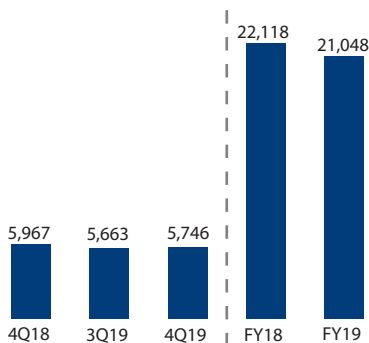


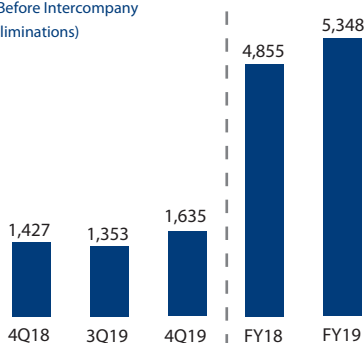
AUTO.CA  
on the Egyptian Exchange

Revenue Progression  
(all figures in LE million)

#### GB Auto & Auto Related



GB Capital  
(Before Intercompany  
Eliminations)



## GB Auto Reports 4Q/FY19 Results

*Auto & Auto Related business delivers improved quarterly performance; full-year results supported by regional operations & GB Capital*

26 February 2020 — (Cairo, Egypt) GB Auto (AUTO.CA on the Egyptian Exchange), a leading automotive company in the Middle East and non-bank financial services provider in Egypt, announced today its segmental and consolidated results for the quarter and year ending 31 December 2019. In 4Q19, revenues recorded LE 7,093.6 million, up 0.9% y-o-y and 4.8% q-o-q, while net profit was LE 43.9 million for the quarter, down 71.5% y-o-y. Revenues for the full year declined by 0.9% y-o-y to LE 25,398.0 million, with the Group recording a net profit of LE 42.7 million in FY19.

"Our performance in the final quarter of 2019 bears the signs of a much anticipated turnaround following a year marked by unfavorable regulatory developments and consequent price instability," said GB Auto Chief Executive Officer Raouf Ghabbour. "The Group delivered growth versus the same quarter last year, reversing a trend of year-on-year declines, and on a quarterly basis we delivered a 4.8% increase in top-line in 4Q19, despite seasonal effects typically favoring the preceding quarter. In the face of stiff competition from European, Turkish and Moroccan imports that now enjoy a price advantage following the elimination of related customs, GB Auto succeeded in defending its market share in the Passenger Car LoB, especially when taking into account the effect of our discontinued Verna model, which on its own accounted for a 5% market share. This was thanks to our strategy of increasing the Group's CKD offerings while liquidating our disadvantaged inventory."

The Auto & Auto-Related (A&AR) segment recorded revenues of LE 5,745.5 million in 4Q19, down 3.7% y-o-y, however, up 1.5% versus 3Q19. Quarter-on-quarter performance was supported by growth at the Two- and Three-Wheeler LoB (2&3Ws) as well as the segment's Regional operations, with revenues increasing 10.4% and 12.7% q-o-q, respectively. On a full-year basis, the A&AR segment's revenues declined 4.8% y-o-y to 21,048.5 million in FY19, a modest decrease despite the adverse regulatory environment that led to price instability in the PC market in Egypt and placed constraints on both consumers and manufacturers in the 2&3Ws market. A&AR's full-year performance was supported by the Regional LoB which recorded a strong 79.9% increase in revenues to LE 7,156.6 million in FY19.

"At the 2&3Ws, we saw significant pressure on three-wheeler volumes throughout the year given the strong constraints on licensing requirements affecting both manufacturers and buyers. Nonetheless, we continued to witness an acceleration in the licensing cycle quarter-on-quarter as the market adjusts to these new regulatory changes," said Ghabbour.

"On the regional front, we were very pleased with the LoB's performance where PC volumes increased almost twofold in FY19, while 2&3Ws delivered a solid 47.7% y-o-y increase in volumes. It must be noted, however, that management has decided to discontinue its representation of Hyundai in Iraq following the latter's new strategy of a multi-distributor model within the Iraqi market. It is our view that the new business model would render the representation unattractive for GB Auto. We will thus liquidate our remaining Hyundai inventory during 2020, while exploring new PC brands with the confidence that we have the expertise and resources to grow them into market leaders in Iraq. It is worth noting that the division was loss-making at the net profit level in 2015, 2016 and 2017; and broke even in 2018 and 2019."

The Tires LoB witnessed a decline in revenues to LE 268.7 million in 4Q19, down 3.5% y-o-y. On a full-year basis, however, the LoB's revenues were up 7.0% y-o-y to LE 1,180.8 million in FY19. The LoB also managed to increase its gross profit by an impressive 30.9% y-o-y in FY19. Meanwhile, the Commercial Vehicles & Construction Equipment (CV&CE) LoB recorded a 35.4% y-o-y and 12.2% q-o-q decline in revenues to LE 288.5 million as management opted to grow the LoB cautiously by tightening its credit policy and improve its working capital ef-

*“ Our performance in the final quarter of 2019 bears the signs of a much anticipated turnaround following a year marked by unfavorable regulatory developments and consequent price instability ”*

iciencies, as well as the decrease in spending in the private sector. In full year terms, revenues contracted 7.5% y-o-y to LE 1,394.6 million in FY19.

GB Capital achieved revenues before intercompany eliminations of LE 1,634.6 million in 4Q19, up 14.5% y-o-y and 20.8% q-o-q. In full year terms, revenues expanded by 10.1% y-o-y in FY19, reaching LE 5,347.9 million. GB Capital's loan portfolio stood at LE 9.1 billion (LE 11 billion without securitization) as at 31 December 2019, increasing 11.9% y-o-y. Non-Performing Loans (NPLs) stood at only 1.45% in FY19 (1.2% without securitization), demonstrating the quality of the loan portfolio. In 4Q19, net income increased by an impressive 44.2% y-o-y and 23.6% q-o-q to LE 180.9 million on the back of the securitization transactions at Drive and GB Lease that took place during the quarter. On a full-year basis, results have surpassed management's guidance for projected net income of c.LE 550 million, with the segment delivering a 71.2% y-o-y growth to LE 615.3 million driven by strong operational performance throughout the year, and supported by securitization transactions during the year.

"Growth at our financing businesses continues to be driven by an expanding and high-quality loan portfolio thanks to the segment's conservative credit policies," said Ghabbour. "Across GB Capital's subsidiaries, we are seeing business growth and results that exceed the expectations given the constraints in the PC and 2&3Ws markets," said Ghabbour.

"We are heading into 2020 leaving behind us the external challenges of 2019 that hampered an otherwise strong market. Price stability has already ensued in the PC division as the market volatility from regulatory changes subside, while at the 2&3Ws LoB we are collaborating with the government to devise a sustainable solution for this fundamentally strong market. In parallel, we are pushing increased efficiency across our organization with a strong digitization drive, starting with data management and process automation that will unlock new value from our operations. Finally, we are exploring strategic options as regards our financing businesses with an eye on maximizing value for our investors going forward," Ghabbour concluded.

Highlights of GB Auto Group's 4Q/FY19 results follow, along with management's analysis of the company's performance. Complete financials are available for download on [ir.ghabbourauto.com](http://ir.ghabbourauto.com).

#### Fourth Quarter 2019 Financial Highlights

- GB Auto Group achieved a net profit of LE 43.9 million in 4Q19, down by 71.5% y-o-y.
- GB Capital's net income after minority grew to LE 180.9 million in 4Q19, increasing by 44.2% y-o-y and 23.6% q-o-q.
- The A&AR segment achieved total revenues of LE 5,745.5 million in 4Q19, contracting 3.7% y-o-y, however, recording a 1.5% q-o-q increase.
- Gross profit at the A&AR segment recorded LE 575.6 million in 4Q19, down 7.6% y-o-y and up 2.5% q-o-q. GPM stood at 10.0% for the quarter.
- A&AR reported a 14.9% q-o-q and 53.6% y-o-y EBITDA contraction to LE 164.2 million, with an EBITDA margin of 2.9% for the quarter.
- The A&AR segment reported a net loss in 4Q19 of LE 138.7 million.

