AGENDA

SODIC: Egypt’s Leading Developer

Our Strategy

Operational & Financial Highlights

Appendices

- SODIC At a Glance
- Our Unique Value Proposition
- A Diversified Portfolio
- 2016 - A Year in Review
- 1H17 – Results Highlights

- Prime Land Bank & Diverse Portfolio
- Forward Strategy

- Performance Overview
- Project Profitability
- Delivery & Execution

- Projects Portfolio
- Additional Information
SODIC: Egypt’s Leading Developer
Rock-Solid Real Estate Fundamentals

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

### Residential
- Annual demand of c.500,000 residential units annually
- Growing interest in 2nd homes
- Key drivers for residential demand include increasing urbanization, a young and sizable population and 800,000 marriages annually

### 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
- Egypt’s coastline offers numerous opportunities for tourism developments
- The tourism industry expects to experience a revival in 2017
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>
</table>
| • Building on a history of almost two decades of successful operations 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. | EGP **24bn**  
Contracted Sales over 11,000 units² |
| • Headquartered in Cairo and listed on the Egyptian stock exchange (EGX), SODIC is one of the few non-family owned companies traded on the EGX, with a strong corporate governance framework. | EGP **13.4bn**  
Unrecognized Revenue³ |
| • Having invested in fifteen diverse real estate projects, SODIC boasts a portfolio that has contributed more than 3 million square meters of built-up area to Cairo’s new urban communities¹. | EGP **3.5bn**  
Sellable Inventory⁵ |

¹ Including Beverly Hills  
² Since Inception  
³ As of 30th of June 2017  
⁴ Including estimated sales of over EGP 41 billion from the co-development agreement with Heliopolis Housing  
⁵ Represents the value of unsold units in the launched phases, includes 1.2bn of inventory held by SODIC to be sold at near delivery date  

EGP **5mn sqm**  
Non-launched & Raw Land Bank³  

Over **95%**  
Collection Rate for Receivables³  

Over **7,300**  
Delivered Units²  

EGP **55-60bn**  
Expected Sales from Non-Launched and Raw Land Bank⁴
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 (92% of launched units sold)
- Pricing at a premium to the market
- Reputation 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
- 15 successfully launched projects

**Scalable Operation**
- Significant in-house capacity with a team of more than 645 professionals
- Ability to acquire and execute sizable plots
- Capacity to raise the required funding to secure timely execution
- Strong relationship with suppliers

**Solid Growth Strategy**
- Sales pipeline: EGP 55-60bn
- Expand land bank: acquisitions and/or revenue share deals
- Diversify locations: coastal and secondary cities
- Build up recurring income portfolio

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1 Includes estimated sales of over EGP 41 billion from the co-development agreement with Heliopolis Housing
### A Diversified Portfolio of Live Communities

<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>
</tr>
</thead>
<tbody>
<tr>
<td>Gross land area</td>
<td>2,428,283</td>
<td>126,000</td>
<td>54,727</td>
<td>52,934</td>
<td>584,331</td>
<td>725,813*</td>
<td>187,801</td>
</tr>
<tr>
<td>Gross BUA</td>
<td>574,970</td>
<td>123,733</td>
<td>84,675</td>
<td>72,220</td>
<td>344,664</td>
<td>613,786</td>
<td>47,502</td>
</tr>
<tr>
<td>Launched as a pct of project gross land area</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>93%</td>
<td>56%</td>
<td></td>
</tr>
<tr>
<td>Value sold as a pct of launched</td>
<td>98%</td>
<td>100%</td>
<td>69%</td>
<td>89%</td>
<td>100%</td>
<td>94%</td>
<td>96%</td>
</tr>
<tr>
<td>Delivery</td>
<td>95%</td>
<td>98%</td>
<td>72%</td>
<td>56%</td>
<td>94%</td>
<td>23%</td>
<td>100%</td>
</tr>
<tr>
<td>Execution</td>
<td>93%</td>
<td>100%</td>
<td>94%</td>
<td>79%</td>
<td>96%</td>
<td>37%</td>
<td>100%</td>
</tr>
</tbody>
</table>

*Residential component excludes land allocated for commercial development

1 As of 30th of June 2017
A Diversified Portfolio of Live Communities

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Entertainment Retail Complex</th>
<th>Residential Single &amp; Multi Family Units</th>
<th>Upper Middle Class Apartment and Duplexes</th>
<th>Secondary Homes Stand-Alone &amp; Chalets</th>
<th>Residential Multi Family Units</th>
<th>Residential Multi Family Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area</td>
<td>50,090</td>
<td>1,055,515*</td>
<td>237,594</td>
<td>441,000</td>
<td>130,193</td>
<td>35,293</td>
</tr>
<tr>
<td>Gross BUA</td>
<td>13,254</td>
<td>615,217</td>
<td>164,637</td>
<td>123,167</td>
<td>127,194</td>
<td>23,329</td>
</tr>
<tr>
<td>Launched as a Pct of Gross Land Area</td>
<td>100%</td>
<td>73%</td>
<td>100%</td>
<td>88%</td>
<td>50%</td>
<td>100%</td>
</tr>
<tr>
<td>Value Sold as a Pct of Launched</td>
<td>100% Leasable</td>
<td>77%</td>
<td>99%</td>
<td>89%</td>
<td>30%</td>
<td>54%</td>
</tr>
<tr>
<td>Delivery</td>
<td>Operational since 2Q15</td>
<td>Delivery starting 2018</td>
<td>Delivery starting 2017</td>
<td>Delivery starting 2018</td>
<td>Delivery starting 2020</td>
<td>Delivery starting 2020</td>
</tr>
<tr>
<td>Execution</td>
<td>96%</td>
<td>21%</td>
<td>57%</td>
<td>48%</td>
<td>4%</td>
<td>1%</td>
</tr>
</tbody>
</table>

*Residential component excludes land allocated for commercial development

1 As of 30th of June 2017
2016 — An Outstanding Year of Sales and Expansion

1Q16
Strong start to the year’s sales, 655 acre co-development agreement signed

- **Net sales reached EGP 673 billion.**
- **New launches on SODIC West:**
  - Courtyards Phase V worth EGP 465 million.
- Signed agreement with Heliopolis Housing and Development Company ("Heliopolis Housing") to co-develop 655 acres in New Heliopolis.

