td>
</tr>
<tr>
<td>Capex remaining for launched²</td>
<td>6%</td>
</tr>
<tr>
<td>Delivery start</td>
<td>2014</td>
</tr>
<tr>
<td>Delivery end</td>
<td>2015</td>
</tr>
<tr>
<td>Estimated Lease Income²</td>
<td>31</td>
</tr>
</tbody>
</table>

¹ Including land cost
² All figures as of 31st of March 2015 in EGP mn unless otherwise stated
³ Estimated lease income in 2018
Project Description

With stores arranged side by side and linked by a walkway, The Strip offers mixed retail shops and personal services over seven zones in a relaxed and contemporary environment.

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Launch date</strong></td>
<td>2010</td>
<td><strong>Receivables outstanding</strong></td>
<td>87</td>
</tr>
<tr>
<td><strong>Gross Land Area (sqm)</strong></td>
<td>187,801</td>
<td><strong>Development cost for launched(^1)</strong></td>
<td>240</td>
</tr>
<tr>
<td><strong>Total BUA</strong></td>
<td>46,544</td>
<td><strong>Capex remaining for launched</strong></td>
<td>1%</td>
</tr>
<tr>
<td><strong>Launched BUA</strong></td>
<td>30,044</td>
<td><strong>Delivery start</strong></td>
<td>2012</td>
</tr>
<tr>
<td><strong>Launched inventory value</strong></td>
<td>338,148,1156</td>
<td><strong>Delivery end(^3)</strong></td>
<td>2015</td>
</tr>
<tr>
<td><strong>Sold inventory</strong></td>
<td>331,557,9556</td>
<td><strong>Value of units delivered</strong></td>
<td>242</td>
</tr>
<tr>
<td><strong>Units launched</strong></td>
<td>53</td>
<td><strong>Number of units delivered</strong></td>
<td>35</td>
</tr>
<tr>
<td><strong>Gross Leasable Area(^2)</strong></td>
<td>6,534</td>
<td><strong>Estimated Lease Income(^2)</strong></td>
<td>22</td>
</tr>
</tbody>
</table>

\(^1\) Including land cost  
All figures as of 31\(^{st}\) of March 2015 in EGP mn unless otherwise stated  
\(^2\) Estimated lease income in 2018  
\(^3\) for launched phases
Project Portfolio

Project Description
Kattameya Plaza is comprised of 474 apartments and is strategically located in the heart of New Cairo, five minutes away from Eastown and the American University in Cairo. Kattameya Plaza is designed and master-planned by ArchGroup — the distinguished firm that designed the Grosvenor House in Dubai — and landscaped by Evergreen.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2010</th>
<th>Receivables outstanding</th>
<th>211</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>126,000</td>
<td>Development cost for launched¹</td>
<td>427</td>
</tr>
<tr>
<td>Total BUA</td>
<td>123,733</td>
<td>Capex remaining for launched</td>
<td>1%</td>
</tr>
<tr>
<td>Launched BUA</td>
<td>123,733</td>
<td>Delivery start</td>
<td>2012</td>
</tr>
<tr>
<td>Launched inventory value</td>
<td>642</td>
<td>Delivery end</td>
<td>2015</td>
</tr>
<tr>
<td>Sold inventory</td>
<td>627</td>
<td>Value of units delivered</td>
<td>570</td>
</tr>
<tr>
<td>Units launched</td>
<td>488</td>
<td>Number of units delivered</td>
<td>440</td>
</tr>
</tbody>
</table>

¹ Including land cost
All figures as of 31st of March 2015 in EGP mn unless otherwise stated
Project Portfolio

Project Description
Strategically located on Road 90, adjacent to the American University in Cairo and just a short drive from Cairo International Airport, Eastown will provide premium residential, retail and office space all set in a secure, gated community.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2013</th>
<th>Receivables outstanding</th>
<th>1,444</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>700,355</td>
<td>Development cost for launched¹</td>
<td>1,853</td>
</tr>
<tr>
<td>Total BUA</td>
<td>576,439</td>
<td>Capex remaining for launched</td>
<td>76%</td>
</tr>
<tr>
<td>Launched BUA</td>
<td>358,127</td>
<td>Delivery start</td>
<td>2016</td>
</tr>
<tr>
<td>Launched inventory value</td>
<td>3,022</td>
<td>Delivery end²</td>
<td>2017</td>
</tr>
<tr>
<td>Sold inventory</td>
<td>2,386</td>
<td>Value of units delivered</td>
<td>-</td>
</tr>
<tr>
<td>Units launched</td>
<td>1,588</td>
<td>Number of units delivered</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including land cost
² All figures as of 31st of March 2015 in EGP mn unless otherwise stated
³ For launched phases
Project Portfolio

