

EFG Hermes Holding



1Q2021 Results Presentation



Group Overview

Group Performance Highlights

- ≡ EFG Hermes kicked off the first quarter of 2021 on strong footings; with the Group posting revenues of EGP1.3 billion, up 30% Y-o-Y; underpinned by strong revenue contribution from almost all lines of business. The NBFIs platform continued to post Q-o-Q and Y-o-Y revenues growth, while the Investment Bank revenue bounce back from 1Q20 level, which saw the initial outbreak of the Coronavirus.
- ≡ Sell-side revenues rose 29% Y-o-Y to EGP296 million in 1Q21, on the back of higher Investment Banking and Brokerage revenues. Investment Banking revenues more than doubled Y-o-Y, rising 152% to reach EGP42 million, on stronger advisory fees. Additionally, Brokerage revenues gained 20% Y-o-Y to EGP255 million, mainly on stronger revenues booked by Egypt operations and lower losses incurred by the Fixed Income desk;
- ≡ Buy-side revenues gained 22% Y-o-Y to EGP129 million in 1Q21, supported by strong Asset Management revenues. Asset Management revenue rose 62% Y-o-Y to EGP99 million in 1Q21; largely due to higher management and incentive fees reported by FIM. On the other hand, Private Equity revenues lost 34% Y-o-Y to EGP29 million over the same period; mainly as the comparable quarter included incentive fees related to Vezeeta exit;

- ≡ Another buoyant quarter for the NBFIs, with its revenues representing 35% of the Group's top line, and its net profits reaching 38% of the Group's profitability; its highest contribution in a single quarter. The NBFIs platform revenue grew 22% Y-o-Y to EGP441 million in 1Q21, on higher revenues generated by all its business lines. Tanmeyah reported revenues of EGP321 million, up 9% Y-o-Y, on stronger sales. valU continued to outperform, with its revenues almost tripling Y-o-Y to reach EGP56 million, on Y-o-Y portfolio expansion. Leasing and Factoring revenues rose 30% Y-o-Y and 110% Y-o-Y to EGP56 million and EGP8 million, respectively; mainly on higher arrangement fees and interest income;
- ≡ Capital markets & treasury revenues rose 45% Y-o-Y to EGP389 million in 1Q21, as the quarter included unrealized gains on investments and lower fx-losses which overshadowed lower interest income from Structured Products;

- ≡ Group operating expenses was broadly flat in 1Q21, down 3% Y-o-Y to EGP802 million, as the increase in employee expenses was off-set by lower loan loss provisions booked by the NBFIs platform. However, employee expenses/revenues came at 46% in 1Q21, consistent with 1Q20;
- ≡ Group net operating profit reached EGP453 million, up 234% Y-o-Y in 1Q21; while the Group net profit before tax came at EGP406 million, higher a buoyant 314% Y-o-Y; as revenues increased while expenses were largely unchanged;
- ≡ Albeit higher taxes, as the Group recorded deferred taxes in 1Q21 as opposed to deferred tax gains in the comparable quarter last year; the Group managed to post a net profit after tax and minority interest of EGP292 million, up a decent 223% Y-o-Y.

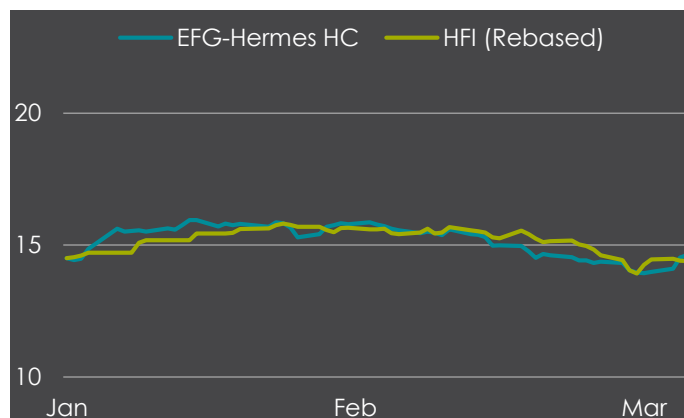
Group Overview

Share Information

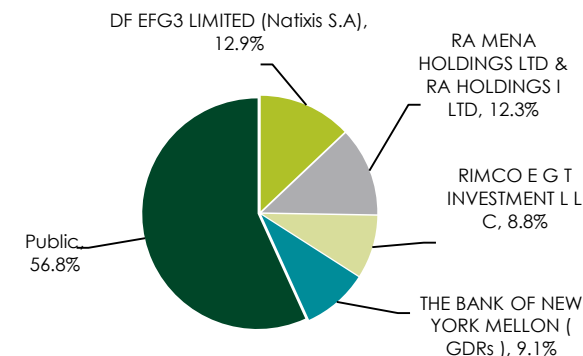
Stock Performance 1Q21

Close **14.55** ▼ **0.5%** Q-o-Q
 Open **14.63** Hi **15.95** Lo **13.94**
 Average Daily Turnover
EGP18.4 mn ▼ **18%** Q-o-Q
 Market Cap **EGP11,183 mn** Shares **768.6 mn**

Stock Price Performance



Shareholders structure



*Shareholders structure as of 31st of March, 2021

Analyst Recommendations Analysis

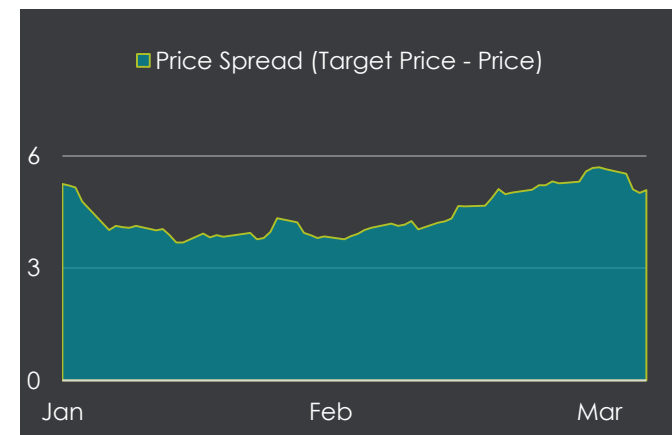
Institution	Recommendation	Target Price	Date
HSBC	Buy	29.3	Mar-21
CI Capital	Buy	20.0	Dec-20
Prime	Overweight	15.4	Dec-20
Pharos	Hold	16.8	Nov-20
Beltone	Buy	17.3	Oct-20

Consensus Recommendation

Buy 4 80%
Hold 1 20%
Sell 0 0%
Average Target Price **EGP 19.76**
Spread* **EGP 5.2**
Potential Upside **36%**