2Q16
Commenced deliveries on Eastown Residences

- **Debut deliveries in Eastown Residences**
- **New launches on SODIC East and West:**
  - Villette VI: worth EGP 471 million
  - Eastown X: worth EGP 267 million
  - Forty West II: worth EGP 237 million

3Q16
SASAKI awarded 655 acre masterplan, Caesar sells out

- Awarded the master-planning of the 655 acre plot in East Cairo to renowned Massachusetts based master-planner and urban designer Sasaki.
- **New launches:**
  - Caesar phase II worth EGP 444 million
  - Villette phase V worth EGP 850 million

4Q16
EGP 2.4 billion sales, launched our first medical development in SODIC West (WMC)

- **Signed Atletico Madrid for the SODIC Westown Clubhouse**
- **Contracted sales of EGP 2.4 billion**
- **New launches on SODIC East and West:**
  - Eastown Phase XI worth 986 million.
  - Westown Medical Centre: worth EGP 140 million, our first medical development on SODIC West.
1H 2017 — Operating Performance Highlights

Sales on track to annual target, strong collections and on schedule deliveries

- Net contracted sales for the six month period came in at EGP 2 billion, up 7% and on track to achieving our target for the year of EGP 5.6 billion.
- Three new projects were introduced allowing us to diversify our portfolio further;
  - One16 premium offering in West Cairo providing exclusive apartments in our now vibrant flagship destination SODIC West.
  - October Plaza inaugurates our second site in West Cairo and extends our apartment offering in the area. 564 units were sold during the year versus 524 units during the same period last year an increase of 8%.
  - Sky Condos marking the launch of our multiple family offering in Villette in East Cairo.
- Cancellations remained low at 4%, compared to 8% for the same period last year reflecting the continuation of healthy demand.
- Collections during the first half of 2017 grew by 33% to EGP 1.8 billion up from EGP 1.35 billion for the same period last year. Delinquency rate was 3.5% recording historically low levels.
- 614 units were delivered across eight projects, more than double the 302 units delivered during the same period last year. The main contributor to deliveries remains Eastown Residences constituting 63% of the delivered units, followed by Westown Residences accounting for 30% of the delivered units.

<table>
<thead>
<tr>
<th>EGP 2bn contracted sales +7%</th>
<th>3 new Projects introduced</th>
</tr>
</thead>
<tbody>
<tr>
<td>567 units sold +8%</td>
<td>Cancellations remained low</td>
</tr>
<tr>
<td>Delinquency remained low</td>
<td>EGP 1.8bn Collected +33%</td>
</tr>
<tr>
<td>93% delivered units are in Eastown &amp; Westown Residences</td>
<td>614 units Delivered +103%</td>
</tr>
</tbody>
</table>
1H 2017 — Financial Performance Highlights

- Revenues of EGP 1,173 million were recorded, up 88% YoY. The strong performance was driven by timely deliveries in Eastown Residences and Westown Residences. The two projects represented respectively 54% and 24% of the delivered value.
- Gross profit margin remained strong coming in at a healthy 37%. The robust profitability came on the back of strong margin improvement in Eastown as delivery progresses into more profitable phases. Eastown Residences gross profit margin improved to 27% up from 19% for the same period last year.
- Operating profit doubled to reach EGP 325 million up from EGP 162 million for the same period last year. Operating profit margins were recorded at 28% an improvement of 173bps as revenue growth outstrips growth in SG&A.
- Net profit recorded triple digit growth of 130% reaching EGP 340 million. This compares to EGP 148 million for the same period last year.
- In addition to the strong operating profitability, net profit was positively impacted by higher net finance income. Interest income increased on the back of higher cash balances coupled by increased interest rates.
- Net profit margin reached 29%, this compares to 24% for the same period last year.
### 1H 2017 — Financial Performance Highlights

**Solid balance sheet prudently managed to support growth**

- As of 30th of June 2017, our cash and cash equivalents balance stood at EGP 3 billion up 18% from year end 2016. The bulk of these balances have been invested into treasury bills to optimizing income earned.
- Out of our EGP 2.6 billion bank facilities our outstanding bank debt stood at EGP 1.3 billion bringing our bank debt to equity ratio to 0.32x.
- Land liabilities continue to retract as we as we remain committed to the timely settlement of our land payments to NUCA. As of 30th of June 2017 land liabilities to NUCA stood at EGP 1.2 billion.
- Our liquid balance sheet continues to support our long term goals in executing our existing development projects as well as our land bank expansion plans. In addition our net cash position has mitigated any negative impact from the recent hikes in the Central Bank of Egypt’s base lending rates.
- As of 30th of June 2017 receivables stood at EGP 9.9 billion. With delinquency rates remaining low at 3.5%, our receivables balance provides strong visibility for our cash inflows for the coming five years.
- Backlog provides strong earnings growth visibility; advances from customers stood at EGP 13.4 billion as at 30th of June 2017. The amount represents the value of units sold and are currently under development to be delivered in the coming years. The balance stems from the strong growth in contracted sales that SODIC has delivered over the past three years supported by our diligent land bank expansion and provides strong visibility for revenue growth.