Project Description
Villette marks SODIC’s first time to offer single family units in New Cairo. The development offers a range of standalone villas, townhouses and twin-houses with unique architectural designs. The project was master planned by the renowned SWA Group and launched in a record 6 months from acquisition of the 301 acre plot.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2014</th>
<th>Receivables outstanding</th>
<th>1,459</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>1,264,200</td>
<td>Development cost for launched¹</td>
<td>1,532</td>
</tr>
<tr>
<td>Total BUA</td>
<td>602,156</td>
<td>Capex remaining for launched</td>
<td>100%</td>
</tr>
<tr>
<td>Launched BUA</td>
<td>141,995</td>
<td>Delivery start</td>
<td></td>
</tr>
<tr>
<td>Launched inventory value</td>
<td>2,293</td>
<td>Delivery end²</td>
<td>2018</td>
</tr>
<tr>
<td>Sold inventory</td>
<td>1,700</td>
<td>Value of units delivered</td>
<td>-</td>
</tr>
<tr>
<td>Units launched</td>
<td>409</td>
<td>Number of units delivered</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including land cost
All figures as of 31st of March 2015 in EGP mn unless otherwise stated
² for launched phases
II. Additional Information
Proactive Steps to Address Long-Standing Economic Challenges

The Government of Egypt has embarked on a number of schemes that aim to address economic issues and that are expected to have positive effects on macroeconomic indicators.

1. **Subsidy Reforms**
   - In July 2014, the Egyptian government kicked off a much-awaited fiscal consolidation, aiming to bring the fiscal deficit towards a sustainable path and revive economic growth. The approved measures include:
     - Rationing a wide-range of fuel products
     - Re-pricing of electricity and outlining a five-year plan for phasing out fuel subsidies
     - Increasing sales taxes on tobacco and alcohol

<table>
<thead>
<tr>
<th>Item</th>
<th>Annual Saving (EGP Bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diesel</td>
<td>16.8</td>
</tr>
<tr>
<td>Gasoline</td>
<td>8.9</td>
</tr>
<tr>
<td>Fuel Oil</td>
<td>4.0</td>
</tr>
<tr>
<td>Natural Gas</td>
<td>3.7</td>
</tr>
<tr>
<td>Electricity</td>
<td>8.5</td>
</tr>
<tr>
<td>Cigarettes &amp; Alcohol</td>
<td>4.5</td>
</tr>
<tr>
<td>Total</td>
<td>46.4</td>
</tr>
<tr>
<td>% of GDP</td>
<td>2.0%</td>
</tr>
</tbody>
</table>

2. **Mortgage Finance**
   - The government is stimulating private and household credit through the launch of an EGP 10 bn programme by CBE to promote mortgage finance
   - The programme would lend banks funds at preferential rates for maturities of more than 10 years that would be utilized in financing mortgages for low and middle income families

3. **Major Infrastructure Investments**
   - The government has launched an ambitious project to build a new Suez Canal alongside the existing 145-year-old historic waterway with an estimated cost of USD 8.2 bn (including building underground tunnels) to be completed in five years. The new canal is set to boost annual revenues to USD 13.5 bn by 2023 from USD 5.2 bn in FY12/13
   - 3,600 km of new roads are set to be constructed at a cost of EGP 36 bn
   - Efforts are underway to significantly increase electricity generation capacity
Historical Milestones

1995
- Incorporated with 6,000 shareholders with equity of EGP 100 million
- Purchased first land in Sheikh Zayed (10 million sqm)

1997
- Beverly Hills development launch

2006
- New management team led by Maher Maksoud
- Capital increase of EGP 1.1 billion

2007
- Allegria development launch

2008
- Kattameya Plaza development launch
- Net sales of EGP 1.9 billion

2009
- Global Financial Crisis
- The Polygon development launch
- Forty West development launch
- The Strip development launch
- Net sales of EGP 800 million
- First developer to launch during the financial crisis with Allegria Phase IV sold out in three weeks.
- First developer to launch again with Allegria’s Phase III The Hill that sold out in weeks