* Based on 31st March, 2021 closing price

Price Spread

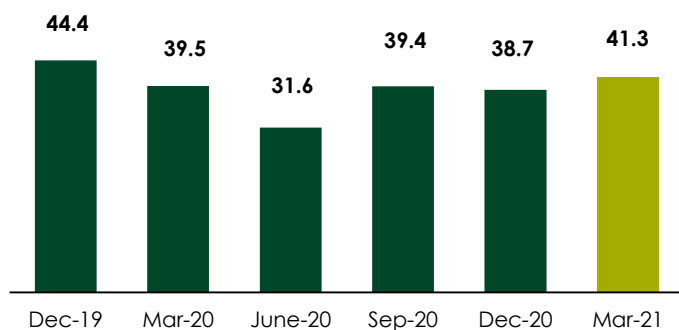


Group Overview

Balance Sheet

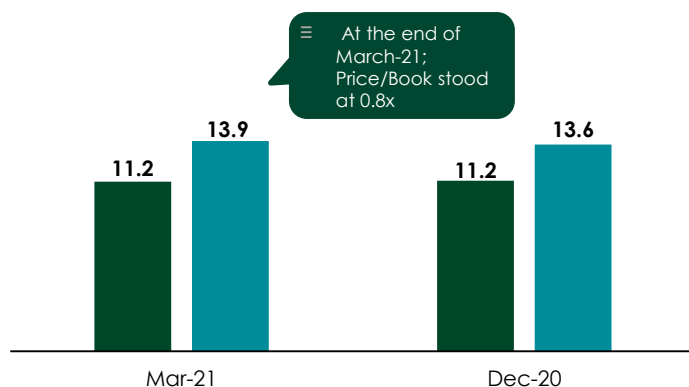
Total Assets,
up 7% Q-o-Q

In EGP bn



Total Equity/Market capitalization

In EGP bn ■ Market Capitalization ■ Shareholders' Equity*



* Equity Attributable to Shareholders

EFG Hermes Balance Sheet as at 31st of March 2021

Assets - Liabilities

In EGP million

Cash and Cash Equivalents	8,473
NBFIs Loans Receivable	7,858
Investment in Associates	103
Merchant Banking Loans	227
Asset Management Seed Capital	2,429
Private Equity Seed Capital	398
Fixed Assets and Real Estate	851
Clients Investments at FVTPL (Structured Products)	3,109
Payables to Clients at FVTPL (Structured Products)	(3,109)
(Receivables - Payables)	(246)
(Other Assets - Other Liabilities)	(2,617)
Goodwill and Other Intangible Assets	983
Trading and AFS Investments	738
Short Term Bonds	(500)
Short & Long term Loans*	(4,503)
Minority	(332)
Total	13,864

*Predominantly includes NBFIs borrowings.