#### Full Year 2019 Financial Highlights

- GB Auto recorded a net profit of LE 42.7 million in FY19, a y-o-y decline of 92.9% versus FY18.
- GB Capital's net income after minority achieved a 71.2% y-o-y expansion to LE 615.3 million in FY19.
- The A&AR segment booked total revenue of LE 21,048.5 million in FY19, a 4.8% y-o-y decline.
- Gross profit at the A&AR segment was LE 2,147.1 million in FY19, down 15.7% y-o-y. GPM stood at 10.2% for the year.
- EBITDA for the A&AR Segment was down 52.4% y-o-y in FY19 to LE 796.2 million, yielding an EBITDA margin of 3.8% compared to 7.6% in FY18.
- A&AR recorded a net loss of LE 578.1 million in FY19.

## Financial Position and Working Capital of Auto & Auto-Related

Unlike the market norm, 4Q19 witnessed higher volumes in the A&AR segment, especially in the PC and 2&3Ws markets in Egypt, and with more focus on our CKD products with a longer working capital cycle compared to the CBU units. As such, inventory rose to 66 days from 61 days in 3Q19. However, through better management across the other components of the working capital, including faster receivables and stable payables (a strategy strongly applied in the CV&CE LoB), total net days on hand at the segment decreased from 71 days in 3Q19 to 63 days in 4Q19.

**Table 1: Development of Working Capital of Auto & Auto-Related**

		4Q18	1Q19	2Q19	3Q19	4Q19
Inventory	(LE million)	4,769.1	4,956.9	4,530.2	3,428.3	3,719.5
Receivables	(LE million)	1,920.0	2,372.4	2,337.6	2,071.2	1,730.9
Advances	(LE million)	704.5	536.6	426.4	357.1	452.1
Debtors & Other Debit Balances	(LE million)	779.4	821.3	734.2	1,105.4	708.7
Payables (Net)*	(LE million)	2,631.3	3,148.7	2,448.8	2,549.2	2,478.2
<b>Working Capital</b>	<b>(LE million)</b>	<b>5,541.7</b>	<b>5,538.7</b>	<b>5,579.6</b>	<b>4,412.8</b>	<b>4,133.0</b>

\* Payables are shown net of operating lease-related liabilities amounting to LE 1,033.8 million, which are now added to our Net Debt calculations. Due to a change in Egyptian Accounting Standards, the related leased assets have been recorded on the balance sheet under PP&E, while the liabilities have been booked under Payables, starting from 2Q19 onwards.

Management considers only the net debt of the Auto & Auto-Related business as the relevant figure for the operations of the Group and the key yardstick by which shareholders evaluate performance, as the debt related to GB Capital is a direct function of the division's portfolio size and is more than fully backed by the assets and receivables held by GB Capital. Net Debt decreased marginally compared to 3Q19 in line with the decrease in working capital as well as the losses incurred during the quarter. With the recent 3.5% rate cuts that took place during the second half of the year, our finance costs for the segment went down significantly by c.20% q-o-q; such a trend should gain more momentum in 2020 when the full impact of the rate cuts takes place.

**Table 2: Development of Auto & Auto-Related Net Debt**

(LE million)	4Q18	1Q19	2Q19	3Q19	4Q19
Total Debt	5,991.9	6,300.7	6,999.9	6,124.3	5,727.9
Notes Payable (Due to leasing)	-	-	1,105.5	1,079.3	1,033.8
Cash	887.7	1,075.4	1,187.1	1,111.6	981.2
Due from Related Parties - Inter segment (net)	76.0	(11.2)	20.2	108.2	(89.4)
<b>Net Debt</b>	<b>5,028.2</b>	<b>5,236.5</b>	<b>6,898.1</b>	<b>5,983.8</b>	<b>5,870.0</b>

**Table 3: Development of Key Financials of Auto & Auto-Related**

(LE million)	4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
Revenues	5,630.7	5,451.7	5,490.1	0.7%	-2.5%	20,918.1	20,208.8	-3.4%
Inter-Segment Revenues	336.5	210.8	255.4	21.2%	-24.1%	1,200.4	839.7	-30.1%
<b>Total Revenues</b>	<b>5,967.2</b>	<b>5,662.5</b>	<b>5,745.5</b>	<b>1.5%</b>	<b>-3.7%</b>	<b>22,118.4</b>	<b>21,048.5</b>	<b>-4.8%</b>
Cost of Sales	(5,007.6)	(4,890.4)	(4,914.6)	0.5%	-1.9%	(18,370.3)	(18,061.7)	-1.7%
Inter-Segment Cost of Sales	(336.5)	(210.8)	(255.4)	21.2%	-24.1%	(1,200.4)	(839.7)	-30.1%
<b>Total Cost of Sales</b>	<b>(5,344.1)</b>	<b>(5,101.2)</b>	<b>(5,170.0)</b>	<b>1.3%</b>	<b>-3.3%</b>	<b>(19,570.7)</b>	<b>(18,901.4)</b>	<b>-3.4%</b>
<b>Gross Profit</b>	<b>623.1</b>	<b>561.3</b>	<b>575.6</b>	<b>2.5%</b>	<b>-7.6%</b>	<b>2,547.7</b>	<b>2,147.1</b>	<b>-15.7%</b>
<i>Gross Profit Margin</i>	<i>10.4%</i>	<i>9.9%</i>	<i>10.0%</i>	<i>0.1</i>	<i>-0.4</i>	<i>11.5%</i>	<i>10.2%</i>	<i>-1.3</i>
General, Selling & Administrative Expenses	(400.0)	(376.5)	(378.0)	0.4%	-5.5%	(1,263.2)	(1,474.4)	16.7%
Other Operating Income	42.3	24.1	37.3	54.4%	-11.9%	132.1	118.6	-10.2%
Provisions (Net)	40.0	(56.1)	(153.5)	-	-	58.2	(231.1)	-
<b>Operating Profit</b>	<b>305.4</b>	<b>152.8</b>	<b>81.3</b>	<b>-46.8%</b>	<b>-73.4%</b>	<b>1,474.9</b>	<b>560.2</b>	<b>-62.0%</b>
<i>Operating Profit Margin</i>	<i>5.1%</i>	<i>2.7%</i>	<i>1.4%</i>	<i>-1.3</i>	<i>-3.7</i>	<i>6.7%</i>	<i>2.7%</i>	<i>-4.0</i>
Finance Cost / Income*	(305.4)	(365.5)	(295.6)	-19.1%	-3.2%	(1,199.9)	(1,372.7)	14.4%
FOREX	(1.2)	43.6	18.7	-57.0%	-	(8.6)	130.8	-
<b>Net Profit / (loss) Before Tax</b>	<b>(1.2)</b>	<b>(169.0)</b>	<b>(195.5)</b>	<b>15.7%</b>	<b>-</b>	<b>266.3</b>	<b>(681.6)</b>	<b>-</b>
Income Tax	(37.0)	37.9	23.9	-37.0%	-	(63.9)	143.2	-
<b>Net Profit / (loss) After Tax and Before NCI</b>	<b>(38.2)</b>	<b>(131.1)</b>	<b>(171.6)</b>	<b>30.9%</b>	<b>-</b>	<b>202.4</b>	<b>(538.4)</b>	<b>-</b>
NCI	1.2	(24.9)	32.9	-	-	(48.2)	(39.6)	-17.8%
<b>Net Profit / (loss) After NCI</b>	<b>(37.0)</b>	<b>(156.0)</b>	<b>(138.7)</b>	<b>-11.1%</b>	<b>-</b>	<b>154.2</b>	<b>(578.1)</b>	<b>-</b>
<b>EBITDA</b>	<b>353.6</b>	<b>193.0</b>	<b>164.2</b>	<b>-14.9%</b>	<b>-53.6%</b>	<b>1,672.4</b>	<b>796.2</b>	<b>-52.4%</b>
<i>EBITDA Margin</i>	<i>5.9%</i>	<i>3.4%</i>	<i>2.9%</i>	<i>-0.5</i>	<i>-3.0</i>	<i>7.6%</i>	<i>3.8%</i>	<i>-3.8</i>

\* The finance cost includes leasing expenses of LE (31.9) million for 4Q19 and LE (147.9) million for FY19.