2010
- First homes delivered in Allegria ahead of schedule
- Net sales of EGP 1.86 billion
- Capital increase of EGP 550 million

2011
- 25th of January Revolution
- First developer to launch after the revolution, Westown Residences sold out in 48 hours.
- Net sales of EGP 6 million

2012
- Westown Hub Launch
- Net sales of EGP 1.6 billion
- Delivery of The Strip and Forty West

2013
- 30th of June Revolution
- Eastown Residences Launch
- Net sales of EGP 2.5 billion
- Starting delivery of Kattameya Plaza, The Polygon and Casa

2014
- Record contracted sales of EGP 3.2 billion
- Eastown settlement, 301 acre plot acquisition
- EGP 1 bn capital increase
- EGP 2.2 bn credit facility to complete existing projects
Board of Directors

Hani Sarie El Din
Chairman (Non-Executive)
Dr. Hani Sarie El Din is a prominent legal practitioner in Egypt and the Middle East with over 25 years of experience in corporate, banking, and capital market. In addition to his private professional career, Dr. Sarie El Din has served in executive and non-executive public positions including, Chairman of Capital Market Authority, Board Member of the Central Bank of Egypt, General Authority for Investment, and the first official US-Egyptian Fund to promote investment in Egypt. Dr. Sarie El Din holds a Ph.D. in International Business Law from Queen Mary and Westfield College, University of London.

Ahmed Demerdash Badrawi
Managing Director (Executive)
Ahmed (Dasha) Badrawi is the Managing Director of SODIC. Badrawi joined SODIC in 2006 in a business development role and was one of the core members of the new management team responsible for its remarkable turnaround. Badrawi was appointed Managing Director of SODIC in March 2013. Prior to joining SODIC, Badrawi launched The Daily Star Egypt, Egypt’s first independent English-language newspaper associated with the International Herald Tribune. In 2000, he founded Egypt’s first records management business, InfoFort Egypt LLC, which he sold in 2005 to Aramex. Prior to moving to Egypt, he was a practicing solicitor with Clifford Chance in the UK and the UAE and held a management post with the Albert Abela Corporation in London. Badrawi graduated with a law degree from Queen Mary & Westfield College, University of London and passed the Law Society Solicitors’ Finals from The College of Law, Guildford.

Hisham El-Khazindar
Board Member (Non-Executive)
Hisham El-Khazindar is the Managing Director and Co-Founder of Qalaa Holdings. El-Khazindar also serves on the board of several leading regional companies including El Sewedy Electric and Magrabi Retail, and on the Advisory Committee of the Emerging Markets Private Equity Association. He also serves as a Trustee of the American University in Cairo, a Trustee of the Cairo Children’s Cancer Hospital, and as a Fellow of the Aspen Institute’s Middle East Leadership Initiative. Prior to co-founding Qalaa Holdings in 2004, El-Khazindar held the position of Executive Director of Investment Banking at EFG Hermes where he advised on landmark M&A and IPO transactions in the region. During the period 1999-2000, Al-Khazindar was on secondment to Goldman Sachs in London. El-Khazindar holds a BA in Economics from the American University in Cairo and an MBA from Harvard Business School.

Hussein Choucri
Board Member (Non-Executive)
Hussein Choucri is the Chairman and Managing Director of HC Securities & Investment. Choucri is also a Board Member of the Holding Company for Tourism and Cinema (HOTAC), Edita Food Industries, Integrated Diagnostics Holdings (IDH), and the Egyptian British Business Council (EBBC). In addition, Choucri is the Chairman of the Board of Trustees of Shefaa Charity Foundation. Choucri held the position of Managing Director at Morgan Stanley, New York from 1987 to 1993, before serving as an Advisory Director until December 2007 where he was responsible for business activities in the emerging markets of the Middle East and the Indian Subcontinent as well as taking part in a number of privatization projects in Turkey, India and Argentina. Prior to joining Morgan Stanley, Choucri worked with Abu Dhabi Investment Company and participated in arranging several Euroloan and Eurobond financings for sovereigns and private sector companies. Choucri received a Management Diploma from the American University in Cairo and a B.A. from the Faculty of Commerce, Ain Shams University.