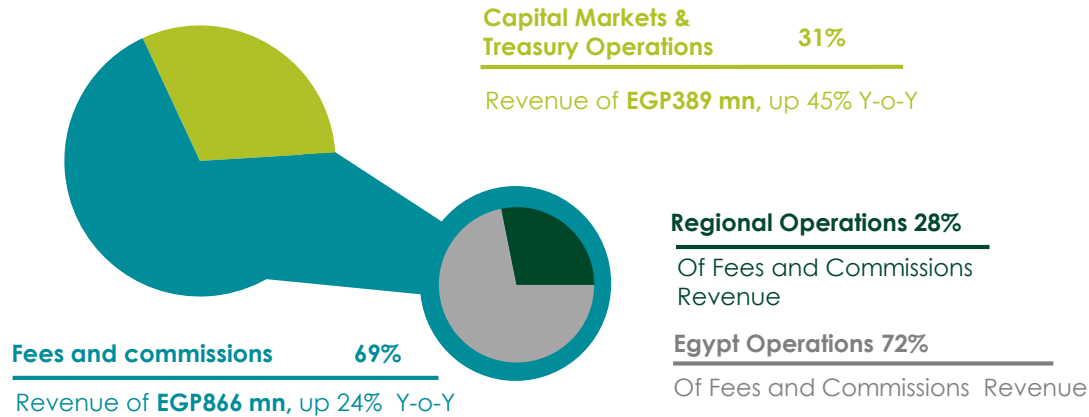


I. First Quarter Results Review – 1Q2021

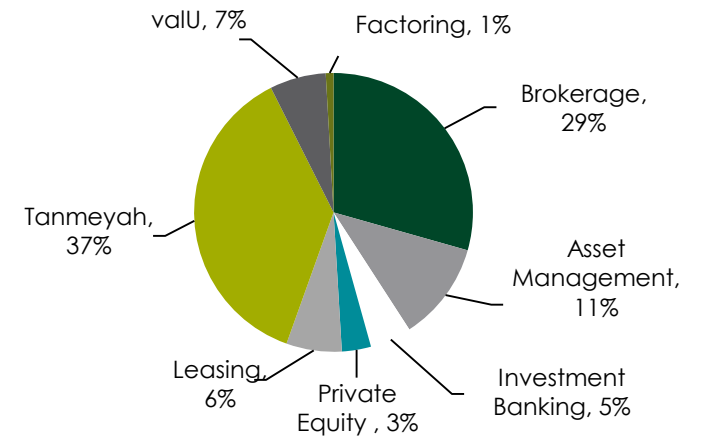
Group Overview

Group Financial Highlights – 1Q2021

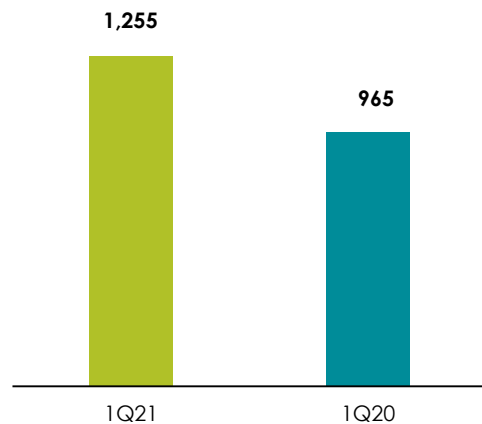
EFG Hermes Revenue Breakdown



Fees and Commissions Revenue Breakdown

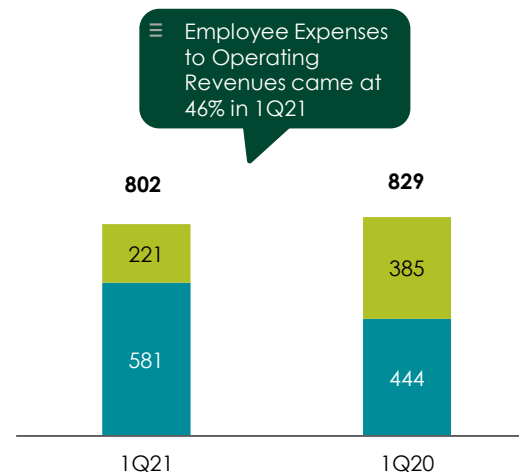


EFG Hermes Operating Revenue, up 30% Y-o-Y In EGP mn

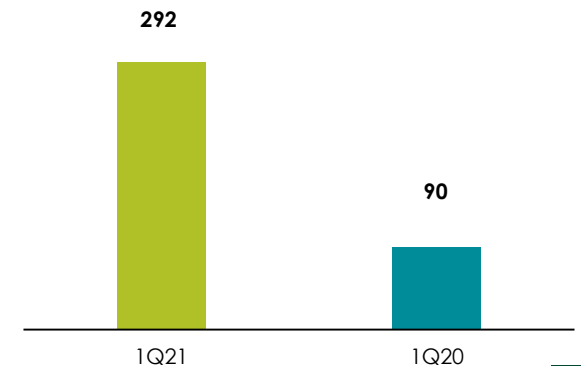


EFG Hermes Operating Expenses, down 3% Y-o-Y In EGP mn

■ Other Operating Expenses ■ Employees Expense



EFG Hermes Net Profit After Tax and Minority Interest, up 223% Y-o-Y In EGP mn



Group Overview

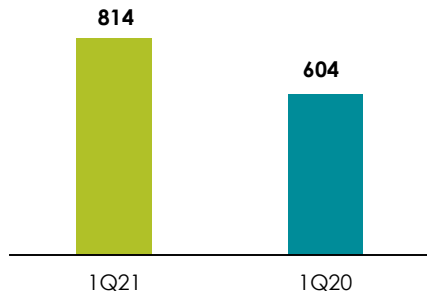
Platforms Financial Highlights – 1Q2021

EFG Hermes Revenue Breakdown by Platform

Investment Bank Revenues

up 35% Y-o-Y

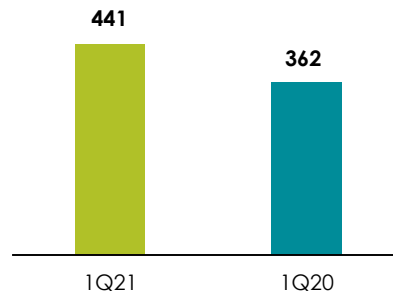
In EGP mn



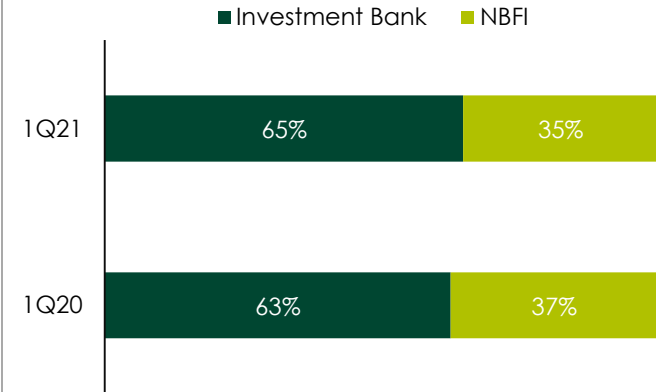
NBFIs Revenues

up 22% Y-o-Y

In EGP mn



Revenues Contribution by Platform

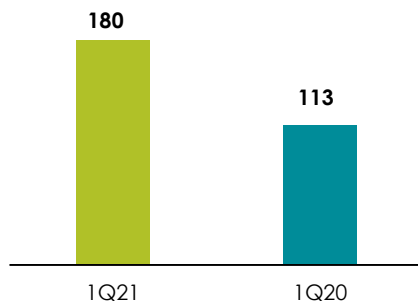


EFG Hermes NPAT Breakdown by Platform

Investment Bank NPAT

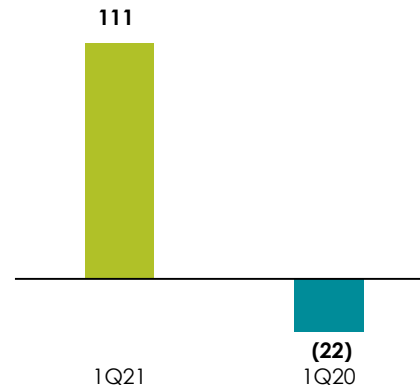
up 60% Y-o-Y

In EGP mn

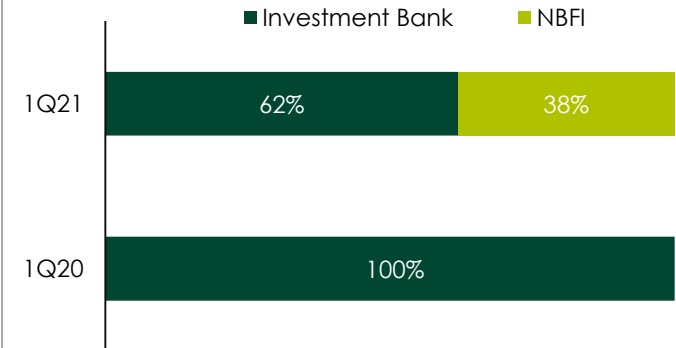


NBFIs NPAT

In EGP mn



NPAT Contribution by Platform



Investment Bank Overview

Investment Bank Highlights – 1Q2021

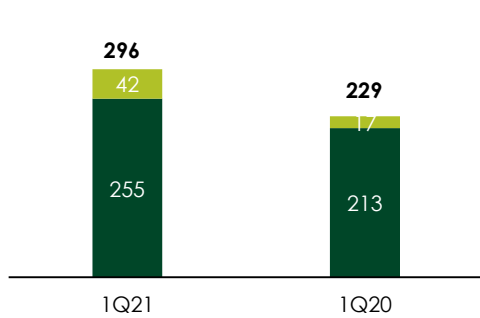
Investment Bank Revenue Breakdown by Platform