**Table 4: Key Ratios**

		1Q19	1H19	9M19	FY19
Net Debt / Equity*	Units	1.45	2.05	1.89	1.89
Total Liabilities Less Cash / Equity	Units	2.55	2.95	2.92	2.95
Current Ratio	Units	1.01	0.95	0.91	0.89
Net Debt / LTM EBITDA	Units	3.28	4.89	6.07	7.37
LTM EBITDA / Finance Cost	Units	1.27	1.05	0.71	0.58
Capital Employed **	LE million	8,049.4	8,287.9	8,211.8	8,522.7
ROCE ***	%	17.6%	14.4%	9.6%	6.6%

\* Net Debt for segments = (short term debt + long term debt + due to related parties - inter-segment + payables related to leasing expenses) - cash and cash equivalents including due from related parties - inter-segment

\*\* Average capital employed for segments at the end of the period = (property, plant and equipment + Intangible assets and goodwill + Investment property + inventories + Trade receivables + Debtors and other debit balance) - (Trade payables + Other current liabilities)

\*\*\* ROCE for segments = Last twelve months operating profit / average capital employed at the beginning and end of the period

**Table 5: Segregated Income Statement by Segment**

FY19				
(LE million)	GB Auto (Auto & Auto-Related)	GB Capital (Financing Business)	Elimination	GB Auto Consolidation
Revenues	20,208.8	5,189.2	-	25,398.0
Inter-Segment Revenues	839.7	158.7	(998.3)	-
<b>Total Revenues</b>	<b>21,048.5</b>	<b>5,347.9</b>	<b>(998.3)</b>	<b>25,398.0</b>
Cost of Sales	(18,061.7)	(3,520.3)	-	(21,582.1)
Inter-Segment Cost of Sales	(839.7)	(139.0)	978.7	-
Cost of Sales	(18,901.4)	(3,659.4)	978.7	(21,582.1)
<b>Gross Profit</b>	<b>2,147.1</b>	<b>1,688.6</b>	<b>(19.7)</b>	<b>3,816.0</b>
General, Selling & Administrative Expenses	(1,474.4)	(712.1)	2.3	(2,184.2)
Other Operating Income	118.6	41.2	(2.3)	157.5
Provisions (Net)	(231.1)	(75.3)	-	(306.4)
<b>Operating Profit</b>	<b>560.2</b>	<b>942.4</b>	<b>(19.7)</b>	<b>1,483.0</b>
Finance Cost / Income	(1,372.7)	3.9	19.7	(1,349.2)
FOREX	130.8	51.3	-	182.1
<b>Net Profit / (loss) Before Tax</b>	<b>(681.6)</b>	<b>997.6</b>	-	<b>315.9</b>
Income Tax	143.2	(235.6)	-	(92.4)
<b>Net Profit / (loss) After Tax and Before NCI</b>	<b>(538.4)</b>	<b>762.0</b>	-	<b>223.6</b>
NCI	(39.6)	(146.6)	5.4	180.9
<b>Net Profit / (loss) After NCI</b>	<b>(578.1)</b>	<b>615.3</b>	<b>5.4</b>	<b>42.7</b>

Eliminations of inter-segment items compose of trading of Auto and Auto related, Leased items as well as reclassification between cost of sales and finance cost for consistent application of consolidation procedure of the group.

Historical data for GB Auto Group's segregated financials can be downloaded at [ir.ghabbourauto.com/fundamentals](http://ir.ghabbourauto.com/fundamentals)

**Table 6: Balance Sheet by Segment**

As at 31 December 2019

(LE million)	GB Auto (Auto & Auto-Related)	GB Capital (Financing Business)	Elimination	GB Auto Consolidation
Property Plant & Equipment	3,771.6	256.5	15.1	4,043.2
Intangible Assets & Goodwill	432.9	1.0	-	433.9
Investments in Subsidiaries (GB Capital)	322.1	58.0	(322.0)	58.1
Notes Receivable	11.8	3,905.0	(683.5)	3,233.2
Investments Property	90.9	-	-	90.9
Deferred Tax Assets	615.4	2.9	-	618.3
<b>Non-Current Assets</b>	<b>5,244.7</b>	<b>4,223.4</b>	<b>(990.4)</b>	<b>8,477.7</b>
Inventories	3,719.5	68.7	-	3,788.2
Trade Receivables	1,719.1	4,934.0	(217.6)	6,435.5
Advance Payments to Suppliers	452.1	10.9	-	463.0
Debtors & Other Debit Balance	708.8	1,055.2	-	1,764.0
Due from Related Parties	202.1	70.1	-	272.2
Due from Related Parties - Inter-Segment	229.4	95.5	(324.9)	-
Cash and Cash Equivalents	981.2	427.7	-	1,408.9
<b>Current Assets</b>	<b>8,012.2</b>	<b>6,662.1</b>	<b>(542.5)</b>	<b>14,131.8</b>
<b>Total Assets</b>	<b>13,256.9</b>	<b>10,885.5</b>	<b>(1,532.9)</b>	<b>22,609.5</b>
Share Capital	1,094.0	318.0	(318.0)	1,094.0
Legal Reserves	317.3	63.8	0.4	381.5
Private Reserve	2,287.1	(42.5)	(2.5)	2,242.0
Accumulated Profit (Losses)	(1,067.1)	1,068.9	20.8	22.6
Net Income / (Loss) for The Period	(578.1)	615.3	5.4	42.7
<b>Total Shareholders' Equity Before NCI</b>	<b>2,053.3</b>	<b>2,023.5</b>	<b>(294.0)</b>	<b>3,782.8</b>
Total NCI	1,050.8	327.0	(12.9)	1,364.9
<b>Total Equity</b>	<b>3,104.1</b>	<b>2,350.5</b>	<b>(306.9)</b>	<b>5,147.7</b>
Trade Payables	2,665.0	304.9	(217.6)	2,752.3
Loans & Overdraft	5,727.9	4,933.1	-	10,661.0
Due to Related Parties	67.7	5.9	-	73.5
Due to Related Parties - Inter-Segment	291.4	33.5	(324.9)	-
Provision	225.6	-	-	225.6
Other Current Liabilities	3.2	231.3	-	234.5
<b>Total Current Liabilities</b>	<b>8,980.9</b>	<b>5,508.6</b>	<b>(542.5)</b>	<b>13,947.0</b>
Loans	-	3,002.1	-	3,002.1
Provision	4.2	-	-	4.2
Trade and Notes Payables	847.0	-	(683.5)	163.5
Deferred Tax Liabilities	320.7	24.4	-	345.1
<b>Total Non-Current Liabilities</b>	<b>1,171.9</b>	<b>3,026.5</b>	<b>(683.5)</b>	<b>3,514.8</b>
<b>Total Equity And Liabilities</b>	<b>13,256.9</b>	<b>10,885.5</b>	<b>(1,532.9)</b>	<b>22,609.5</b>

