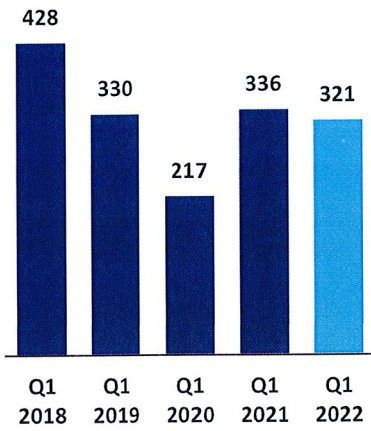
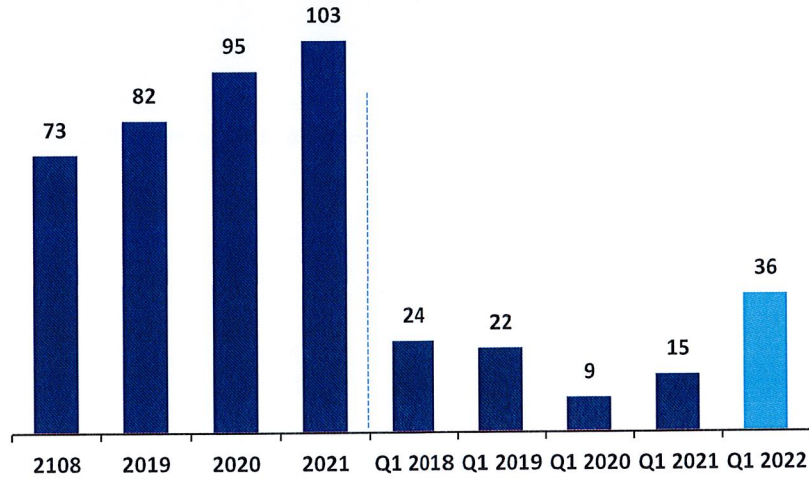


Consolidated Revenue (EGPmn)



First Quarter earnings reached EGP 36mn, 242% compared to the same period last year catalyzed by UE Finance’s resilient portfolio and Group’s exceptional performance.

AIH’s Consolidated Net Income (EGPmn)



Successfully Addressing Challenges

- **AIH Consolidated:**
 - Consolidated Revenues reached EGP 321mn in Q1 2022 down (4.5) % YoY.
 - Earnings reached EGP 36mn in Q1 2022, 242% of the same period last year.
 - ROE reached 4.7 % in Q1 2022 compared to 2.3% in Q1 2021.
 - It is worth noting that the company's consolidated financial statements at the end of 2021 did not include any observations from the auditors, which they have had for many years prior.
 - The Board of Directors’ approval of integrated policies and regulations within the framework of the company’s governance and to be guided by them also in the subsidiaries, in compliance with the Corporate governance rules issued by the Financial Regularity Authority.
 - AIH took solid steps towards institutional transformation and implementing efficient corporate governance rules for the holding company and subsidiaries and restructuring Directing boards and their affiliated committees, adding new qualified and experienced female calibers.
 - 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.
 - Expand geographically through opening new branches for NBFS subsidiaries.
 - Add new investments and companies to integrate companies within the NBFS arm.
- **AIH Standalone:**
 - ☑ Part of the carried-over losses that have existed for years were closed by using the treasury stock dividend reserve in accordance with the decision of the General Assembly in



this regard, and in light of the company achieving a net profit of about EGP 42.5mn for the first time since 2016, this contributed to ending the rest of the carried-over losses.

Outlook

- Postpone the relocation of the headquarters of all NBFS and AIH in one building till the completion of the NBFS lines of businesses.
- Reorganize the investments and their management approach according to the nature of subsidiaries (NBFS – Construction and building materials – Automotive trading).
- Continuous pursuit to increase ROE through specialized financing structures to fund the expansion plan and diversify sources of funding.
- Establish a centralized risk management department to build high quality portfolios to serve the aggressive growth plans.
- Enhance the efficiency of the operation of NBFS companies through advanced automated programs that serve the centralization of operations in the future and support the digital services system in the field of consumer finance.
- Develop corporate governance and sustainability across the group.

NBFS- Earnings reached EGP 45mn in Q1 2022, 210% of the same period last year, solid growth

- Net Interest Income (NII) reached EGP 73mn in Q1 2022, 191.4 % compared to the same period last year.
- Revenues reached EGP 144mn in Q1 2022, 64% of the same period last year.
- ROE stood at 10.5 % in Q1 2022.
- Cumulative lending portfolio reached EGP 4.7bn till Q1 2022.
- Outlook:
 - Improve our market positioning and create significant synergies to boost our profitability ratios.
 - Strengthen the capital of these companies in line with the objectives and challenges that this sector may witness during the coming period.
 - Stimulate Tawriq business operations based on market requirements.
 - Study the inclusion of the real estate finance and the insurance brokerage arms.