Sell-Side Revenues,

up 29% Y-o-Y

In EGP mn

■ Brokerage ■ Investment Banking

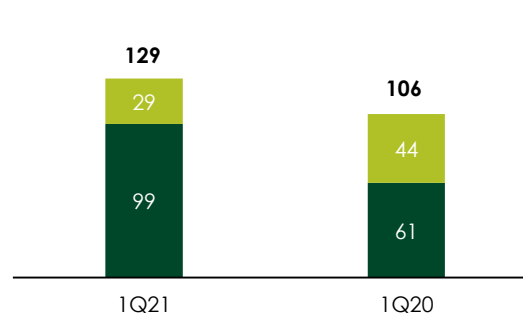


Buy-Side Revenues,

up 22% Y-o-Y

In EGP mn

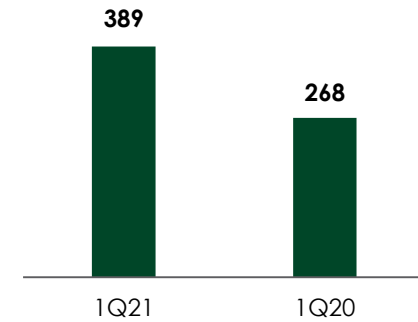
■ Asset Management ■ Private Equity



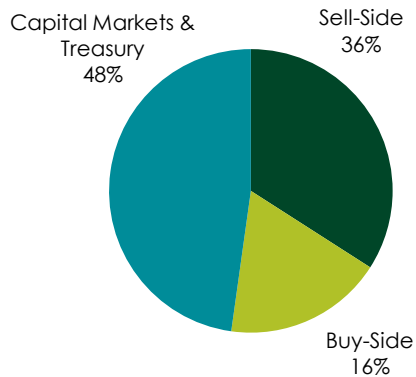
Capital Markets Revenues,

up 45% Y-o-Y

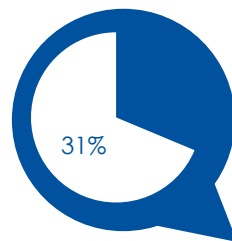
In EGP mn



Revenues Contribution by Platform

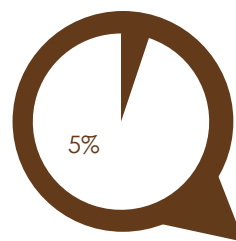


Investment Bank Revenue breakdown



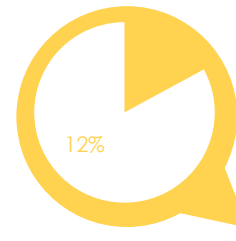
Brokerage

Revenues of **EGP255 mn**, up 20% Y-o-Y



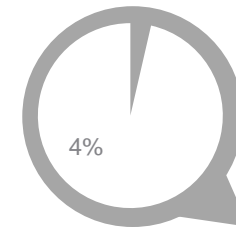
Investment Banking

Revenues of **EGP42 mn**, up 152% Y-o-Y



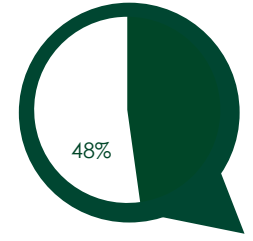
Asset Management

Revenues of **EGP99 mn**, up 62% Y-o-Y



Private Equity

Revenues of **EGP29 mn**, down 34% Y-o-Y



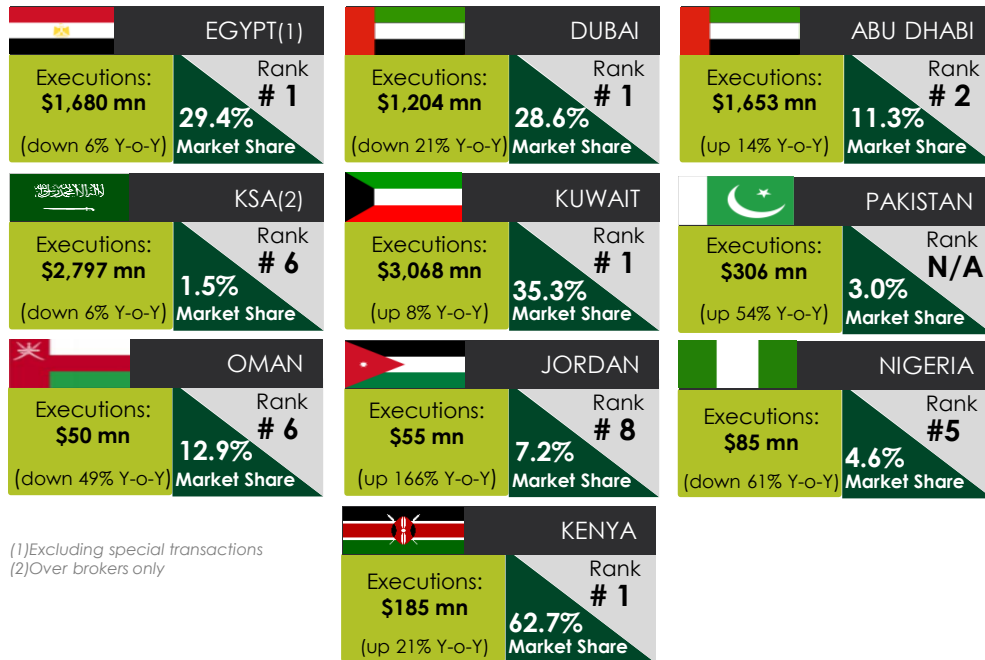
Capital Markets & Treasury Operations

Revenues of **EGP389 mn**, up 45% Y-o-Y

Investment Bank Overview

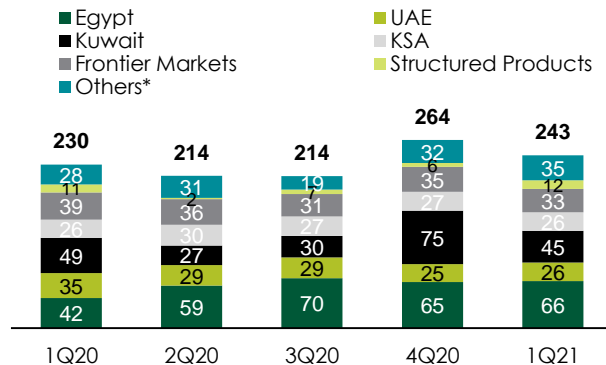
Brokerage Overview – 1Q2021

Direct Presence



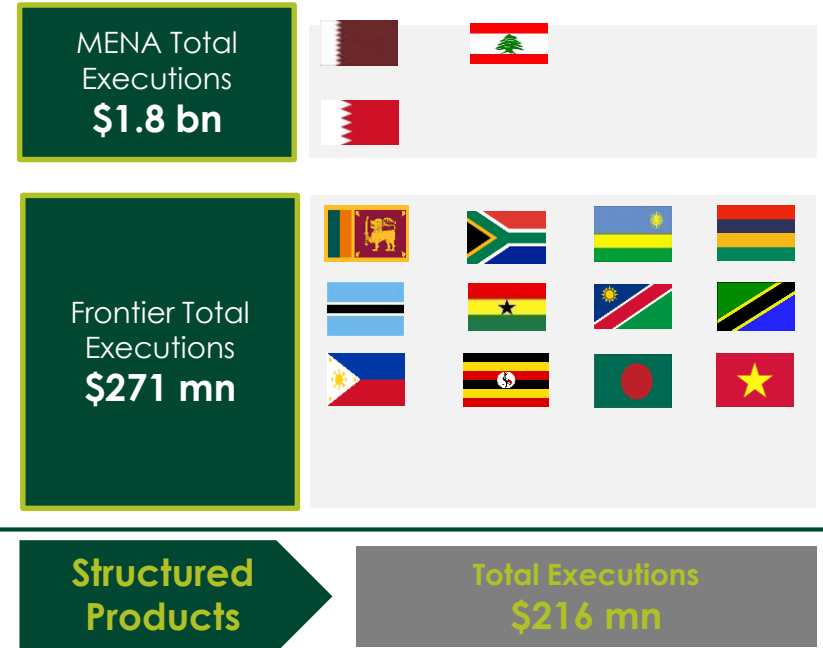
Average Daily Commissions

In USD thousand

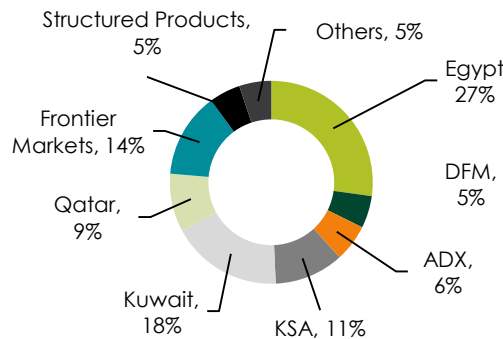


*Others including; Qatar, Oman, Lebanon, Jordan, UK and (GDRs)

Indirect Presence



Fees Contribution by Market/Product

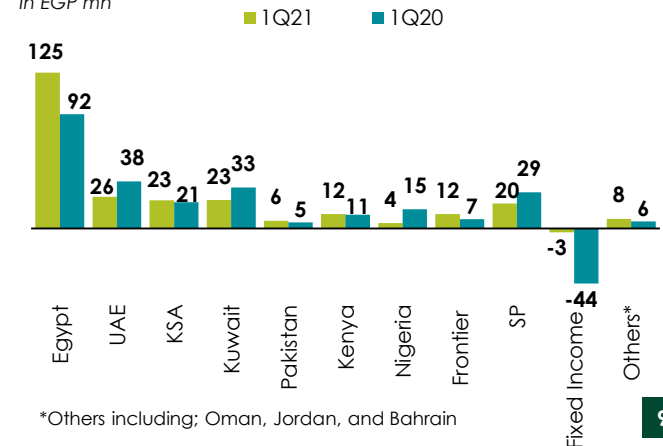


*Others include: Oman, Lebanon, Jordan, UK and GDRs