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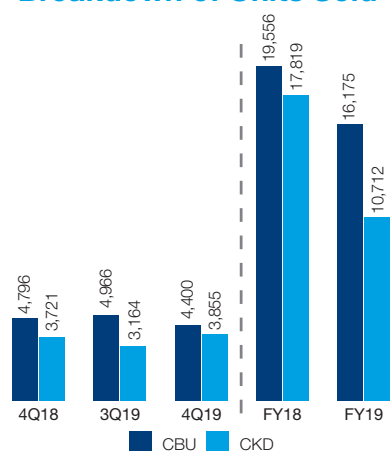
**Table 7: Cash Flow Statement for the Auto & Auto-Related Segment of GB Auto**

(LE million)	FY18*	FY19
<b>Cash Flows from Operating Activities</b>		
Net (Loss) / Profit Before Tax	225.2	(681.6)
<b>Adjustments:</b>		
Interest Expense	1,152.0	1,418.0
Depreciation & Amortization	148.3	236.0
Provisions - Net	(31.4)	231.1
Impairment in Current Assets - Net	(26.8)	-
Interest Income	(145.2)	(45.4)
Interest Expense Capitalized on Property, Plant & Equipment	(50.9)	(84.0)
Gain on Sale of PP&E and Assets Held for Sale	(94.6)	(16.6)
<b>Operating Cash Flow Before Changes in Working Capital</b>	<b>1,176.7</b>	<b>1,057.6</b>
<b>Changes in Working Capital</b>		
Inventories	(1,715.3)	1,045.4
Trade Receivables	(498.9)	332.5
Debtors & Other Debit Balances	(310.6)	302.9
Due from Related Parties	(2.8)	(71.4)
Due to Related Parties	(10.0)	(7.3)
Due from Related Parties - Inter-Segment	119.1	(22.5)
Due to Related Parties - Inter-Segment	109.9	160.4
Trade Payables & Other Credit Balances	1,160.9	33.7
Provisions Used	(41.0)	(215.8)
<b>Cash Flow (Integrated from) Operating Activities</b>	<b>(12.0)</b>	<b>2,615.6</b>
Income Tax Paid During the Period	(24.6)	(66.7)
<b>Net Cash Flow (Used in) Operating Activities</b>	<b>(36.6)</b>	<b>2,548.8</b>
<b>Cash Flows From Investing Activities:</b>		
Purchase of Property, Plant & Equipment	(253.2)	(356.7)
Purchase of Projects Under Construction	(278.4)	(255.8)
Purchase of Intangible Assets	(2.9)	(4.9)
Interest Received	140.4	42.7
Proceeds from Sale of Property, Plant & Equipment	456.8	34.3
<b>Net Cash Flow (Used in)/generated from Investing Activities</b>	<b>62.7</b>	<b>(540.3)</b>
<b>Cash Flows From Financing Activities</b>		
Loans & Borrowings	791.9	(134.0)
Interest Paid	(1,046.9)	(1,472.3)
Proceed from sale of shares held by the group	-	7.2
Paid from Minority to Increase Capital of Subsidiaries	4.8	23.1
<b>Net Cash Flow Generated from Financing Activities</b>	<b>(250.3)</b>	<b>(1,576.0)</b>
<b>Net Increase (Decrease) in Cash &amp; Cash Equivalents</b>	<b>(224.2)</b>	<b>432.5</b>
Cash & Cash Equivalents at Beginning of the Period	1,069.4	887.7
Translation Differences	42.5	(339.0)
<b>Cash &amp; Cash Equivalents at End of the Period</b>	<b>887.7</b>	<b>981.2</b>

\* 2018's cash flow statement has not been re-instated as per the latest changes in the EAS.



## Breakdown of Units Sold



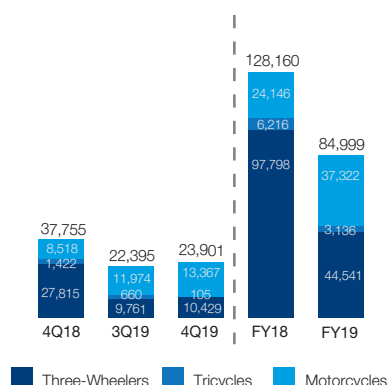
## Egypt Passenger Cars

- In spite of the adverse market conditions, GB Auto maintained its leading position in Egypt's PC segment, with a 21.0% share as of FY19 (Hyundai, Geely, Mazda, and Chery), versus 25.4% in FY18. GB Auto's strategy of increasing its CKDs offerings succeeded in fending off the stiff competition from European, Moroccan and Turkish counterparts that now have a pricing advantage following the elimination of related customs.
- In 4Q19, the market began to settle with year-on-year volumes down only 3.1% while on a quarter-on-quarter basis volumes increased 1.5% to 8,255 units. Quarterly results reflect the success of GB Auto's newly launched Arizzo 5 model despite the quarter being usually a slower sales season. Full-year volumes declined 28.1% in FY19 to 26,887 on account of the adverse market conditions that prevailed throughout 2019, as well as discontinuing the Verna model which used to account for 5% of total market share.
- Revenues followed a similar trend, declining 9.6% y-o-y and 3.8% q-o-q in 4Q19 to LE 2,212.5 million, while full-year revenues were down 27.0% to LE 7,597.8 million in FY19.
- It is worth noting that the gross profit margin for the LoB expanded 3 percentage points q-o-q to 7.3% in 4Q19, as low-margin models have been largely cleared from inventory. However, gross profit continued to be impacted on a year-on-year basis.

Table 8: Egypt Passenger Cars Sales Activity

		4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
CBU Sales Volume (Hyundai)	(Units)	4,099	3,587	3,962	10.5%	-3.3%	17,707	13,310	-24.8%
CBU Sales Volume (Geely)	(Units)	324	1,072	199	-81.4%	-38.6%	715	1,915	-
CBU Sales Volume (Chery)	(Units)	178	87	110	26.4%	-38.2%	334	307	-8.1%
CBU Sales Volume (Mazda)	(Units)	195	220	129	-41.4%	-33.8%	800	643	-19.6%
CKD Sales Volume (Hyundai)	(Units)	2,546	1,689	1,205	-28.7%	-52.7%	13,066	5,047	-61.4%
CKD Sales Volume (Chery)	(Units)	966	1,442	2,647	83.6%	-	4,315	5,275	22.2%
CKD Sales Volume (Karry)	(Units)	49	34	24	-29.4%	-51.0%	192	95	-50.5%
CKD Sales Volume (Geely)	(Units)	160	(1)	(21)	-	-	246	295	19.9%
<b>Total Sales Volume</b>	<b>(Units)</b>	<b>8,517</b>	<b>8,130</b>	<b>8,255</b>	<b>1.5%</b>	<b>-3.1%</b>	<b>37,375</b>	<b>26,887</b>	<b>-28.1%</b>
<b>Total Sales Revenue</b>	<b>(LE million)</b>	<b>2,447.9</b>	<b>2,299.4</b>	<b>2,212.5</b>	<b>-3.8%</b>	<b>-9.6%</b>	<b>10,407.8</b>	<b>7,597.8</b>	<b>-27.0%</b>
<b>Gross Profit</b>	<b>(LE million)</b>	<b>211.2</b>	<b>98.3</b>	<b>161.9</b>	<b>64.7%</b>	<b>-23.3%</b>	<b>986.3</b>	<b>482.0</b>	<b>-51.1%</b>
<b>Gross Profit Margin</b>	<b>(%)</b>	<b>8.6%</b>	<b>4.3%</b>	<b>7.3%</b>	<b>3.0</b>	<b>-1.3</b>	<b>9.5%</b>	<b>6.3%</b>	<b>-3.2</b>