Walid Abanamay
Board Member (Non-Executive)
Dr. Walid Sulaiman Abanamay has been the Managing Director of Al-Mareefa Al –Saudia Company since 1997. Prior to this, he served in the Treasury and Corporate Banking Departments of SAMBA Financial Group. Dr. Abanamay has been serving the Board of Directors of several listed companies, private equity and equity funds including, Joussour, Beltone Financial, UGIC, Men Capital Fund and GB Auto. He also served in the Boards of SAFCO, Nasr City, Al-Inmaia, Al Raya Holdings and Al Masafi. Dr. Abanamay holds a B.Sc. degree in Computer Science from Southern Illinois University, a Master’s degree in Management Information Systems from the University of Illinois and a Ph.D. in Business Administration majoring in Finance from Southern Illinois University.

Sabah Barakat
Board Member (Non-Executive)
Sabah Taysr Barakat is the Vice President of Olayan Financing Company, based in Riyadh, and is responsible for overseeing a portfolio of wholly owned and joint venture companies in the fields of energy, construction, and real estate development. From 2003-2008, Barakat was Vice President of Bechtel Group. From 1998-2003, Barakat was the Regional Vice President of National Grid Plc. From 1986-1998, Sabah worked for the Costain Group Plc., a leading international contracting firm, specialising in infrastructure, energy, and building construction. Barakat graduated in 1986 with an Engineering degree from London University as a Chartered Engineer, and a member of the UK’s Institute of Civil Engineers. Barakat holds an MBA in Engineering Management and is a member of the UK’s Chartered Institute of Management.
Board of Directors

Omar Salah Bassiouny
Board Member (Executive)
Omar S. Bassiouny is the co-founder and Executive Partner of Matouk Bassiouny and the head of the company’s Corporate and M&A group. Bassiouny has a strong track record in the areas of corporate law and mergers and acquisitions, most recently representing Emirates NBD on the acquisition of BNP Paribas S.A.E. and representing Abraaj in the acquisition of AI Mokhtabar in 2012. Bassiouny is a prominent member of several chambers of commerce and business associations including the American Chamber of Commerce, the Egyptian Malaysian Business Council and the British Egyptian Business Association. Bassiouny’s achievements have been recognised with numerous awards such as Leading Lawyer in Mergers & Acquisitions in Egypt in 2014 by IFLR 1000 and leading lawyer in Egypt in 2013 by Chambers & Partners. Bassiouny received a B.A in Public and International Law from the American University Cairo and a Licence en Droit from the faculty of Law at Cairo University.

Omar Elhamawy
Board Member (Executive)
Omar Elhamawy is the Chief Financial Officer of SODIC, as well as, the Managing Director of SODIC’s fully owned company SOREAL for Real Estate Investment. Since joining SODIC in May 2013, Elhamawy has overseen the successful completion of SODIC’s EGP 1 billion capital increase, as well as, the signing of several medium term facilities. Prior to joining SODIC, Elhamawy spent eight years as a Director within Beltone’s Investment Banking Division, where he highly focused on the real estate sector through his close involvement in both M&A and Capital Market transactions. His most notable transactions include advising Mena for Touristic and Real Estate Investments on a capital increase, advising Beltone Private Equity on the tender offer and acquisition of Nasr City Housing and Development, and advising Amer Group on its IPO, among many others. Elhamawy holds a bachelor’s degree of Business Administration from the American University in Cairo and is a CFA Charterholder.

Basil Ramzy
Board Member (Executive)
Basil Ramzy is the Chief Development Officer of SODIC, tasked with driving profitable, market-relevant, SODIC standard developments. Since joining SODIC’s development team in 2010, Ramzy has played an instrumental role in creating and formalising SODIC’s development process. Since then, he has expanded SODIC’s residential product range to include a wider variety of price-points and multi-family housing options and pushed forward SODIC’s commercial development expertise and ambitions. Before joining SODIC, Ramzy was a managing partner of Delta Enterprises, an award-winning, real estate development firm in the United States specialised in residential and retail projects. Prior to his real estate career, Ramzy was co-founder and CEO of Sarmady Communications, one of Egypt’s premier digital media companies which was purchased by Vodafone Egypt. Ramzy holds a master’s degree in building construction and facility management from the Georgia Institute of Technology, as well as, an undergraduate degree in mechanical engineering from Carnegie Mellon University.