**Based on 1Q21 figures

Brokerage Revenue by Country (Operations)

In EGP mn

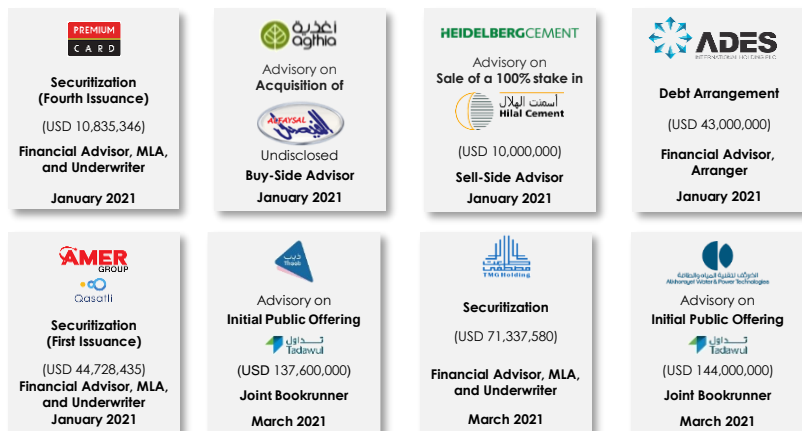


*Others including; Oman, Jordan, and Bahrain

Investment Bank Overview

IB and PE Overview – 1Q2021

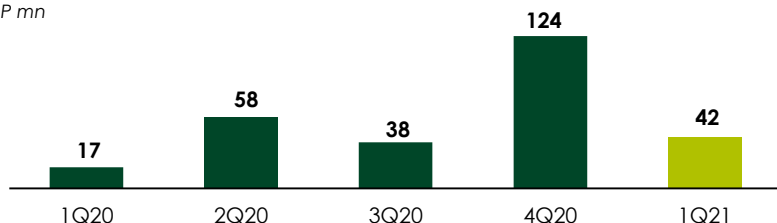
Investment Banking



- ≡ EFG Hermes Investment Banking division successfully advised on two equity transactions, two M&A transactions, and four debt transactions worth an aggregate value of USD516 million in 1Q21;
- ≡ On the debt front, the division managed to conclude advisory on: USD10.8 million securitization issuance for Premium International for Credit Services, USD44.7 million securitization issuance for Amer Group and Qasatl, USD71.3 million securitization issuance for Talaat Moustafa Group (TMG), and an arrangement of USD43 million debt facility for Ades Investments.
- ≡ On the M&A front, the team successfully advised Heidelberg Cement on the sale of a 100% stake in its subsidiary Hilal Cement, through a mandatory tender offer (MTO) on the EGX worth USD10 million, and acted as a buy side advisor to UAE-based Agthia Group on the cross-border acquisition of Al Faysal Bakery and Sweets.
- ≡ The team executed two equity transactions as it acted as a joint bookrunner and underwriter on the USD144 million IPO of Saudi-based Alkhorayef Water and Power Technologies, as well as acting as a joint bookrunner on the USD138 million IPO of the Saudi-based car rental company Theeb Rent a car.