## Breakdown of Units Sold



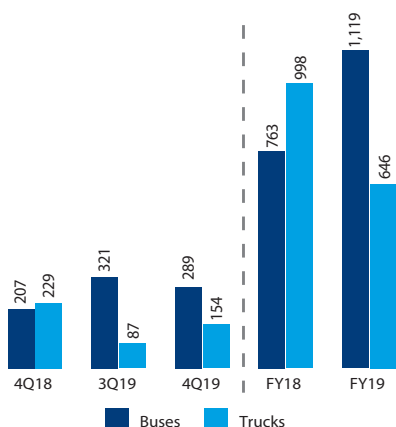
## Egypt Motorcycles & Three-Wheelers

- The LoB's performance was affected by regulatory constraints on three-wheelers, affecting both consumers and manufacturers. Total volumes were down 36.7% y-o-y to 23,901 in 4Q19, driven by a 62.5% y-o-y decline in three-wheeler volumes. However, on a quarter-on-quarter basis both the three-wheeler and motorcycles divisions recorded growth of 6.8% and 11.6% q-o-q, respectively in 4Q19, driven by the continued growing demand for both vehicles. On a full-year basis, LoB volumes were down 33.7% y-o-y.
- Revenues were down 45.3% y-o-y to LE 569.1 million in 4Q19, however booking an increase of 10.4% versus 3Q19. Full-year revenues declined 39.5% y-o-y to LE 2,100.2 million in FY19.
- Gross profit recorded LE 280.4 million in FY19, down 41.7% y-o-y, however gross profit margin was relatively stable at 13.4% despite the pressure on volumes.
- Management hopes that the current regulatory constraints will be resolved in 2020, which pave the way for a more sustainable path for the performance of the LoB.

Table 9: Egypt Motorcycle & Three-Wheeler Sales Activity

		4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
Three-Wheeler Sales Volume	(Units)	27,815	9,761	10,429	6.8%	-62.5%	97,798	44,541	-54.5%
Tricycles Sales Volume	(Units)	1,422	660	105	-84.1%	-92.6%	6,216	3,136	-49.5%
Motorcycle Sales Volume	(Units)	8,518	11,974	13,367	11.6%	56.9%	24,146	37,322	54.6%
<b>Total Sales Volume</b>	<b>(Units)</b>	<b>37,755</b>	<b>22,395</b>	<b>23,901</b>	<b>6.7%</b>	<b>-36.7%</b>	<b>128,160</b>	<b>84,999</b>	<b>-33.7%</b>
<b>Total Sales Revenue</b>	<b>(LE million)</b>	<b>1,039.5</b>	<b>515.4</b>	<b>569.1</b>	<b>10.4%</b>	<b>-45.3%</b>	<b>3,470.2</b>	<b>2,100.2</b>	<b>-39.5%</b>
<b>Gross Profit</b>	<b>(LE million)</b>	<b>139.5</b>	<b>83.6</b>	<b>64.9</b>	<b>-22.4%</b>	<b>-53.5%</b>	<b>481.0</b>	<b>280.4</b>	<b>-41.7%</b>
<b>Gross Profit Margin</b>	<b>(%)</b>	<b>13.4%</b>	<b>16.2%</b>	<b>11.4%</b>	<b>-4.8</b>	<b>-2.0</b>	<b>13.9%</b>	<b>13.4%</b>	<b>-0.5</b>

### Breakdown of Units Sold



## Egypt Commercial Vehicles & Construction Equipment

- The LoB's volumes declined 6.3% y-o-y to 2,096 units in FY19, with higher sales at the buses division being offset by a decrease in other products volumes on the back of lower spending by the corporate private sector.
- On a quarterly basis, revenues were down 35.4% y-o-y to LE 288.5 million, a 12.2% decline compared to 3Q19. Revenues in FY19 dipped 7.5% y-o-y to LE 1,394.6 million from the LE 1,507.1 million in FY18.
- The new sales mix drove the LoB's gross profit up 68.2% y-o-y to LE 40.9 million in 4Q19 compared to LE 24.3 million in 4Q18, yielding a gross profit margin of 14.2%. Gross profit margin climbed by 8.8 percentage points from the 5.4% recorded in 4Q18, with results in the last quarter of 2018 affected by the clearing of old models from the inventory. On a full-year basis, gross profit was up 26.6% y-o-y to LE 205.0 million.
- Management has decided to take a cautious approach on the LoB's growth by focusing on sales with a smoother conversion cycle and decent margins to support in streamlining the A&AR segment's cash flow cycle.

**Table 10: Egypt Commercial Vehicles & Construction Equipment (CV&CE) Sales Activity**

		4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
Bus Sales Volume	(Units)	207	321	289	-10.0%	39.6%	763	1,119	46.7%
Truck Sales Volume	(Units)	229	87	154	77.1%	-32.7%	998	646	-35.3%
Tractor Sales Volume	(Units)	34	38	-	-	-	78	38	-51.3%
Trailer Sales Volume	(Units)	51	31	(15)	-	-	254	168	-33.9%
Construction Equipment Sales Volume	(Units)	49	34	42	23.5%	-14.3%	145	125	-13.8%
<b>Total Sales Volume</b>	<b>(Units)</b>	<b>570</b>	<b>511</b>	<b>470</b>	<b>-8.0%</b>	<b>-17.5%</b>	<b>2,238</b>	<b>2,096</b>	<b>-6.3%</b>
<b>Total Sales Revenue</b>	<b>(LE million)</b>	<b>446.5</b>	<b>328.5</b>	<b>288.5</b>	<b>-12.2%</b>	<b>-35.4%</b>	<b>1,507.1</b>	<b>1,394.6</b>	<b>-7.5%</b>
<b>Gross Profit</b>	<b>(LE million)</b>	<b>24.3</b>	<b>48.8</b>	<b>40.9</b>	<b>-16.2%</b>	<b>68.2%</b>	<b>161.9</b>	<b>205.0</b>	<b>26.6%</b>
<b>Gross Profit Margin</b>	<b>(%)</b>	<b>5.4%</b>	<b>14.9%</b>	<b>14.2%</b>	<b>-0.7</b>	<b>8.8</b>	<b>10.7%</b>	<b>14.7%</b>	<b>4.0</b>

## Egypt After-Sales

- Egypt After-Sales LoB reported a 2.4% y-o-y decrease in revenues to LE 296.6 million in 4Q19, and was down by 3.2% q-o-q. The decline in quarterly revenues were driven by the adverse market conditions of the PC and three-wheelers markets.
- On a full-year basis, however, the LoB's revenues increased 2.4% y-o-y to LE 1,157.5 million in FY19. The increase comes on the back of consumers progressively increasing their reliance on maintenance services in light of price instability and the consequent delay of new vehicle purchases. The LoB's growth also came despite the decrease in 2&3Ws after-sales, which witnessed a 16.1% y-o-y drop in revenues as a consequence of the fall in new sales volumes.
- In 4Q19, gross profit was down 17.4% y-o-y and 23.0% q-o-q to LE 61.1 million, while in FY19, gross profit witnessed a decrease of 14.0% y-o-y to LE 272.4 million on the back of promotions to retain and regularly attract consumers.