<table>
<thead>
<tr>
<th><strong>EGP 9.9 bn</strong> receivables</th>
<th><strong>3.5%</strong> Delinquency rate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EGP 13.4 bn</strong> Revenue backlog</td>
<td><strong>EGP 1 bn</strong> Land liabilities down from EGP 3.5bn in 2014</td>
</tr>
<tr>
<td><strong>EGP 1.3 bn</strong> Loan secured</td>
<td><strong>0.3x</strong> debt to equity leverage remains low</td>
</tr>
<tr>
<td><strong>EGP 3 bn</strong> Cash balances</td>
<td><strong>EGP 1 bn</strong> Cash earmarked for growth</td>
</tr>
</tbody>
</table>
**1H 2017 — Land Bank Developments**

**Al Yosr**

- A presidential decree was issued during 1Q17 outlining the areas to be annexed to the city of Sheikh Zayed and Six of October, with Al Yosr plot falling within the extension.
- The decree brings the plot closer to monetization commencing the process of rezoning and increasing the allowable footprint for construction.

**SODIC EAST 655 Acre plot**

- Co-development agreement signed in March 2016 with Heliopolis housing
- This plot is strategically located in New Heliopolis off Cairo Suez Road
- Masterplan has been finalized by SASAKI and approved by Heliopolis Housing Company
- On track to launch c. EGP 800 million of inventory in 4Q17

**Remaining land (SODIC West, Villette, Eastown & October Plaza)**

- Continuing to monetize new phases of launched projects in East & West Cairo

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5 mn sqm of unlaunched land c.EGP 55-60bn of future sales

- 300 acres West Cairo (El Yosr)
- 655 Acres New Heliopolis
- Other launched projects
- 300 acres West Cairo (El Yosr)
The conclusion of our first co-development deal with Heliopolis Housing marks a significant addition to our land bank

Summary

- In March 2016, SODIC signed the final contract with Heliopolis Housing to co-develop 2.75 million sqm (655 acres) in East Cairo.
- This plot is strategically located in New Heliopolis off Cairo Suez Road, directly adjacent to Al Shorouk city. It is in the heart of East Cairo, the natural extension to New Cairo, making it a valuable addition to SODIC’s existing land bank.
- As per the agreement, SODIC will be responsible for all internal infrastructure and construction works along with sales and marketing activities for the project while Heliopolis Housing will provide all external infrastructure to the land plot.
- The minimum guarantee payable to Heliopolis Housing is estimated at EGP 5.1 billion and shall be paid over unequal annual installments throughout the lifetime of the project.
- During 4Q16 SODIC has awarded the master-planning of the 655 acre plot in East Cairo to renowned Massachusetts based master-planner and urban designer Sasaki. It is worth noting that the masterplan has been completed in 1Q17 and approved by Heliopolis Housing.

Key Commercial Highlights

| Over EGP 41bn Total estimated revenue | c. 9,200 Residential units |
| 70% SODIC’s share in residential units revenue | 69.8% SODIC’s share in commercial units revenue |
| 4Q-17 Planned launch of phase 1 | 10 years Expected development timeframe |
Our Strategy
Prime Land Bank & Diverse Portfolio of Live Communities

With 5mn sqm of unutilized land, SODIC is expected to bring to the market EGP 55 to 60bn\(^1\) of inventory over the coming 10 years.

\(^1\) Includes estimated sales of over EGP 41 billion from the co-development agreement with Heliopolis Housing.
Land Bank & Portfolio

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

<table>
<thead>
<tr>
<th>Land Utilization</th>
<th>Unlaunched &amp; Raw Land</th>
<th>Unlaunched &amp; Raw Land</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="chart1.png" alt="Land Utilization Chart" /></td>
<td><img src="chart2.png" alt="Unlaunched &amp; Raw Land Chart" /></td>
<td><img src="chart3.png" alt="Unlaunched &amp; Raw Land Chart" /></td>
</tr>
</tbody>
</table>

**West Cairo**

- **Total Land Bank**: 7.6mn sqm
- **1. Launched Projects**
  - Allegria: 2,428k sqm
  - Forty West: 53k sqm
  - Westown Residences: 584k sqm
  - The Polygon: 55k sqm
  - The Strip: 106k sqm
  - The Courtyards: 238k sqm
  - Westown Hub: 50k sqm
  - CASA: 294k sqm
  - Beverly Hills: 1,900k sqm
  - One16: 35k sqm
  - October Plaza: 65k sqm
  - Total Launched Projects: 6,072k sqm
- **2. Unlaunched Projects**
  - Westown Residential: 48k sqm
  - Westown Retail/ Commercial: 71k sqm
  - The Strip Phase II: 82k sqm
  - October Plaza: 65k sqm
  - Total Unlaunched Projects: 267k sqm
- **3. Raw Land**
  - Al Yousr: 1,260k sqm
  - Total Raw Land: 1,260k sqm

**East Cairo**

- **Total Land Bank**: 5.0mn sqm
- **1. Launched Projects**
  - Eastown Residences: 674k sqm
  - Kattameya Plaza: 126k sqm
  - Villette Residential: 774k sqm
  - Total Launched Projects: 1,574k sqm
- **2. Unlaunched Projects**
  - Eastown Residential: 52k sqm
  - Eastown Retail/ Commercial: 146k sqm
  - Villette Residential: 281k sqm
  - Villette Retail/ Commercial: 211k sqm
  - Total Unlaunched Project: 690k sqm
- **3. Raw Land**
  - 655 Acres Residential: 2,203k sqm
  - 655 Acres Commercial: 555k sqm
  - Total Unlaunched Land: 2,758k sqm

**North Coast**

- **Total Land Bank**: 441k sqm
- **1. Launched Projects**
  - Caesar: 387k sqm
  - Total Launched Projects: 387k sqm
- **2. Unlaunched Projects**
  - Caesar: 54k sqm
  - Total Unlaunched Projects: 54k sqm

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1. As of 30th of June 2017
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 14-19 bn worth of unlaunched inventory in addition to EGP 41 bn estimated inventory from the recently signed co-development agreement with Heliopolis Housing
- Deliver some 15,800\(^1\) residential units
- Collect EGP 9.9 bn of receivables on existing sales while maintaining a collection ratio above 93%
- Increase allowable foot print and monetize Al Yosr plot (300 acres in West Cairo)

**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
- Leverage our existing property and facility management company EDARA and further develop its expertise

**Other long-term upside potential**
- Monetize Syria land (completely written off the balance sheet)

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\(^1\) Includes estimated 9,200 residential units from the recently signed co-development agreement with Heliopolis Housing
SODIC has exhibited impressive growth despite the downturn, growing by every metric since 2011.