Investment Banking Revenue

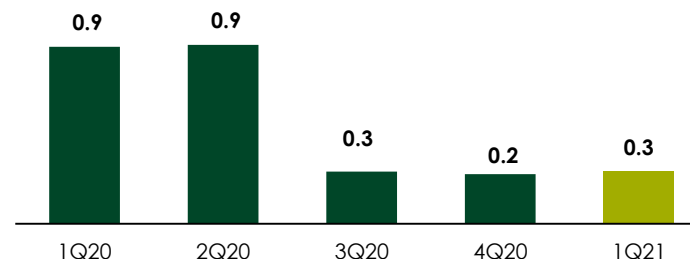
In EGP mn



Private Equity

Private Equity AUMs Evolution

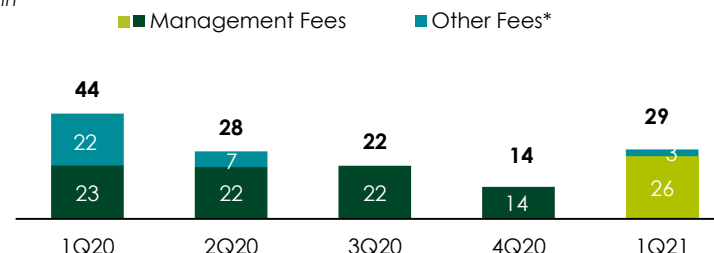
In USD bn



- ≡ The Education platform has successfully completed its third closing in March 2021, which saw additional commitments being secured amounting to c.USD15 million. The fund's total commitments currently stand at almost c.150 million.

Private Equity Revenue

In EGP mn



* Other Fees includes incentive fees, upfront fees and other revenues

Investment Bank Overview

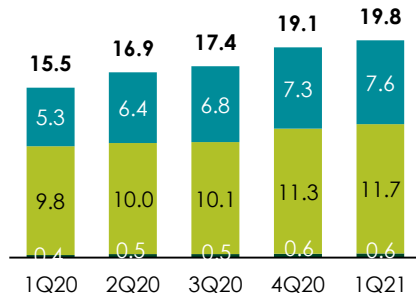
Asset Management Overview – 1Q2021

Egypt Asset Management

Assets Under Management

In EGP bn

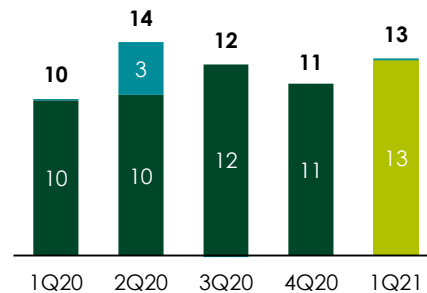
- Portfolios
- Money Market & Fixed Income
- Egypt Equity Funds



Revenue Breakdown

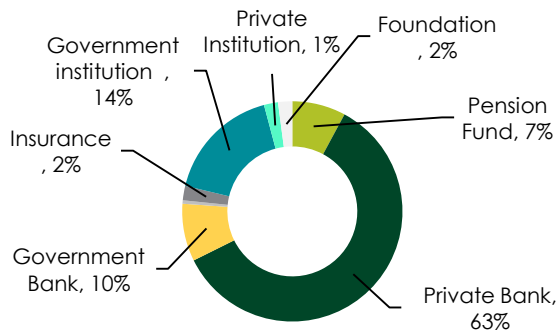
In EGP mn

- Management Fees
- Other Fees*



* Other Fees include incentive fees and other revenues

AuMs Breakdown by Investor Type



AuMs Breakdown by Region

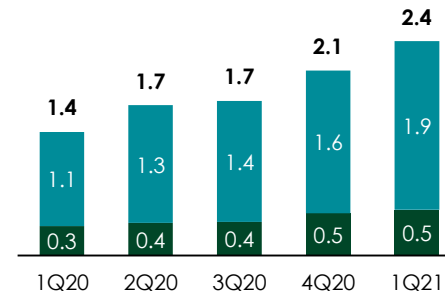


Regional Asset Management "FIM"