**Table 11: Egypt After-Sales**

		4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
Passenger Car Egypt After-Sales Revenue	(Units)	189.7	193.4	190.0	-1.3%	0.6%	706.5	732.3	3.7%
Motorcycle & Three-Wheeler After-Sales Revenue	(Units)	47.9	41.1	38.4	-6.6%	-19.9%	185.5	155.7	-16.1%
CV&CE After-Sales Revenue	(Units)	66.4	72.0	67.3	-6.5%	1.4%	238.0	269.5	13.2%
<b>Total Egypt After-Sales Revenue</b>	<b>(LE million)</b>	<b>304.0</b>	<b>306.5</b>	<b>296.6</b>	<b>-3.2%</b>	<b>-2.4%</b>	<b>1,129.9</b>	<b>1,157.5</b>	<b>2.4%</b>
<b>Total Egypt After-Sales Gross Profit</b>	<b>(LE million)</b>	<b>73.9</b>	<b>79.4</b>	<b>61.1</b>	<b>-23.0%</b>	<b>-17.4%</b>	<b>316.9</b>	<b>272.4</b>	<b>-14.0%</b>
<b>Total Egypt After-Sales Gross Profit Margin</b>	<b>(%)</b>	<b>24.3%</b>	<b>25.9%</b>	<b>20.6%</b>	<b>-5.3</b>	<b>-3.7</b>	<b>28.0%</b>	<b>23.5%</b>	<b>-4.5</b>



## Egypt Tires

- Tires LoB's revenues for the quarter fell by 3.5% y-o-y to LE 268.7 million for 4Q19, down from LE 278.4 million a year previously. For the full year, revenues increased by 7.0% y-o-y to LE 1,180.8 million compared to LE 1,103.5 million in FY18, on the back of volume growth.
- In 4Q19, gross profit was up by 52.6% y-o-y to LE 62.9 million, with GPM up 8.6 percentage points from 4Q18 to 23.4%.
- The LoB reported a gross profit growth of 30.9% y-o-y to LE 236.2 million in FY19, with GPM rising by 3.6 percentage points to 20.0%.
- The uptick in profitability for the year was driven by an improved sales mix, favorable pricing amongst key manufacturers and improved working capital efficiencies.

**Table 12: Tires Sales Activity – Egypt**

		4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
<b>Total Sales Revenue</b>	(LE million)	<b>278.4</b>	<b>330.2</b>	<b>268.7</b>	-18.6%	-3.5%	1,103.5	1,180.8	7.0%
<b>Gross Profit</b>	(LE million)	<b>41.2</b>	<b>70.4</b>	<b>62.9</b>	-10.6%	52.6%	180.5	236.2	30.9%
<i>Gross Profit Margin</i>	(%)	14.8%	21.3%	23.4%	2.1	8.6	16.4%	20.0%	3.6

## Regional

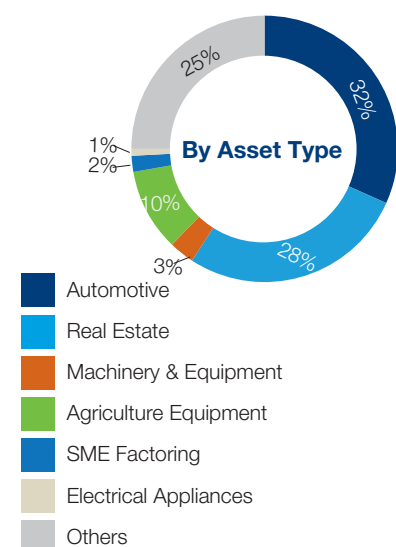
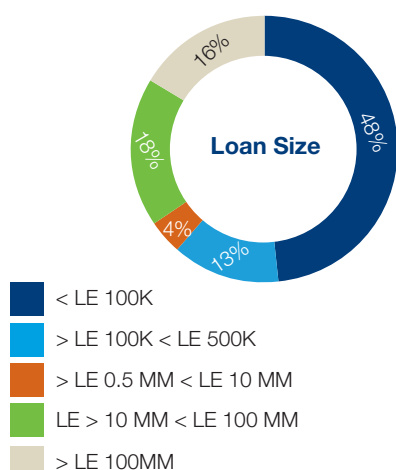
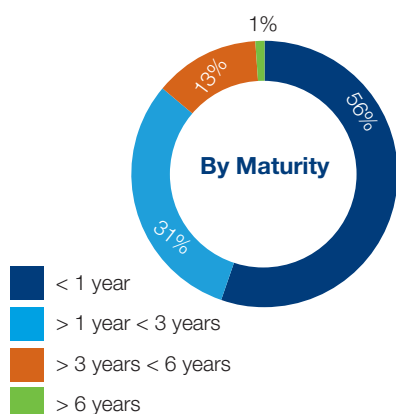
- Regional LoB posted solid growth during FY19, ending the year with impressive performance indicators supported by robust market demand.
- Iraq PC operations reported a steady y-o-y increase of 72.5% in volumes during 4Q19 reaching 5,626 units. In full year terms, units grew by an impressive 96.7% y-o-y in FY19, coming in at 19,737 units compared to 10,034 in FY18. Hyundai's market share in FY19 stood at 24.9% compared to 15.3% in FY18.
- Management, however, has decided to discontinue its representation of Hyundai in Iraq, following the OEM's new strategy of a multi-distributor model in Iraq. GB Auto will thus sell its remaining Hyundai inventory during 2020 and will explore opportunities to introduce new PC models. GB Auto is confident that it has the resources and expertise to grow its new offerings into market leaders just as it did with Hyundai. This decision caused a hike in the provisions of the A&AR segment in 4Q19.
- Two and three-wheeler volumes in Iraq witnessed an uptick of 8.3% y-o-y in 4Q19 to 7,066 units. Volumes witnessed a strong 47.7% y-o-y increase in FY19 to 30,661 units, with average sales per month increasing to 2,555 units/month in FY19 compared to 1,730 units/month in 2018.
- Revenues from regional operations expanded by 54.2% y-o-y to LE 2,006.7 million in 4Q19, while on a full year basis, revenue increased by an impressive 79.9% y-o-y to LE 7,156.6 million in FY19.
- In 4Q19, gross profit came in at LE 179.4 million, up by an impressive 177.0% y-o-y, with GPM settling in at 8.9%. Gross profit for the LoB witnessed a 68.6% boost y-o-y at LE 619.4 million in FY19, with a GPM of 8.7%.

**Table 13: Total Sales Activity from Regional Operations**

		4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
<b>Total Regions Revenue</b>	(LE million)	<b>1,301.2</b>	<b>1,780.6</b>	<b>2,006.7</b>	12.7%	54.2	3,977.7	7,156.6	79.9%
<b>Total Regions Gross Profit</b>	(LE million)	<b>64.8</b>	<b>169.7</b>	<b>179.4</b>	5.7%	-	367.4	619.4	68.6%
<i>Gross Profit Margin</i>	(%)	5.0%	9.5%	8.9%	-0.6	3.9	9.2%	8.7%	-0.5

## GB Capital Portfolio Breakdown

(As of 31 December 2019)



## GB Capital (Financing Businesses)

- GB Capital accomplished a top-line before intercompany eliminations of LE 5,347.9 million in FY19, increasing by 10.1% y-o-y driven by impressive performance in Tasaheel and Haram Tourism, growing 75.5% and 30.5% y-o-y respectively in FY19. However, regulatory constraints with respect to three wheelers led to a revenue decline at Mashroey in FY19, witnessing a y-o-y decline of 14.2%. In 4Q19, revenues increase 14.5% y-o-y to LE 1,634.6 million. Net income after minority grew by 71.2% y-o-y to record LE 615.3 million in FY19, and was up 44.2% y-o-y in 4Q19 to LE 180.9 million.
- GB Capital achieved an Annualized ROAE (excluding NCI) of 35.1% in FY19 versus 30.5% in FY18. The Annualized ROAA reached 21.6% for FY19 vs 22.3% in FY18.
- GB Capital's annualized NIMS settled in at 14.1% in FY19, increasing by 0.7 percentage points compared to the period ending 30 September 2019. The increase in NIMS came on the back of the recent rate cuts executed by the CBE that accumulated over the course of 2019, as well as better pricing mechanisms and optimal financing cost agreements with banks.
- It is worth noting that GB Capital's portfolio would surpass the LE 11 billion mark when excluding the securitization transactions completed during the year, representing a 35.8% increase compared to FY18. However, the current outstanding portfolio after the securitizations completed during 2019 stands at LE 9.1 billion.
- In line with GB Capital's pursuit of boasting a sustainable and healthy loan portfolio quality, Non-Performing Loans (NPLs) were at 1.45% in FY19 vs 1.31% in 3Q19 and 1.20% in FY18, maintaining an exceptionally healthy level relative to the industry; with the NPL coverage ratio for FY19 at 204%.
- Exposure related to GB Auto accounts for less than c.8.1% of GB Capital's loans/receivables portfolio.
- Debt to equity for GB Capital settled in at 3.38x as of FY19 vs 3.88x in FY18, and is 2.68x as per the regulator's definition.
- GB Capital related companies' debt stood at LE 7.9 billion as of 31 December 2019, with debt levels expected to continue rising as the company funds its growing operations. GB Capital's assets and debts are well matched by tenor.