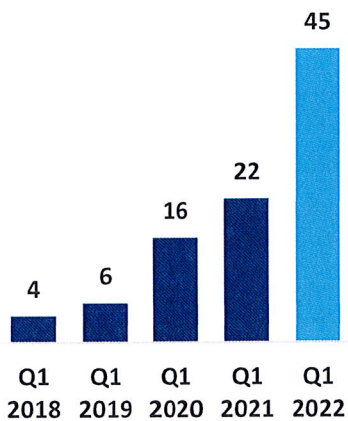
UE Finance – Revenues reached EGP 129mn in Q1 2022, 140.4 % of the same period last year.

- Cumulative lending reached EGP 3.23bn in 31/3/2022 up 14.6 % QoQ.
- Earnings reached about EGP 40.9mn in Q1 2022, 195 % of the same period last year.
- UE securitized its first portfolio at a value of EGP 983mn effectively increasing net income of the period.
- 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, with the commercial agencies, retail and distribution sector at the forefront with 20%, followed by the investment and real estate development sector with 11%.

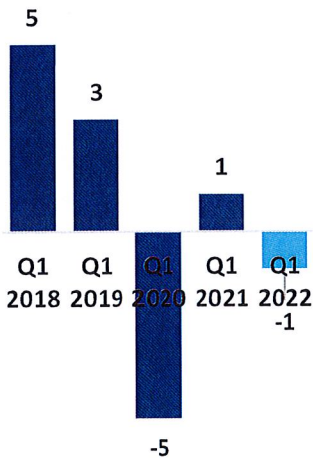
Rawaj – Revenues reached EGP 14mn in Q1 2022, 10.5% of the same period last year.

- Consumer Finance portfolio reached EGP 82.5mn in Q1 2022. After securitizing a portfolio with a value of EGP 391.7mn in Q4 2021.
- Earnings reached EGP 3.9mn in Q1 2022.
- Outlook:
 - Open a new branch in Heliopolis district by year end.

NBFS Net Income (EGPmn)



Construction & Building materials Net Income (EGPmn)



- Launch new “innovative” consumer finance products by 2022 supported by management expertise.
- Proceeding with adding the factoring activity to the company's activities during this year.
- Digitalize all company operations and processes to expand its outreach and develop the quality of the services provided.

Traditional Businesses:

Kahromika – Revenues reached EGP 160mn in Q1 2022.

- Gross profit Reached EGP 19mn in Q1 2022.
- Earnings reached EGP 0.559mn in Q1 2022.
- 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 as its one of the pioneering companies in the field for more than 50 years, as the company recently acquired new operations, including the construction of the dual antenna line in New Owainat, with a value of about EGP 166mn, and the October Gardens project Tamiya worth about EGP 67mn.
 - 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 – Revenues reached EGP 15mn in Q1 2022 11.3% of the same period last year.

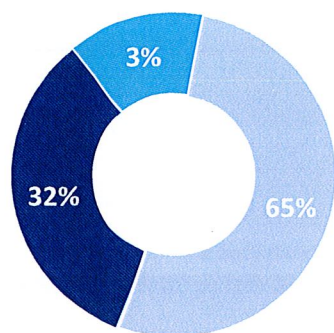
- Net loss of EGP 1.8mn in Q1 2022.
- Outlook:
 - Modernizing and developing Abu Rawash factory.
 - Strengthening the management with new expertise to transform the company qualitatively.

II – Auto:

- Continuous cost cutting efforts as a preparatory stage for studying 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/
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 the exchange at that time.

In January 2014, the shareholders lobbied to issue a material dividend payout of EGP 107mn. Since late 2014, the company went through turbulent circumstances, and incurred increasing losses annually. In February 2014, the major shareholder at the time exited the company.

In November 2016, the devaluation of the Egyptian Pound, resulted in foreign exchange losses that amounted to EGP 487mn in the automotive business, where 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, board members of highly skilled professionals with global expertise were added. 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 Headed by Eng. Jamal Othman and Mr. Jamal Muharram as Vice Chairman of the Board of Directors. He is one of the great local and international experiences in the field of banking and investment. Arabia's Board of Directors also appointed a new CEO, Mr. Hazem Mustafa, to continue on AIH's 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 around than 914 staff, are:

Non-Banking Financial Services

- **UE Finance** established in 2008 and 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 and is a consumer finance business specialized in auto finance. Rawaj 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. Taking into account that UE Finance is engaged in factoring activity, and is currently proceeding to add factoring activity to Rawaj Consumer Finance.

Traditional business

- **Kahromika** established in 1971 and built a long heritage in domestic and regional electromechanical contracting firm. Its paid in capital is EGP200mn. AIH owns 51% of the company.
- **Toblat** established in 1979 and is a premium producer of concrete bricks, hardscape paving solutions, landscaping tiles and concrete-based tiles. Its paid in capital is EGP5mn. AIH owns 99% of Toblat.
- **Auto:** 45 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.