Assets Under Management

In USD bn

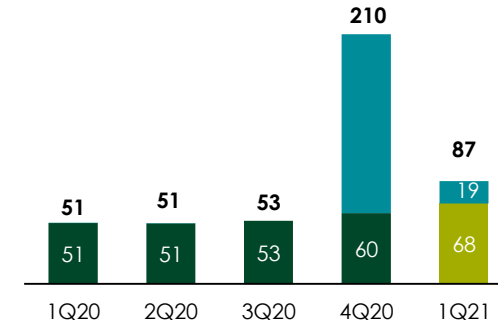
- Regional Portfolios
- Regional Funds



Revenue Breakdown

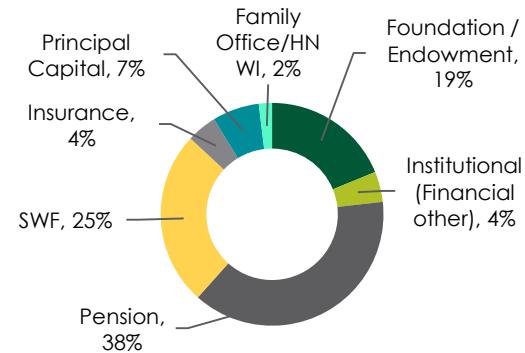
In EGP mn

- Management Fees
- Other Fees*

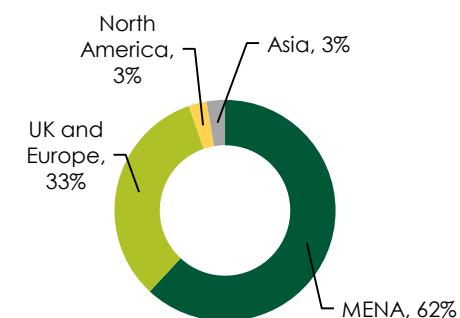


* Other Fees include incentive fees and other revenues

AuMs Breakdown by Investor Type



AuMs Breakdown by Region

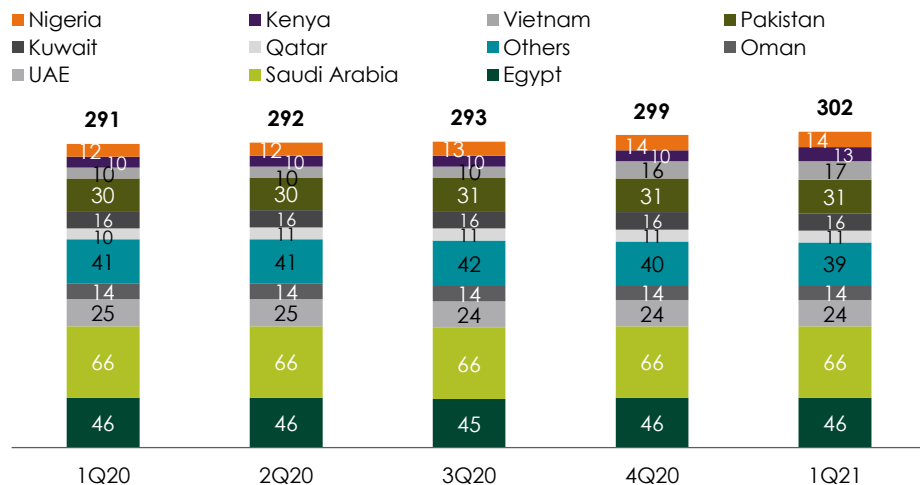


Investment Bank Overview

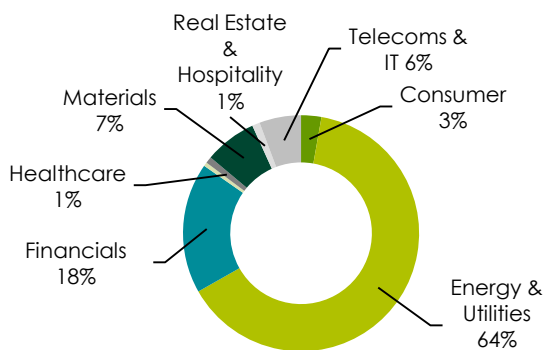
Research Overview – 1Q2021

Research Coverage Universe

Number of Companies



Research coverage by Sector



≡ In 1Q21, the team initiated coverage on the Kenyan Insurance sector and three insurance stocks, and a Vietnamese brewery company (SABECO).

≡ EFG Hermes Research hosted its third 1-on-1 virtual conference in the quarter.

Awards/Rankings



Best Debt Bank in Africa

Global Finance-Best investment Banks 2021



Best Investment Bank in Frontier Markets

Global Finance-Best investment Banks 2021



Sukuk Deal of the year

Global Finance-World's Best Islamic Financial Institutions Awards 2021



Research & Asset Allocation Advice: 1st Rank

Euromoney Private Banking and Wealth Management Survey



NBFIs Overview

NBFIs Financial Highlights – 1Q2021

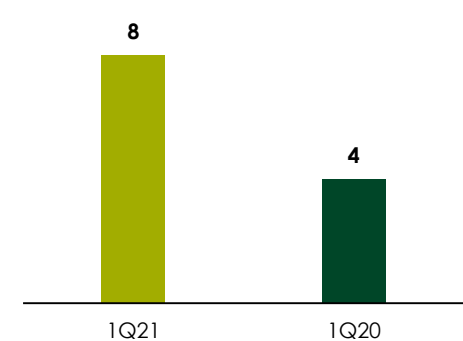
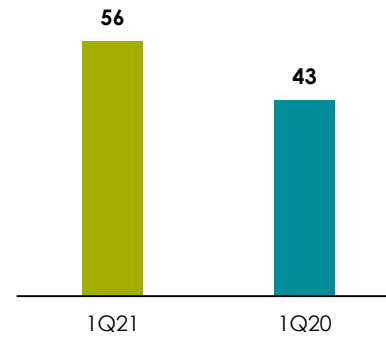
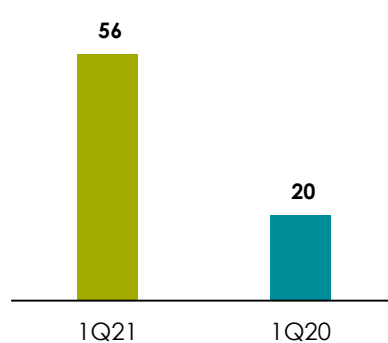
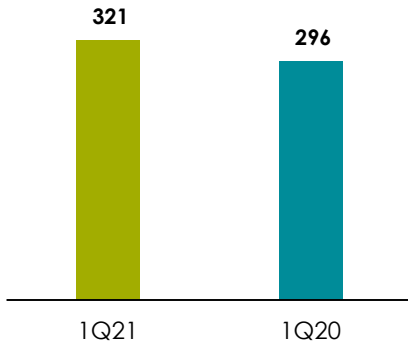
NBFIs Revenue Breakdown by Platform

