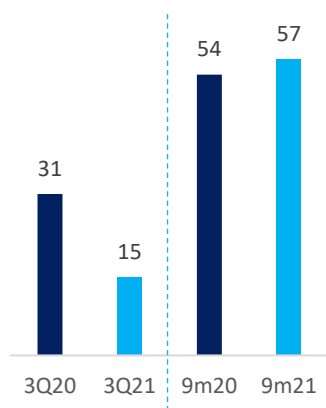
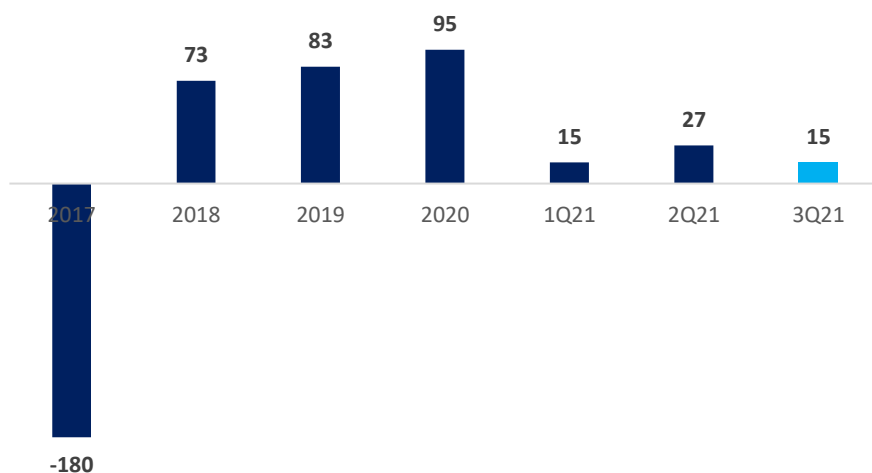


Consolidated Net Income (EGPmn)



9 Months earnings reached EGP 57mn up 6.2% YoY, catalyzed by UE Finance's resilient portfolio and Group's exceptional performance.

AIH's Consolidated Net Income (EGPmn)



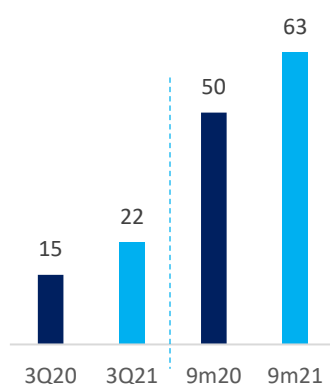
Successfully Addressing Challenges

- Consolidated Revenues reached EGP 1.208bn in 9m21, a slight decrease by 2.1% YoY.
- Earnings reached EGP 57mn in 9m21 up 6.2% YoY.
- ROE reached 9.4% in 9m21.
- AIH took solid steps towards institutional transformation and implementing efficient corporate governance rules for the holding company and its subsidiaries while restructuring some of their Boards of Directors and their affiliated committees.
- A medium-term plan to double business volume over the coming 3 years has been put in place by the company whereby it will:
 - introduce new products/ services across its investees.
 - Geographical expansion for NBFS subsidiaries through the opening of new branches.
 - Add new investments and companies for further integration of NBFS companies.

Outlook

- Relocate headquarters of all NBFS and AIH into one building to facilitate the centralization process and increase synergies.
- Reorganize the investments and their management according to the nature of subsidiaries (NBFS – Construction and building materials – Automotive trading).
- Continuous pursuit to increase ROE through specialized financing structures to fund expansion plans and diversify sources of funding.

**NBFS Net Income
(EGPmn)**



- Establish a centralized risk management department to build high quality portfolios to serve the aggressive growth plans.
- Enhance NBFS operating efficiency by integrating common functions.
- Invest in the digitalization of NBFS and AIH centralized operations.
- Develop corporate governance and sustainability across the group.

NBFS- A Solid Growth of 27.4% in Earnings YoY in 9m21.

- Net Interest Income (NII) reached EGP 130mn in 9m21, up 30% YoY.
- ROE stood at 14.9% in 9m21 despite the increase in paid up equity for the NBFS subsidiaries to EGP 35mn.
- Cumulative lending reached EGP 4.06bn till Q3 2021.
- Outlook:
 - Improve our market positioning and create significant synergies to boost our profitability ratios.
 - Stimulate Tawreeq and Takhseem business operations according to market requirements.

UE Finance – 46.5% Increase in Revenues in 9m21 YoY to reach EGP 301mn.

- Net portfolio size reached EGP 2.8bn in 30/9/2021 up 19.3% from December and up 35.5% from 30/9/2020.
- Earnings up 41.8% in 9m21 YoY.
- Strong portfolio featuring well geographical distribution in which Upper Egypt customers constitutes 27%, lower Egypt customers 20%, and Great Cairo 53%.
- The portfolio includes 20 funded sectors, among which the commercial agencies, retail and distribution sector are at the forefront with 20%, followed by the investment and real estate development sector at 11%.
- The company has conducted 342 finance lease and factoring contracts until 30/9/2021
- ROE reached 25.25% in 30/9/2021.
- Outlook:
 - UE aims to carry out its first securitization by year end at a value of EGP 1.2bn to pursue its growth and maintain its geographical distribution and expansion.