### Gross Contracted Sales
- **2011:** EGP 741m
- **2012:** EGP 1,819m
- **2013:** EGP 2,730m
- **2014:** EGP 3,238m
- **2015:** EGP 4,641m
- **2016:** EGP 5,918m
- **1H2017:** EGP 2,079m

### Units Delivered
- **2011:** 750
- **2012:** 1,292
- **2013:** 2,044
- **2014:** 2,049
- **2015:** 2,390
- **2016:** 3,127
- **1H2017:** 1,799

### Collections Continued to Increase
- **2011:** EGP 750m
- **2012:** EGP 1,292m
- **2013:** EGP 2,044m
- **2014:** EGP 2,049m
- **2015:** EGP 2,390m
- **2016:** EGP 3,127m
- **1H2017:** EGP 1,799m

### Client Deposits
- **2011:** EGP 3,332m
- **2012:** EGP 3,528m
- **2013:** EGP 4,294m
- **2014:** EGP 6,097m
- **2015:** EGP 8,914m
- **2016:** EGP 12,619m
- **1H2017:** EGP 13,397m
Launched projects estimated to return a blended gross profit margin of 41%

<table>
<thead>
<tr>
<th>Project (EGP Mn)</th>
<th>Sellable Inventory Profitability¹</th>
<th>Percentage Sold (Value)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total Inventory</td>
<td>Development Cost²</td>
</tr>
<tr>
<td>Allegria</td>
<td>4,429</td>
<td>2,598</td>
</tr>
<tr>
<td>Kattameya Plaza</td>
<td>655</td>
<td>427</td>
</tr>
<tr>
<td>Forty West (I-II)</td>
<td>1,003</td>
<td>734</td>
</tr>
<tr>
<td>WTR (I-X)</td>
<td>2,248</td>
<td>1,297</td>
</tr>
<tr>
<td>Polygon</td>
<td>1,398</td>
<td>838</td>
</tr>
<tr>
<td>The Strip</td>
<td>367</td>
<td>203</td>
</tr>
<tr>
<td>One16</td>
<td>497</td>
<td>202</td>
</tr>
<tr>
<td>October Plaza</td>
<td>890</td>
<td>506</td>
</tr>
<tr>
<td>ETR (I-XI)</td>
<td>5,963</td>
<td>3,303</td>
</tr>
<tr>
<td>The Courtyards (I-VI)</td>
<td>1,706</td>
<td>815</td>
</tr>
<tr>
<td>Villette (I - V) + Sky Condos</td>
<td>6,056</td>
<td>3,873</td>
</tr>
<tr>
<td>Caesar</td>
<td>1,433</td>
<td>859</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>26,645</strong></td>
<td><strong>15,653</strong></td>
</tr>
</tbody>
</table>

¹ All figures in EGP unless otherwise stated  
² Excludes the investment cost of leasable assets  
³ Expected gross profit margin, excluding NPV adjustments and estimated based on projects budget
### Delivery and Execution

SODIC delivered 614 units in 1H17

<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>1,249</td>
<td>1,221</td>
<td>98%</td>
<td>2010</td>
<td>2017</td>
<td>2,598</td>
<td>93%</td>
</tr>
<tr>
<td>Kattameya Plaza</td>
<td>488</td>
<td>465</td>
<td>95%</td>
<td>2013</td>
<td>2016</td>
<td>427</td>
<td>100%</td>
</tr>
<tr>
<td>Forty West (I-II)</td>
<td>221</td>
<td>117</td>
<td>53%</td>
<td>2012</td>
<td>2018</td>
<td>860</td>
<td>79%</td>
</tr>
<tr>
<td>WT Residences (I-X)</td>
<td>1,391</td>
<td>1,314</td>
<td>94%</td>
<td>2013</td>
<td>2017</td>
<td>1,297</td>
<td>96%</td>
</tr>
<tr>
<td>The Polygon</td>
<td>301</td>
<td>247</td>
<td>82%</td>
<td>2013</td>
<td>2018</td>
<td>919</td>
<td>84%</td>
</tr>
<tr>
<td>The Strip</td>
<td>84</td>
<td>56</td>
<td>67%</td>
<td>2012</td>
<td>2017</td>
<td>240</td>
<td>100%</td>
</tr>
<tr>
<td>WT Hub</td>
<td>48</td>
<td>34</td>
<td>71%</td>
<td>2014</td>
<td>2015</td>
<td>89</td>
<td>96%</td>
</tr>
<tr>
<td>ET Residences (I-XII)</td>
<td>2,575</td>
<td>822</td>
<td>32%</td>
<td>2016</td>
<td>2020</td>
<td>3,303</td>
<td>37%</td>
</tr>
<tr>
<td>The Courtyards (I-VI)</td>
<td>776</td>
<td>-</td>
<td>-</td>
<td>2017</td>
<td>2019</td>
<td>815</td>
<td>57%</td>
</tr>
<tr>
<td>Villette (I-V) + Sky Condos</td>
<td>1,011</td>
<td>-</td>
<td>-</td>
<td>2018</td>
<td>2011</td>
<td>3,778</td>
<td>21%</td>
</tr>
<tr>
<td>One16</td>
<td>125</td>
<td>-</td>
<td>-</td>
<td>2020</td>
<td>2020</td>
<td>202</td>
<td>1%</td>
</tr>
<tr>
<td>October Plaza</td>
<td>207</td>
<td>-</td>
<td>-</td>
<td>2020</td>
<td>2020</td>
<td>493</td>
<td>4%</td>
</tr>
<tr>
<td>CASA⁴</td>
<td>63</td>
<td>61</td>
<td>97%</td>
<td>2013</td>
<td>2015</td>
<td>NA</td>
<td>100%</td>
</tr>
<tr>
<td>Caesar</td>
<td>272</td>
<td>-</td>
<td>-</td>
<td>2018</td>
<td>2019</td>
<td>859</td>
<td>48%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>8,811</strong></td>
<td><strong>4,337</strong></td>
<td><strong>49%</strong></td>
<td>From 2010 to 2020</td>
<td></td>
<td><strong>15,878</strong></td>
<td>NA</td>
</tr>
</tbody>
</table>