Shehab Elorabi
Board Member (Executive)
Shehab Elorabi is SODIC’s Chief Technical officer. Elorabi joined SODIC in 2009 as Executive Director of Project Controls. Prior to joining SODIC, Elorabi spent 5 years of his professional life in Dubai where he held the position of Senior Development Manager at real estate developer Nakheel Co. LLC, following his post as Projects Control Manager at Hill International Project Management Firm. His experience in Egypt prior to that included time spent with Turner International and International Bechtel Inc. Elorabi started his career with Bechtel Corporation in the USA as Project Controls Engineer, where he spent the first six years of his professional career. Elorabi has over 25 years of Experience in the field of construction and real estate development in the USA, UAE and Egypt, and holds an MBA from Golden Gate University in San Francisco, and a B.Sc. in Industrial Engineering/Operations Research from the University of California, Berkeley.

Yezan Bassiouny
Board Member (Non-Executive)
Yezan Bassiouny is currently the Chief Investment Officer of the Capital Bank Group, a financial services group with operations in Jordan, Iraq and UAE. Bassiouny has over 15 years of investment and investment banking experience. In 2013, he co-founded HCH Partners, a private equity investment company focused on East Africa, where he currently serves on the Board and is a member of the investment committee. Prior to that, Bassiouny acted as Advisor at Ripplewood Holdings LLC., following his post of Managing Director at Perella Weinberg in New York from 2007 to 2012 and his work with JPMorgan’s M&A group in New York from 2000 to 2007. Bassiouny received a Bachelor of Science degree from Georgetown’s School of Foreign Service and a Juris Doctor from Northwestern University School of Law. He was admitted to the New York bar and is a licensed pilot. Throughout his career, Bassiouny has developed an extensive experience across a range of industries and advised on approximately $100 billion in M&A transactions in North America, Latin America, Europe, the Middle East and Africa.
Executive Management Team

Leadership continuity since the turnaround in 2006

Mr. Ahmed Badrawi
Managing Director
- Appointed MD in 2013
- Joined SODIC in 2006
- Previously founder of InfoFort, Egypt’s first records management business; launched the Daily Star Egypt
- Law degree from University of London

Eng. Shehab Elorabi
Chief Technical Officer
- Joined SODIC in 2009
- Previous experience includes senior roles at Nakheel, Hill International Project Management Firm, Turner International and Bechtel Inc.
- MBA from Golden Gate University, B.Sc. from UC Berkeley

Mr. Omar Elhamawy
Chief Financial Officer
- Joined SODIC in 2013
- Previously Investment Banking Division Director at Beltone Financial, where he was responsible for numerous landmark real estate transactions in Egypt
- B.Sc. in Business Administration from AUC and a CFA Charter holder

Mr. Ashraf Farid
Chief Business Development Officer
- Joined SODIC in 2007
- Previously held managerial positions at Al-Futtaim Group & Allianz Group
- B.Sc. in Economics and Financial Management from Cairo University, Associate of the Chartered Insurance Institute in London (ACII) - (UK)

Mr. Ahmed Labib
Chief Commercial Officer
- Joined SODIC in 2007
- Previous experience includes 7 years at the consumer relations department in British American Tobacco as well as in the marketing department of McDonalds
- B.Sc. from the American University in Cairo

Mr. Basil Ramsy
Chief Development Officer
- Joined SODIC in 2010
- Previously Managing Partner at Delta Enterprises, USA. Co-founder and CEO of Sarmady Communications
- Masters from Georgia Institute of Technology, undergraduate degree from Carnegie Mellon University
**Awards**

With a history of almost two decades of successful operations in Egypt, SODIC is a globally recognized developer.