Rawaj – Revenues reached EGP 417mn in 9m21 up 19.6% YoY

- Consumer Finance portfolio reached EGP 345mn in Q3 2021 up 26% QoQ.
- Gross profit reached EGP 7mn in 9m21 up 20% YoY.
- The fourth securitization issue is in the finalization process with a value surpassing EGP 300mn, reflecting positively on the activity at the end of this year.
- Increased cumulative lending to stand at EGP 1.3bn in Q3 2021 including the three securitizations conducted earlier.
- Outlook:
 - Open a new branch in Heliopolis by year end.
 - launch new “innovative” consumer finance products by 2022 supported by management expertise.



- Digitalize all company operations and processes to expand its outreach and develop the quality of the services provided.

Industrial & Commercial Sector:

Kahromika – Revenues reached EGP 430mn in 9m21

- Earnings reached EGP 2mn in 9m21.
- Gross Profit Reached EGP 23mn in Q3 2021.
- Renewed ISO 2001 certification and got awarded a new ISO 2001 for the EPC line of business.
- Outlook:
 - Focus on seizing new business opportunities in Egypt, capitalizing on being a pioneering company in the field for over 50 years.
 - Renew the company's branch license in Libya and pursuing new business inside and outside Egypt.
 - Seek new regional alliances to build a strong regional file as an extension of the company's long history in this field.

Toblat –189% Increased Earnings in 9m21 YoY

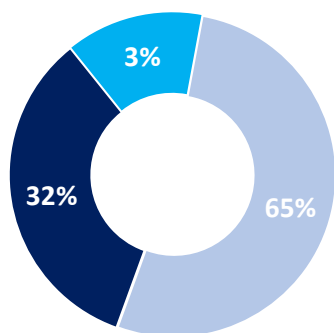
- Revenues reached EGP 46mn in 9m21, up 69% YoY
- Toblat reached earnings of EGP 2mn in 9m21 and the ROE reached 7.7%.
- Outlook:
 - Modernizing and developing Abu Rawash factories.
 - Strengthening the management with new expertise to qualitatively transform the subsidiary.

Auto:

Cost cutting efforts have significantly reduced expenditures as a preparatory stage for improving the conditions of this activity.

- Outlook:
 - AIH is currently studying the overall automotive market to come up with the best business model to benefit from its current assets and human capital.

AIH Shareholders' Structure



■ Jamal Othman ■ Institutions ■ Free Float

Head Quarter

4 Tawfik Diab, Garden City,

Cairo, Egypt

arabia-investments.com

Investor Relations Officer

Hesham Zakaria

h.zakaria@arabia-investments.com

Social Media

[linkedin.com/company/14010223/](https://www.linkedin.com/company/14010223/)

[facebook.com/ArabiaInvestments/](https://www.facebook.com/ArabiaInvestments/)

Code ISIN: EGS21351C019

Reuters Code: AIH.CA

Shares Outstanding: 1,349 Million

AIH – Background Overview

Arabia Investments Holding “AIH” was established in 1985, and successfully engaged in the contracting sector in Egypt. In 2010, the company was listed in the Egyptian Stock Exchange, becoming one of the most heavily traded stocks.

In January 2014, the shareholders lobbied to issue a material dividend payout of EGP 107mn. Since late 2014, the company went through turbulent times, incurring annual losses. While the major shareholder at the time exited the company in February of the same year.

In November 2016, the devaluation of the Egyptian Pound, resulted in foreign exchange losses amounting to EGP 487mn in the automotive business; EGP 387mn were unrecognized.

An Egyptian entrepreneur and businessman based in Dubai, Jamal Othman, decided to invest in the business by May 2017. In July of the same year, highly skilled board members with global expertise joined the company. Management recognized the previous losses and implemented radical changes in AIH strategy, systems and culture and instated AIH set of corporate values. In May 2020, AIH attracted prominent independent diversified leaders in the banking & the financial markets sectors to its new 7 members BoD. In May 2021, Mr. Hazem Mostafa was appointed as the new CEO, to pursue value creation, capturing, & sustainability especially for the NBFS companies backed by his strong expertise in the banking, finance, & investment sectors.

Currently, the active companies in AIH portfolio of investments, the home of more than 914 talents, are:

Non-Banking Financial Services Sector

- **UE Finance**, established in 2008, is a customer-centric leasing operation with SME focus and strong presence in Upper Egypt. UE paid in capital is EGP 120mn and is fully owned by AIH.
- **Rawaj**, established in 2013, is a consumer finance business specialized in auto finance. paid in capital is EGP 70mn and is fully owned by AIH.
- **Tawriq** established in Dec. 2018 with a paid in capital of EGP 5mn to capture growth in the booming securitization market. It is fully owned by AIH.
- **Takhseem** established in Jan. 2021 with a paid in capital of EGP 15mn to capture growth in the booming Factoring market.

Industrial & Commercial Sector

- **Kahromika**, established in 1971, built a long heritage as a domestic and regional electromechanical contracting firm. It's paid in capital is EGP200mn. AIH owns 51% of the company.
- **Toblat**, established in 1979, is a premium producer of concrete bricks, hardscape paving solutions, landscaping tiles and concrete-based tiles. It's paid in capital is EGP5mn. AIH owns 99% of the company.
- **Auto**: 43 years of history as European auto brand affiliate and 3S provider. This investment was fully impaired in 2017.



[Forward Looking Statements](#)

The statements contained herein may contain certain forward-looking statements relating to the group that are based on the beliefs of the group's management as well as assumptions made by and information currently available to the group's management. These statements are, subject to significant risks, & uncertainties. These statements include, without limitation, statements relating to the group's business prospects, future developments, trends and conditions in the industries in which the group operates. Many factors could cause the actual results, to be materially different from any future results that may be expressed or implied by forward-looking statements.