8,811 units under development (49% delivered) with an investment cost of c. EGP 16 billion

---

1 All figures as of 30th of June 2017.
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.
**Summary Financial Results**

### Summary Consolidated Income Statement

<table>
<thead>
<tr>
<th>EGP in mn</th>
<th>1H17</th>
<th>1H16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>1,173</td>
<td>624</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>(739)</td>
<td>(394)</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td><strong>434</strong></td>
<td><strong>230</strong></td>
</tr>
<tr>
<td>Gross Profit Margin</td>
<td>37%</td>
<td>37%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td><strong>325</strong></td>
<td><strong>162</strong></td>
</tr>
<tr>
<td>Operating Profit Margin</td>
<td>28%</td>
<td>26%</td>
</tr>
<tr>
<td><strong>Net Profit Before Tax</strong></td>
<td><strong>458</strong></td>
<td><strong>204</strong></td>
</tr>
<tr>
<td>Taxes</td>
<td>(116)</td>
<td>(47)</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>(1)</td>
<td>(10)</td>
</tr>
<tr>
<td><strong>Net Profit After Tax and Minority Interest</strong></td>
<td><strong>340</strong></td>
<td><strong>148</strong></td>
</tr>
<tr>
<td>Net Profit Margin</td>
<td>29%</td>
<td>24%</td>
</tr>
</tbody>
</table>

### Selected Consolidated Balance Sheet Items

<table>
<thead>
<tr>
<th>EGP in mn</th>
<th>Jun-17</th>
<th>Dec-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Assets</td>
<td>21,972</td>
<td>20,776</td>
</tr>
<tr>
<td>Work In Process</td>
<td>7,511</td>
<td>7,194</td>
</tr>
<tr>
<td>Long Term &amp; Short Term Net Trade and Notes Receivable</td>
<td>9,933</td>
<td>9,751</td>
</tr>
<tr>
<td>Cash and cash equivalent</td>
<td>3,046</td>
<td>2,571</td>
</tr>
<tr>
<td>Liabilities &amp; Shareholder Equity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Credit Facilities &amp; Long Term Loans</td>
<td>1,336</td>
<td>1,196</td>
</tr>
<tr>
<td>Advances from Customers</td>
<td>13,397</td>
<td>12,619</td>
</tr>
<tr>
<td>Total Equity</td>
<td>4,168</td>
<td>3,821</td>
</tr>
</tbody>
</table>
Appendices
I. Project Portfolio
**Project Portfolio**

**Project Description**
Westown’s first residential neighborhood, 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.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2011</th>
<th>Receivables outstanding (EGP mn)</th>
<th>365</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>584,331</td>
<td>Development cost for launched¹ (EGP mn)</td>
<td>1,297</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>344,664</td>
<td>Capex remaining for launched</td>
<td>4%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>344,664</td>
<td>Delivery start</td>
<td>2014</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>2,248</td>
<td>Delivery end</td>
<td>2017</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>2,243</td>
<td>Value of units delivered (EGP mn)</td>
<td>2103</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>1,391</td>
<td>Number of units delivered</td>
<td>1314</td>
</tr>
</tbody>
</table>

¹ Including land cost.

All figures as of 30th of June 2017.
Project Portfolio

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

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>237,594</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>164,637</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>164,637</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>1,706</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>1,697</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>776</td>
</tr>
<tr>
<td>Receivables outstanding (EGP mn)</td>
<td>1,055</td>
</tr>
<tr>
<td>Development cost for launched¹ (EGP mn)</td>
<td>815</td>
</tr>
<tr>
<td>Capex remaining for launched</td>
<td>43%</td>
</tr>
<tr>
<td>Delivery start</td>
<td>2017</td>
</tr>
<tr>
<td>Delivery end²</td>
<td>2019</td>
</tr>
<tr>
<td>Value of units delivered (EGP mn)</td>
<td>-</td>
</tr>
<tr>
<td>Number of units delivered</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including land cost.
All figures as of 30th of June 2017.
² for 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>Gross Land Area (sqm)</th>
<th>Development cost for launched¹ (EGP mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>2,428,283</td>
<td>2,598</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total BUA (sqm)</th>
<th>Receivables outstanding (EGP mn)</th>
<th>Capex remaining for launched</th>
</tr>
</thead>
<tbody>
<tr>
<td>574,970</td>
<td>364</td>
<td>7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Launched BUA (sqm)</th>
<th>Delivery start</th>
</tr>
</thead>
<tbody>
<tr>
<td>574,970</td>
<td>2010</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Launched inventory value (EGP mn)</th>
<th>Delivery end</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,429</td>
<td>2017</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sold inventory (EGP mn)</th>
<th>Value of units delivered (EGP mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,347</td>
<td>4,112</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of units launched</th>
<th>Number of units delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,249</td>
<td>1,221</td>
</tr>
</tbody>
</table>

¹ Including land cost.