Tanmeyah Revenues,
up 9% Y-o-Y
In EGP mn

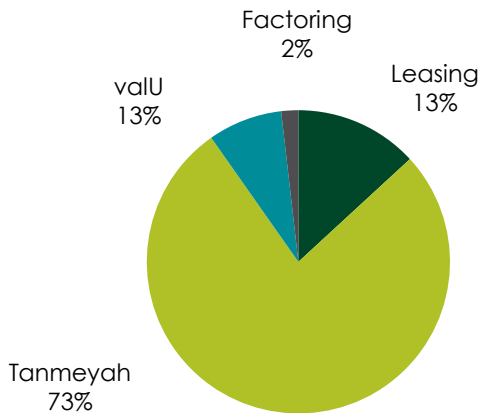
valU Revenues,
up 189% Y-o-Y
In EGP mn

Leasing Revenues,
up 30% Y-o-Y
In EGP mn

Factoring Revenues,
up 110% Y-o-Y
In EGP mn



NBFIs Revenues Contribution

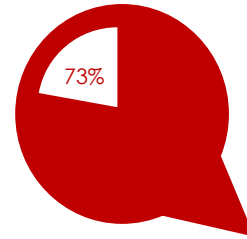


NBFIs Revenue Breakdown



Leasing

Revenues of **EGP56 mn,**
up 30%Y-o-Y



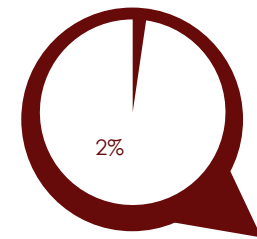
Tanmeyah

Revenues of **EGP321 mn,**
up 9% Y-o-Y



valU

Revenues of **EGP56 mn**
up 189% Y-o-Y



Factoring

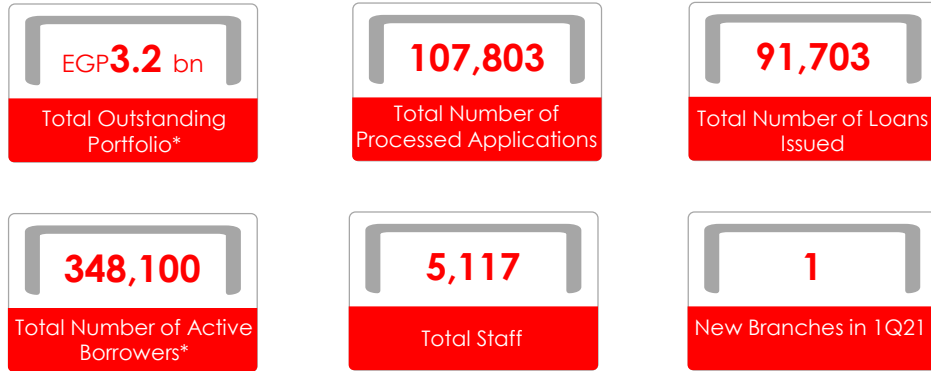
Revenues of **EGP8 mn,**
up 110% Y-o-Y

NBFIs Overview

Leasing and Tanmeyah Operational and Financial Overview – 1Q2021



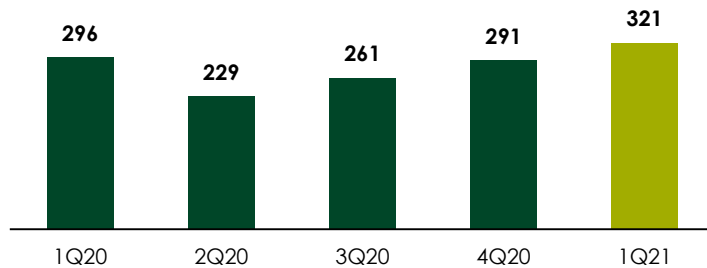
KPIs



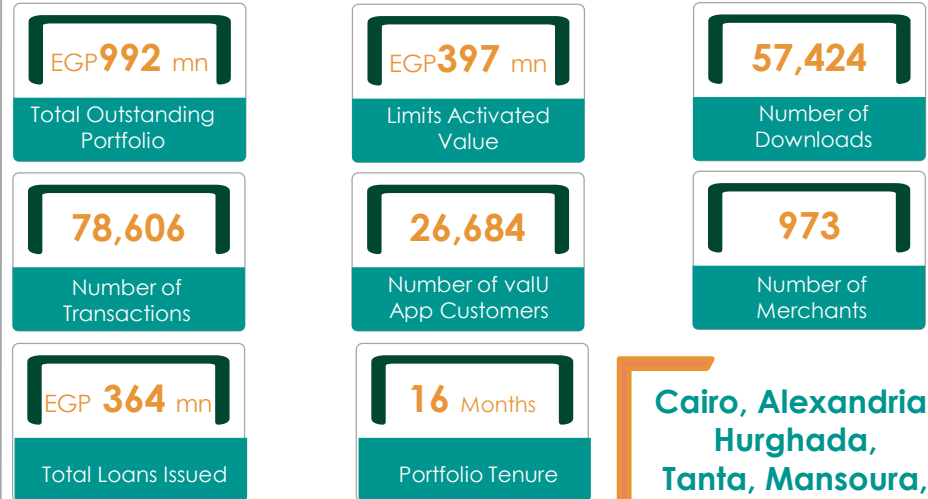
*Figures exclude Tanmeyah's securitized portfolio.

Tanmeyah Revenue

In EGP mn



KPIs



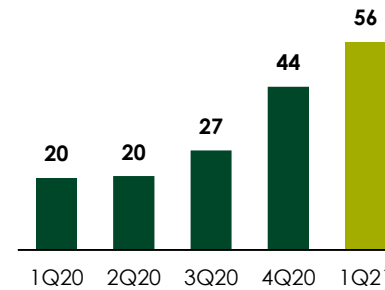
Cairo, Alexandria, Hurghada, Tanta, Mansoura, Ismailia, Portsaid, Assiout & Menoufia

Existing Governorates

valU Revenue

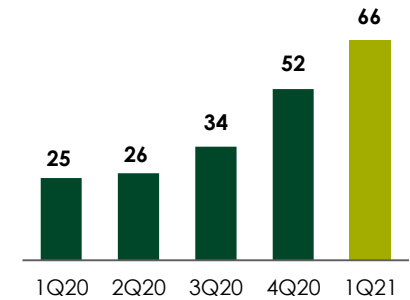
Net Revenue

In EGP mn



Gross Revenue

In EGP mn



NBFIs Overview

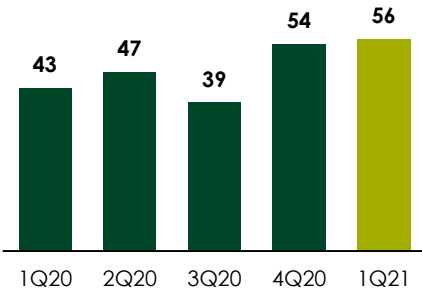
valu and Factoring Operational and Financial Overview – 1Q2021

KPIs



Leasing Revenue

In EGP mn

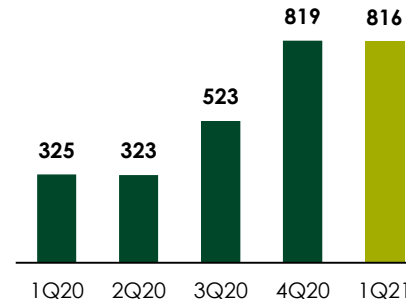


Market Share- 1Q21

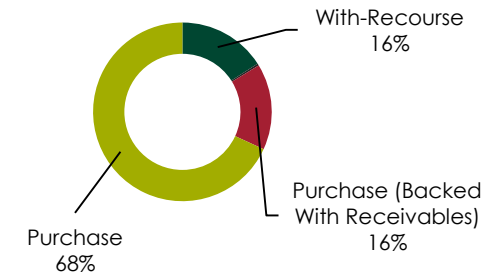
Rank	Company	Market Share
1	BM Lease	20%
2	CorpLease	18%
3	GB Lease	8%
4	Global Lease	7%
5	Cairo Lease	6%
6	AT Lease	5%
7	Tameer for Leasing	5%
8	Al Ahly Leasing	5%
9	EFG Hermes Leasing	3%

Factoring Portfolio

In EGP mn

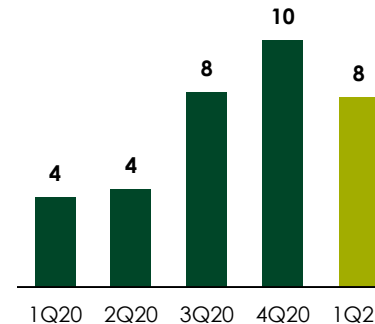


Portfolio Analysis



Factoring Revenue

In EGP mn



Market Share- 1Q21

Rank	Company	Market Share
1	Egypt Factoring	19%
2	Drive Factoring	18%
3	EFG Hermes Factoring	16%
4	QNBAA Factoring	14%
5	Global Factoring	9%
6	Others	24%

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EFG Hermes Holding SAE has its address at Building No. B129, Phase 3, Smart Village, Km 28 Cairo Alexandria Desert Road, 6 October, Egypt and has an issued capital of EGP 3,843,091,115