### EUROMONEY
- 2014: Best Office Business Developer in Egypt (The Polygon)
- 2011: Best Mixed Use Developer – MENA
- 2011: Best Residential Developer – MENA

### EUROMONEY
- 2011: Best Developer Overall – Egypt
- 2011: Best Mixed Use Developer – MENA
- 2011: Best Residential Developer – MENA

### BUSINESS TODAY
- 2011: “Best Company by BT100 Rank Change” at the BT100 Crystal Awards

### CNBC PROPERTY AWARDS
- CNBC Arabian Property 2009: Best Architecture (Allegria)
- CNBC Property 2008: Best Development in Egypt with a 5-Star Award (Allegria)
- CNBC Property 2008: Best Golf Course Development with a 4-Star Award (Allegria)

### MINISTRY OF TRADE & INDUSTRY
- 2010: Enterprise Innovation Award for registering all of its trademarks with the Internal Trade Development Authority, an affiliate of the Ministry of Trade and Industry

### EUROMONEY
- 2010: Best Developer Overall – Egypt
- 2010: Best Mixed Use Developer – MENA

### EUROMONEY
- 2013: Best Residential Project – Built (Allegria)
- 2013: Best Commercial and Mixed Use Project – Future (The Polygon)

### EUROMONEY
- 2007: Award of Merit (Allegria) from the American Society of Landscape Architects (ASLA) for its master plan, developed by world-renowned master planners EDAW
Diverse Shareholding Structure

Shareholders by Region

37% Egypt
36% Saudi Arabia
4% United Kingdom
4% Norway
3% UAE
3% United States
3% Kuwait
13% Other

Shareholders by Type

72% Institutional
28% Retail

Shareholder Breakdown
(as at 31 March 2015)

46% Abanumay Family
13% Olayan Saudi Investment Company
13% Ripplewood Advisors L.L.C.
9% Rashed Al Rashed & Sons Co
5% EFG Hermes
5% NORGES BANK
4% Al Majid Investments LLC
4% Al Menem Rashed Abdul Rahman Al Rashed
3% Others

Share Information

No. of Shares Outstanding: 338.9 mn
Market Capitalization: EGP 4.4 bn
Symbol:
EGX: OCDI.CA
Reuters: OCDI.CA
Bloomberg: OCDA.CA
Index Inclusion:
EGX 30
EGX 100
MSCI IMI
Disclaimer

This Presentation is intended for information purposes only and does not constitute or form part of an offer for sale or subscription or an invitation or solicitation of an offer to subscribe for or purchase securities of any kind and neither this document nor anything contained herein shall form the basis of any contract or commitment from any party whatsoever. Information, including but not limited to financial information, in this presentation should not be considered as a recommendation in relation to holding, purchasing or selling shares, securities or any other instruments in or, in entities related to, SODIC or any other company.

This Presentation contains important and privileged information on SODIC which is solely owned by SODIC and may not be relied on or used by any person whosoever for any purpose, and therefore shall be kept secret and confidential by any receiving party.

This document includes forward-looking statements. The words "believe", "anticipate", "expect", "intend", "aim", "plan", "predict", "continue", "assume", "positioned", "may", "will", "should", "shall", "risk" and other similar expressions that are predictions of or indicate future events and future trends identify forward-looking statements. These forward-looking statements include all matters that are not historical facts. In particular, the statements regarding strategy and other future events or prospects are forward-looking statements. Recipients of this document should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that are in many cases beyond the control of the Company. By their nature, forward-looking statements & projections involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance and the Company's actual results of operations, financial condition and liquidity, and the development of the industry in which the Company operates may differ materially from those made in or suggested by the forward-looking statements contained in this document. The cautionary statements set forth above should be considered in connection with any subsequent written or oral forward-looking statements that the Company, or persons acting on its behalf, may issue. Various factors could cause actual results to differ materially from those expressed or implied by the forward-looking statements in this document including worldwide economic trends, the economic and political climate of Egypt, the Middle East and changes in business strategy and various other factors.

All information contained in this presentation, including but not limited to information relating to the Egyptian real estate and financial markets, are compiled from sources known to be reliable and/or publicly available data reasonably assumed to be accurate (the “Source Data”). The Source Data may contain errors and/or inaccuracies; SODIC provides no warranties or guarantees of any kind, expressed or implied, and accepts no responsibility whatsoever, with regard to the accuracy, completeness or correctness of the Source Data used in the Presentation.

This disclaimer is to be considered an integral part of the Presentation and SODIC’s liability in respect of this Presentation and is to be governed by Egyptian law under the jurisdiction of Egyptian courts.
SODIC Investor Relations
Contact Information

Heba Makhlouf
hmakhlouf@SODIC.com
Tel: +202 3854 0100

IR Website
ir.SODIC.com

Corporate Website
SODIC.com