All figures as of 30th of June 2017.
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 (Launch date)</th>
<th>2009</th>
<th>Receivables outstanding (EGP mn)</th>
<th>377</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>52,934</td>
<td>Development cost for launched¹ (EGP mn)</td>
<td>546</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>72,220</td>
<td>Capex remaining for launched</td>
<td>21%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>72,220</td>
<td>Delivery start</td>
<td>2012</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>1,003</td>
<td>Delivery end</td>
<td>2018</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>897</td>
<td>Value of units delivered (EGP mn)</td>
<td>502</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>221</td>
<td>Number of units delivered</td>
<td>117</td>
</tr>
<tr>
<td>Gross Leasable Area (sqm)</td>
<td>0</td>
<td>Estimated Lease Income (EGP mn)</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including land cost.
All figures as of 30th of June 2017.
**Project Portfolio**

**Project Description**
The Polygon consists of eleven ‘Class A’ office buildings designed by multiple-award-winning UK-based architects Wilkinson-Eyre. The Polygon offers over 90,000 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>
<th>Receivables outstanding (EGP mn)</th>
<th>337</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>54,727</td>
<td>Development cost for launched¹ (EGP mn)</td>
<td>919</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>84,675</td>
<td>Capex remaining for launched</td>
<td>16%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>84,675</td>
<td>Delivery start</td>
<td>2013</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>1,398</td>
<td>Delivery end³</td>
<td>2016</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>959</td>
<td>Value of units delivered (EGP mn)</td>
<td>691</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>-</td>
<td>Number of units delivered</td>
<td>247</td>
</tr>
<tr>
<td>Gross Leasable Area² (sqm)</td>
<td>7,443</td>
<td>Estimated Lease Income² (EGP mn)</td>
<td>16</td>
</tr>
</tbody>
</table>

¹ Including land cost.
² Estimated lease income in 2020.
³ for launched phases.

All figures as of 30th of June 2017.
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.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2012</th>
<th>Development cost for launched¹ (EGP mn)</th>
<th>89</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>50,090</td>
<td>Capex remaining for launched</td>
<td>4%</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>13,254</td>
<td>Delivery start</td>
<td>2014</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>13,254</td>
<td>Delivery end</td>
<td>2015</td>
</tr>
<tr>
<td>Gross Leasable Area² (sqm)</td>
<td>13,254</td>
<td>Estimated Lease Income² (EGP mn)</td>
<td>25</td>
</tr>
</tbody>
</table>

¹ Including land cost.
All figures as of 30th of June 2017.
²Estimated lease income in 2020.
### 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.

---

#### Launch date

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>187,801</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>47,491</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>27,251</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>367</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>353</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>58</td>
</tr>
<tr>
<td>Gross Leasable Area² (sqm)</td>
<td>4,187</td>
</tr>
</tbody>
</table>

| Receivables outstanding (EGP mn) | 17 |
| Development cost for launched¹ (EGP mn) | 240 |
| Capex remaining for launched | 0% |
| Delivery start | 2012 |
| Delivery end³ | 2015 |
| Value of units delivered (EGP mn) | 353 |
| Number of units delivered | 56 |
| Estimated Lease Income² (EGP mn) | 12 |

¹ Including land cost.
² Estimated lease income in 2020.
³ for launched phases.

All figures as of 30th of June 2017.
Project Portfolio

One16
A circlet of 16 contemporary buildings, the project is one of two remaining multifamily developments in SODIC West. This premium offering provides homeowners privacy and comfort within the heart of SODIC West.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2017</th>
<th>Receivables outstanding (EGP mn)</th>
<th>219</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>35,293</td>
<td>Development cost for launched¹ (EGP mn)</td>
<td>202</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>23,329</td>
<td>Capex remaining for launched</td>
<td>99%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>23,329</td>
<td>Delivery start</td>
<td>2020</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>497</td>
<td>Delivery end²</td>
<td>2020</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>268</td>
<td>Value of units delivered (EGP mn)</td>
<td>0</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>125</td>
<td>Number of units delivered</td>
<td>0</td>
</tr>
</tbody>
</table>

¹ Including land cost.
²of launched phases
All figures as of 30th of June 2017.
### October Plaza

Our first apartment offering in West Cairo outside of SODIC West,

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2017</th>
<th>Receivables outstanding (EGP mn)</th>
<th>230</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>130,193</td>
<td>Development cost for launched¹ (EGP mn)</td>
<td>493</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>127,560</td>
<td>Capex remaining for launched</td>
<td>96%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>62,774</td>
<td>Delivery start</td>
<td>2020</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>890</td>
<td>Delivery end²</td>
<td>2020</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>269</td>
<td>Value of units delivered (EGP mn)</td>
<td>0</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>96</td>
<td>Number of units delivered</td>
<td>0</td>
</tr>
</tbody>
</table>

¹ Including land cost.
²of launched phases

All figures as of 30th of June 2017.
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.

Launch date | 2010 | Receivables outstanding (EGP mn) | 122
---|---|---|---
Gross Land Area (sqm) | 126,000 | Development cost for launched¹ (EGP mn) | 427
Total BUA (sqm) | 123,733 | Capex remaining for launched | 0%
Launched BUA (sqm) | 123,733 | Delivery start | 2012
Launched inventory value (EGP mn) | 655 | Delivery end | 2015
Sold inventory (EGP mn) | 655 | Value of units delivered (EGP mn) | 612
Number of units launched | 488 | Number of units delivered | 465

¹ Including land cost.
All figures as of 30th of June 2017.
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.