## Leasing

- GB Lease's revenues were up 3.1% y-o-y LE 768.7 million in FY19, driven by increased bookings and securitization revenues but witnessed a decline of 10.9% y-o-y in 4Q19 to LE 179.7 million
- Revenues of **Haram Tourism Transport "HTT"** increased by a solid 30.5% y-o-y to LE 85.5 million, while on a quarterly basis revenues witnessed a 14.3% y-o-y boost to LE 21.2 million for 4Q19.
- In terms of market share in Egypt, GB lease was ranked third in 2019, with its share standing at 7.9% as at year-end 2019.

## Consumer Finance and Factoring

- In FY19, Drive achieved revenues of LE 2,146.7 million, an 8.5% y-o-y increase. The division's success in FY19 was driven by the progressive rate cuts over the course of the year, which enabled Drive to offer more attractive rates to customers. The decline in interest rates comes on the back of the Central Bank's monetary easing strategy and is expected to continue going forward. Drive achieved a 22.2% y-o-y increase in revenues to LE 733.7 million in 4Q19 and expanded by an impressive 31.3% q-o-q.

## Microfinance

- Mashroey recorded revenues of LE 1,235.6 million in FY19, down 14.2% y-o-y due to continued regulatory constraints with respect to the 3-wheelers market. On a quarterly basis, revenues were LE 362.9 million in 4Q19, down 12.6% y-o-y, however increasing by 23.0% q-o-q. The company is diversifying their financing channels by targeting other assets to finance,

such as electrical appliances, to offset the lack of growth due to the sub-optimal regulatory environment. Mashroey boasts a network of over 120 branches across Egypt.

- Tasaheel reported an impressive 75.5% y-o-y increase in revenues to EL 1,098.5 million in FY19, supported by the increasingly favorable interest rate environment in Egypt and strong customer demand. In 4Q19, revenues recorded LE 330.9 million, up 72.6% y-o-y and 13.0% q-o-q. In the past year, Tasaheel continued to expand its branch network across Egypt.
- GB Lease, Drive, and Tasaheel are regulated by and operate under the auspices of FRA.

**Table 14: Income Statement Analysis for GB Capital**

(LE million)	4Q18	3Q19	4Q19	Q-o-Q	Y-o-Y	FY18	FY19	Y-o-Y
Revenues	882.3	706.1	973.1	37.8%	10.3%	2,988.1	2,858.3	-4.3%
Interest Income	544.8	647.3	661.5	2.2%	21.4%	1,867.3	2,489.7	33.3%
<b>Total Revenues</b>	<b>1,427.1</b>	<b>1,353.4</b>	<b>1,634.6</b>	<b>20.8%</b>	<b>14.5%</b>	<b>4,855.4</b>	<b>5,347.9</b>	<b>10.1%</b>
Cost of Sales	(818.6)	(632.5)	(806.9)	27.6%	-1.4%	(2,746.8)	(2,474.5)	-9.9%
Cost of Funds	(271.2)	(320.3)	(261.9)	-18.2%	-3.4%	(1,023.4)	(1,184.9)	15.8%
<b>Total Cost of Revenues</b>	<b>(1,089.7)</b>	<b>(952.8)</b>	<b>(1,068.9)</b>	<b>12.2%</b>	<b>-1.9%</b>	<b>(3,770.1)</b>	<b>(3,659.4)</b>	<b>-2.9%</b>
<b>Gross Profit</b>	<b>337.3</b>	<b>400.7</b>	<b>565.7</b>	<b>41.2%</b>	<b>67.7%</b>	<b>1,085.2</b>	<b>1,688.6</b>	<b>55.6%</b>
SG&A	(126.8)	(172.1)	(238.2)	38.4%	87.8%	(410.7)	(711.7)	73.3%
Provisions	(27.5)	(26.0)	(18.1)	-30.5%	-34.2%	(117.4)	(75.3)	-35.9%
<b>Operating Profit</b>	<b>183.1</b>	<b>202.6</b>	<b>309.5</b>	<b>52.8%</b>	<b>69.1%</b>	<b>557.1</b>	<b>901.6</b>	<b>61.8%</b>
Other Income	9.2	10.0	13.6	36.6%	48.0%	30.5	41.9	37.6%
<b>EBIT</b>	<b>192.3</b>	<b>212.5</b>	<b>323.1</b>	<b>52.0%</b>	<b>68.1%</b>	<b>587.5</b>	<b>943.5</b>	<b>60.6%</b>
Other Interest & Similar Income	1.9	(3.1)	(4.8)	55.7%	-	(18.4)	2.7	-
FOREX	(3.5)	31.4	6.4	-79.5%	-	(21.3)	51.3	-
<b>EBT</b>	<b>190.7</b>	<b>240.8</b>	<b>324.8</b>	<b>34.9%</b>	<b>70.3%</b>	<b>547.8</b>	<b>997.6</b>	<b>82.1%</b>
Income Tax	(35.4)	(49.1)	(103.7)	-	-	(111.8)	(235.6)	-
<b>Profit after Tax &amp; before NCI</b>	<b>155.3</b>	<b>191.7</b>	<b>221.1</b>	<b>15.3%</b>	<b>42.4%</b>	<b>436.0</b>	<b>762.0</b>	<b>74.8%</b>
NCI	(29.8)	(45.3)	(40.2)	-11.4%	34.6%	(76.6)	(146.6)	91.4%
<b>Net Profit after Tax &amp; NCI</b>	<b>125.4</b>	<b>146.4</b>	<b>180.9</b>	<b>23.6%</b>	<b>44.2%</b>	<b>359.4</b>	<b>615.3</b>	<b>71.2%</b>
<b>Breakdown of Revenue by Company:</b>								
GB Capital*	-	6.8	6.2	-7.9%	-	-	13.0	-
GB Lease**	201.5	176.3	179.7	1.9%	-10.9%	745.4	768.7	3.1%
Drive	600.3	558.6	733.7	31.3%	22.2%	1,979.1	2,146.7	8.5%
Mashroey	415.0	295.0	362.9	23.0%	-12.6%	1,439.5	1,235.6	-14.2%
Tasaheel	191.7	292.9	330.9	13.0%	72.6%	625.9	1,098.5	75.5%
Haram	18.6	23.8	21.2	-10.8%	14.3%	65.5	85.5	30.5%
<b>Total</b>	<b>1,427.1</b>	<b>1,353.4</b>	<b>1,634.6</b>	<b>20.8%</b>	<b>14.5%</b>	<b>4,855.4</b>	<b>5,347.9</b>	<b>10.1%</b>

\* GB capital revenue appears in 2019 for the first time making use of the new Venture Capital License obtained in Q3 allowing GB Capital to book finance leasing contracts.

\*\* GB Lease revenue numbers have been restated for the new Egyptian Accounting Standards which no longer record depreciation of the financed assets in the revenues line.