Launch date  |  2013  |  Receivables outstanding (EGP mn)  |  2,979  
Gross Land Area (sqm)  |  860,000  |  Development cost for launched¹ (EGP mn)  |  3,303  
Total BUA (sqm)  |  703,833  |  Capex remaining for launched  |  63%  
Launched BUA (sqm)  |  570,008  |  Delivery start  |  2016  
Launched inventory value (EGP mn)  |  5,963  |  Delivery end²  |  2017  
Sold inventory (EGP mn)  |  5,595  |  Value of units delivered (EGP mn)  |  1,281  
Number of units launched  |  2,575  |  Number of units delivered  |  822  

¹ Including land cost.
² for launched phases.

All figures as of 30th of June 2017.
## 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. 2Q17 marked the launch of SKY CONDOS, our multiple family offering in Villette.

<table>
<thead>
<tr>
<th>Launch date</th>
<th>2014</th>
<th>Receivables outstanding (EGP mn)</th>
<th>2,906</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Land Area (sqm)</td>
<td>1,378,927</td>
<td>Development cost for launched¹ (EGP mn)</td>
<td>3,778</td>
</tr>
<tr>
<td>Total BUA (sqm)</td>
<td>698,685</td>
<td>Capex remaining for launched</td>
<td>79%</td>
</tr>
<tr>
<td>Launched BUA (sqm)</td>
<td>329,937</td>
<td>Delivery start</td>
<td>2018</td>
</tr>
<tr>
<td>Launched inventory value (EGP mn)</td>
<td>6,056</td>
<td>Delivery end²</td>
<td>2019</td>
</tr>
<tr>
<td>Sold inventory (EGP mn)</td>
<td>4,683</td>
<td>Value of units delivered (EGP mn)</td>
<td>-</td>
</tr>
<tr>
<td>Number of units launched</td>
<td>1,011</td>
<td>Number of units delivered</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including land cost.
²for launched phases.
All figures as of 30th of June 2017.
Project Portfolio

Project Description
Caesar marks SODIC’s first secondary home development on the Mediterranean North Coast. The project offers a community of homes built on terraced levels with unobstructed sea views and a beachfront of over 1km, Caesar will offer one of the most exclusive residential communities on the North Coast.

---

Launched BUA (sqm) | 89,313
Gross Land Area (sqm) | 441,000
Launch date | 2015

Launched inventory value (EGP mn) | 1,433
Launch date | 2015

Sold inventory (EGP mn) | 1,276

Receivables outstanding (EGP mn) | 801
Development cost for launched¹ (EGP mn) | 859
Capex remaining for launched | 52%
Delivery start | 2018
Delivery end² | 2019

Value of units delivered (EGP mn) | -
Number of units delivered | -

1 Including land cost.
All figures as of 30th of June 2017
²for launched phase.
II. Additional Information
Historical Milestones

1995 - 1997
- Incorporated with 6,000 shareholders with equity of EGP 100 million
- Purchased first land in Sheikh Zayed (10 million sqm)
- Beverly Hills development launch

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

2007
- Kattameya Plaza development launch
- Net sales of EGP 1.9 billion
- The Polygon, Forty West and The Strip developments 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
- First homes delivered in Allegria ahead of schedule
- Net sales of EGP 1.86 billion
- Capital increase of EGP 550 million

2009
- Global Financial Crisis

2010
- First developer to launch after the revolution, Westown Residences sold out in 48 hours.
- Net sales of EGP 6 million
- Westown Hub Launch
- Net sales of EGP 1.6 billion
- Delivery of The Strip and Forty West

2011
- 25th of January Revolution
- Eastown Residences Launch
- Net sales of EGP 2.5 billion
- Starting delivery of Kattameya Plaza, The Polygon and Casa

2012
- Contracted sales of EGP 3.2 billion
- Eastown settlement, 301 acre plot acquisition
- EGP 1bn capital increase
- EGP 2.2bn credit facility to complete existing projects

2013
- 30th of June Revolution
- Record net sales of EGP 4.6 billion
- Acquisition of 100 acre plot on Mediterranean North Coast and launch of Caesar, our first secondary homes development
- The HUB commencing operations in Q2-15
- Acquisition of 30 acre plot in West Cairo

2014
- Record year for operational and financial results
- Contracted sales EGP 5.6 billion
- Concluded first co-development agreement on 2.75 million sqm in East Cairo

2015
- Net sales of EGP 7.1 billion
- EGP 1.5bn capital increase
- EGP 2.5bn credit facility to complete existing projects

2016
- Net sales of EGP 7 billion
- EGP 1.7bn capital increase
- EGP 2.7bn credit facility to complete existing projects

2017
- Net sales of EGP 7.4 billion
- EGP 1.8bn capital increase
- EGP 2.7bn credit facility to complete existing projects

Q2 2017 Investor Presentation
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.

**Magued Sherif**
Board Member (Executive)
Magued Sherif is SODIC’s Managing Director, appointed September 2015. Sherif enjoys almost 30 years of professional experience, including several leadership positions with prominent companies in the industry. Past positions include Egypt Country Head and Properties Chief Executive Officer at Majid Al Futtaim Properties Egypt as well as General Manager and Senior Vice President at Palm Hills Developments for a 10-year period starting from the company’s inception. More recently Sherif was Chief Executive Officer and Managing Director at Hyde Park Properties for Development from 2012-14. Sherif was most recently the co-founder and managing director of The Venturers LLC in Orlando, Florida, as well as the co-founder of AA Investments LLC, Orlando. Earlier in his career Sherif worked as the Head of Privatization Unit at Arthur Anderson, in addition to spending 7 years at Bechtel Egypt and Bechtel Limited. He began his career as a Site Engineer with Orascom Construction Industries in 1986. Sherif holds a Bachelor’s degree in Architecture from Cairo University, Egypt, in addition to an MBA from the American University in Cairo.

**Walid Abanumay**
Board Member (Non-Executive)
Dr. Walid Sulaiman Abanumay 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. Abanumay has been serving the Board of Directors of several listed companies, private equity and equity funds including, Joussour, Beltone Financial, UGIC, Mena Capital Fund and GB Auto. He also served in the Boards of SAFCO, Nasr City, Al-Inma, Al Raya Holdings and Al Masafi. Dr. Abanumay 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 Tayisir 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, Barakat worked for the Costain Group Plc., a leading international contracting firm, specializing 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.

**Yezan Haddadin**
Board Member (Non-Executive)
Yezan Haddadin is currently the Chief Investment Officer of the Capital Bank Group, a financial services group with operations in Jordan, Iraq and UAE. Haddadin 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, Haddadin 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. Haddadin 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, Haddadin 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.
Omar Salah Bassiouny
Board Member (Non-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 Al 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 recognized 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 SOREA 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.

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, El-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.
Management

Magued Sherif
Managing Director
Magued Sherif is SODIC’s Managing Director, appointed September 2015. Sherif enjoys almost 30 years of professional experience, including several leadership positions with prominent companies in the industry. Past positions include Egypt Country Head and Properties Chief Executive Officer at Majid Al Futtaim Properties Egypt as well as General Manager and Senior Vice President at Palm Hills Developments for a 10-year period starting from the company’s inception. More recently Sherif was Chief Executive Officer and Managing Director at Hyde Park Properties for Development from 2012-14. Sherif was most recently the co-founder and managing director of The Venturers LLC in Orlando, Florida, as well as the co-founder of AA Investments LLC, Orlando. Earlier in his career Sherif worked as the Head of Privatization Unit at Arthur Anderson, in addition to spending 7 years at Bechtel Egypt and Bechtel Limited. He began his career as a Site Engineer with Orascom Construction Industries in 1986. Sherif holds a Bachelor’s degree in Architecture from Cairo University, Egypt, in addition to an MBA from the American University in Cairo.

Omar Elhamawy
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Ahmed Labib
Chief Commercial Officer
Ahmed Labib is the Chief Commercial Officer of SODIC. Labib is responsible for setting and achieving company-wide commercial objectives, as well as, setting and overseeing the execution of SODIC’s marketing strategy. In his capacity, Labib collaborates with the development team, heavily contributing to the creation, positioning and pricing of SODIC’s products. Labib joined SODIC in 2007 as a Sales Manager whose success quickly earned him the title of Sales Director and later Executive Sales Director. His previous experience includes working in the Marketing Department at McDonalds and spending seven years in the Marketing and Consumer Relations Platform at British American Tobacco (BAT) where he held various positions, the last of which was Multiple Category Brand Manager. Alongside his professional experience Labib co-founded several successful ventures in the entertainment industry. Labib holds a bachelor degree in Psychology with a minor in Mass Communication from the American University in Cairo.
Management

Hatem ElHalwagy  
Chief Projects Officer  
Hatem ElHalwagy is the Chief Projects Officer of SODIC. ElHalwagy joined SODIC in 2006, since then he has been entrusted with managing several of the core departments during different periods. He has also established and set up several support departments aimed at aligning the company’s direction with its mission, including the departments’ recruitment, policies, procedures and systems before handing them over to their selected Directors. His previous experience includes holding the post of Director of Development for Orascom Tourism and Development and Cairo Financial Center, as well as, managing two telecommunication companies. ElHalwagy holds a Master’s degree in Finance from the University of Reading, UK, and a bachelors’ degree in Construction Engineering from The American University in Cairo.

Hazem El Tawil  
Chief Planning and Compliance Officer  
Hazem El-Tawil is SODIC’s Chief Planning and Compliance Officer. He is responsible for the planning, technical monitoring and compliance of SODIC’s future, current and delivered projects. In his capacity, El Tawil creates risk-based compliance formulas and protocols for the follow-up and tracking of projects’ progress from different aspects. El Tawil joined SODIC in 1998 as Director of Design and Technical Affairs where he oversaw the creation and the direction of the design process for a number of SODIC’s projects. Prior to joining SODIC, El Tawil worked for the Architecture/Engineering firms of Dewberry and Davis in Raleigh, NC and Skidmore, Owings and Merrill in Chicago, USA for a period of 5 years and later returned to Egypt to join Dar Al-Handasah. El Tawil holds a Bachelor of Architectural Engineering degree from Cairo University as well as a Master of Architecture in Urban Design degree from North Carolina State University, NC, USA.

Hisham Salah  
Chief Information Officer  
Hisham Salah is the Chief Information Officer of SODIC. Salah has 25 years of professional experience in the areas of information technology and corporate systems including founding the first in-house residential fiber-to-the-home project in Egypt in 2009. Salah’s previous experience includes serving for eight years as Vice President of Technology at Palm Hills Developments, in addition to spending seven years with Microsoft as the Head of Communications sector and later, the Head of Government sector in Egypt, where he was responsible for sales and key strategic initiatives supporting the company’s growth. Before joining Microsoft, he contributed in establishing the Commercial International Life Insurance Company (CIL) as Head of Information Technology. Salah began his career in Commercial International Bank (CIB), where he held various positions in Information Technology and Operations. Salah holds a Master of Science degree in Information Technology from Middlesex University in London.
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)

**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**

- 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
(as at 30th of June 2017)

- Middle East: 39%
- Egypt: 33%
- UK: 12%
- USA: 6%
- Others: 10%

Shareholders by Type
(as at 30th of June 2017)

- Individuals: 80%
- Institutional: 20%

Shareholders Breakdown
(as at 30th of June 2017)

- Olayan Saudi Investment Company: 13%
- Abanumay Family: 12%
- Ripplewood Advisors L.L.C: 9%
- RIMCO: 7%
- EFG Hermes Holding: 4%
- Others: 7%

Share Information

Number of outstanding shares: 342.3 million

Symbol:
EGX: OCDI.CA
Reuters: OCDI>CA

Index Inclusion:
EGX 30
EGX 100
Disclaimer

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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.

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