**Table 15: Supplementary Financial Information - GB Capital**

	FY18	9M19	FY19
<b>Net Portfolio Assets</b>	<b>8,134.2</b>	<b>9,450.4</b>	<b>9,100.2</b>
Debt / Equity	3.88x	3.55x	3.38x
Debt/Equity - Regulator Definition	3.12x	2.90x	2.68x
Equity / Loan Portfolio	20.4%	22.8%	25.8%
Annualized Return on Average Equity (ROAE) - Excluding NCI *	30.5%	34.5%	35.1%
Annualized ROAA [Annualized the period EBIT pre funding costs after tax / average assets of period]	22.3%	21.6%	21.6%
Annualized net interest margin (%) [(interest income - interest expense) for the last quarter X 4 / average portfolio size for the quarter]	14.3%	13.4%	14.1%
<b>Provision for Portfolio:</b>			
Provision (BS) / Loan portfolio %	2.54%	2.72%	2.94%
Provision (BS) / NPL % (Coverage ratio)	212%	207%	204%
NPL / Loan portfolio %	1.20%	1.31%	1.45%

\* Annualized ROAE is calculated as the annualized net profit -after NCI- for the period then divided by the average shareholders equity -excluding- NCI for the period.

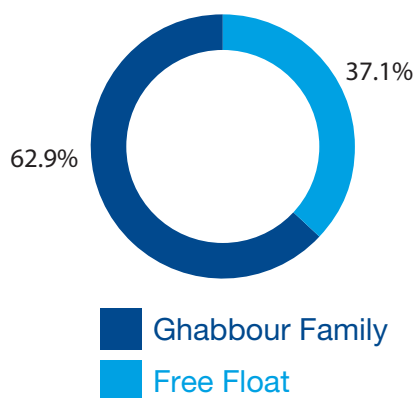
## GB Auto Group Financial Statements

### Income Statement

	Three Months Ended			Full Year Ended		
(LE million)	4Q18	4Q19	% Change	FY18	FY19	% Change
Egypt Passenger Cars Revenues	2,447.9	2,212.5	-9.6%	10,407.8	7,597.8	-27.0%
Egypt Motorcycles & Three-Wheelers Revenues	1,039.5	569.1	-45.3%	3,470.2	2,100.2	-39.5%
Egypt Commercial Vehicles & Construction Equipment Revenues	446.5	288.5	-35.4%	1,507.1	1,394.6	-7.5%
Egypt Tires Revenues	278.4	268.7	-3.5%	1,103.5	1,180.8	7.0%
GB Capital (Financing Businesses) Revenues	1,062.3	1,347.8	26.9%	3,502.8	4,349.3	24.2%
Egypt After-Sales Revenues	304.0	296.6	-2.4%	1,129.9	1,157.5	2.4%
Regional Revenues	1,301.2	2,006.7	54.2%	3,977.7	7,156.6	79.9%
Others Revenues	149.8	103.7	-30.8%	522.2	461.2	-11.7%
<b>Total Sales Revenues</b>	<b>7,029.5</b>	<b>7,093.6</b>	<b>0.9%</b>	<b>25,621.2</b>	<b>25,398.0</b>	<b>-0.9%</b>
<b>Gross Profit</b>						
Egypt Passenger Cars Gross Profits	211.2	161.9	-23.3%	986.3	482.0	-51.1%
Egypt Motorcycles & Three-Wheelers Gross Profits	139.5	64.9	-53.5%	481.0	280.4	-41.7%
Egypt Commercial Vehicles & Construction Equipment Gross Profits	24.3	40.9	68.2%	161.9	205.0	26.6%
Egypt Tires Gross Profits	41.2	62.9	52.6%	180.5	236.2	30.9%
GB Capital (Financing Businesses) Gross Profits	412.9	562.5	36.2%	1,099.7	1,668.9	51.8%
Egypt After-Sales Gross Profits	73.9	61.1	-17.4%	316.9	272.4	-14.0%
Regional Gross Profits	64.8	179.4	-	367.4	619.4	68.6%
Others Gross Profits	12.9	4.4	-65.5%	53.7	51.5	-4.1%
<b>Total Gross Profit</b>	<b>980.7</b>	<b>1,138.1</b>	<b>16.0%</b>	<b>3,647.4</b>	<b>3,816.0</b>	<b>4.6%</b>
Gross Profit Margin	14.0%	16.0%	2.0	14.2%	15.0%	0.8
Selling and Marketing	(343.9)	(488.1)	41.9%	(1,184.5)	(1,661.6)	40.3%
Administration Expenses	(128.1)	(128.3)	0.1%	(485.8)	(522.6)	7.6%
Other Income (Expenses)	50.6	50.0	-1.0%	158.9	157.5	-0.9%
<b>Operating Profit</b>	<b>559.3</b>	<b>571.7</b>	<b>2.2%</b>	<b>2,136.0</b>	<b>1,789.3</b>	<b>-16.2%</b>
Operating Profit Margin (%)	8.0%	8.1%	0.1	8.3%	7.0%	-1.3
Net Provisions and Non-Operating FV of Investment Property	12.6	(171.6)	-	(59.1)	(306.3)	-
<b>EBIT</b>	<b>571.9</b>	<b>400.1</b>	<b>-30.0%</b>	<b>2,076.9</b>	<b>1,483.0</b>	<b>-28.6%</b>
EBIT Margin (%)	8.1%	5.6%	-2.5	8.1%	5.8%	-2.3
Foreign Exchange Gains (Losses)	(5.0)	25.2	-	(30.1)	182.1	-
Net Finance Cost	(301.1)	(295.9)	-1.7%	(1,193.5)	(1,349.1)	13.0%
<b>Earnings Before Tax</b>	<b>265.8</b>	<b>129.3</b>	<b>-51.4%</b>	<b>853.3</b>	<b>316.0</b>	<b>-63.0%</b>
Income Taxes	(77.7)	(79.8)	2.7%	(181.0)	(92.4)	-49.0%
Net Profit / Loss Before Minority Interest	188.2	49.5	-73.7%	672.3	223.6	-66.7%
Minority Interest	(34.1)	(5.7)	-83.4%	(127.5)	(180.9)	41.9%
<b>Net Income/Loss</b>	<b>154.1</b>	<b>43.9</b>	<b>-71.5%</b>	<b>544.8</b>	<b>42.7</b>	<b>-92.2%</b>
Net Profit Margin (%)	2.2%	0.6%	-1.6	2.1%	0.2%	-1.9

## GB Auto's Shareholding Structure

as of 31 December 2019



## Head Office

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

## Investor Relations

Mansour Kabbani  
Board of Directors Member

Andre Valavanis  
Investor Relations AVP

Sarah Maged  
Investor Relations  
Communications Manager

Marina Kamal  
Investor Relations Associate

Direct: +202 3910 0485  
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e-mail: [ir@ghabbour.com](mailto:ir@ghabbour.com)

[ir.ghabbourauto.com](http://ir.ghabbourauto.com)

## Shareholder Information

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

Shares Outstanding:  
1,094,009,733

## About GB Auto S.A.E.

GB Auto S.A.E. (AUTO.CA on the Egyptian Exchange) is a leading automotive company in the Middle East and non-bank financial services provider in Egypt. Across six primary lines of business — Passenger Cars, Motorcycles & Three-Wheelers, Commercial Vehicles & Construction Equipment, Tires, After-Sales, and Iraqi operations — the company's main business activities include assembly, manufacturing, sales and distribution, financing and after-sales services. GB Auto's portfolio of brands includes Hyundai, Mazda, Geely, Chery, Bajaj, Marcopolo, Iveco, Volvo Truck & Volvo Bus, Volvo Construction Equipment, Mitsubishi Fuso, YTO, Karry, SDLG, Sinotruk, Aksa, Lassa, Yokohama, Westlake, Double Coin, Doublestar, Verde, Techking, and Gazpromneft GB Auto has operations in Egypt and Iraq. The Company's NBFS' segment branded GB Capital offers leasing, consumer finance, microfinance, fleet quasi-operational leasing, factoring, securitization and Mortgage finance under the following brands - GB Lease, Mashroey, Drive, Tasaheel, Haram, GB Capital for Securitization and Bedaya. The company is headquartered in Giza, Greater Cairo Area, Egypt. [www.ghabbourauto.com](http://www.ghabbourauto.com)

## Forward-Looking Statements

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