



مصر الجديدة
للإسكان والتعمير

MISR EL GADIDA FOR HOUSING & DEVELOPMENT
أحدى شركات الشركة القابضة للتشييد و التعمير

السيد الأستاذ / نائب رئيس قطاع الإفصاح والحوكمة البورصة المصرية

تحية طيبة وبعد

نتشرف بأن نرفق لسيادتكم طيه ملخص نتائج الأعمال باللغة الانجليزية .

وتفضلوا بقبول فائق الاحترام ..

رئيس علاقات المستثمرين

أيمن فاروق طه
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تحريراً فى ٢٠٢٢/١١/١٦





Earnings Release – 15-Month Results (July 1st, 2021 to September 30th, 2022)

Cairo, November 16th, 2022 11:00 hrs. Cairo time (9:00 hrs. GMT)

Heliopolis Housing Announces 15-Month Results

The Company demonstrated strong revenue as it booked the long-anticipated 243-feddan land sale; EGX 1.4 billion

15-month Financial and Operational Highlights

- The results reflect a 15-month period as this transitional financial year starts from July 1st, 2021 to December 31st, 2022; 18 months.
- Revenues reached EGP 1,874 million compared to EGP 722 million during the comparative period.
- Gross Profit recorded EGP 1,117 million against a gross profit of EGP 286 million during the comparative period.
- Net Profit for the period stood at EGP 671 million compared to a net profit of EGP 105 million during the comparative period.

Heliopolis Housing (EGX: HELI.CA), one of Egypt's leading Master Developers and emerging Real Estate Developers, announced today its results for the 15-month period ended September 30th, 2022, reporting an increase of 201% net revenues to EGP 1,699 million on the back of huge land sales back in May-2022. The revenue included also EGP 294 million which is our share of HELI-Sodic revenue-sharing project. Revenue growth for the 15-month period was driven by 159% top-line growth filtered to a net profit growth of 539%. The net profit margin of the period came at 36%.

This period also saw cash flow from operating activities of EGP 768 million, cash flow from investing activities of EGP 6 million, and cash flow from financing activities of EGP -656 million. The company's balance sheet remained liquid at September 30th, 2022 with a cash and cash equivalent balance of EGP 499 million.

Land Sales

HELI's mega land sale of New Heliopolis 243-feddan land plot was reflected in this period income statement as EGP 1,447 million was recognized. The total cash flow of this deal is EGP 1,735 million, 20% out of which has already been collected and the remaining 80% is to be collected over 16 equal quarterly installments.

This period witnessed also a 7-feddan land plot sale of EGP 108 million.



Heliopark

The company offered the 1695-feddan Heliopark project for revenue-sharing through a bidding that was mainly targeting Mega Developers. It is expected that this deal will assure Heliopolis Housing sustainable revenues for the coming years capitalizing on the premium location of the project and the sound track record of both HELI and the chosen partner.

Unit Sales

HELI sold 224 units to the Holding Company for Construction & Development for a value of EGP 218 million. The sale value was reflected in HELI financial statements of the period.

HELI managed to sign sales contracts for a number of apartments in historic area of Old Heliopolis, or simply Heliopolis, in September and October 2022 through a couple of auctions in addition to direct sale. The sales contracts totaled EGP c38 million and it is expected to be recognized in the coming periods.

Merryland Park

Merryland Park was recently soft opened as the fountain area (or Mevallero Project) was made available to the visitors with 7 of its planned 27 restaurants opened gradually starting August 2022. The developed area (or the western area) was also soft opened and was made available to the public by early September 2022.

Looking Ahead

Heliopark

The company is waiting the final approval from the authorities as the contract draft was approved by the Board of Directors on June 27th, 2022. The deal is expected to generate cash flows of EGP c1.4 billion within 18 months of signature. Total project revenues is estimated at EGP 397 billion with HELI share is estimated at EGP 119 billion though the lifetime of the project. HELI minimum guaranteed revenues of this project is expected to be EGP 80 billion.

New Heliopolis

The company is working on improving the city's Master Plan and it is expected to be finalized within 2022/early 2023. HELI started the first phase of the "Urgent Phase" over an area of 20 feddans to uplift the city entrance area which includes the gate, bus station, plaza, and boulevard. Heliopolis Housing is implementing an ambitious plan to finish all the necessary infrastructure works for the area before the end of 2022 as well. The plan also includes a full revision of the finished buildings and projects to ensure complying with contractual terms. As part of the company's strategy to become a Real Estate Developer, a plan to self-develop around 400 feddans is made with a target to launch that project in 3Q-2023. The company also started to implement a plan to sell all New Heliopolis's real estate units inventory.



Merryland Park

Full operation of phase 1 of Mevallero Project is expected in 2023 with full capacity. The developed area is expected to be fully operational by 2023 as well. The remaining parts of the Merryland; the show land area and the eastern area (both combined known as the under development area) are expected to be open and operational by December 2024.

Ghernata

HELI plans to offer the complex for revenue-sharing through a bid in Q1-2023. Meanwhile the company will be hosting several high-end events targeting distinguished attendees to build an “A Class” identity for the complex.

—Ends—

About HELI

Heliopolis Company for Housing & Development (EGX: HELI.CA) is a Master and Real Estate developer of high standard communities on a fully-integrated basis. The company is incorporated in Egypt and headquartered in Cairo. HELI is developing multiple revenue streams that include selling land plots, revenue-sharing projects, self-development real estate projects, and rental-generating assets.

Capital Structure

Authorized Capital	EGP 1,500,000,000
Issued and Paid-In Capital	EGP 333,771,300 (1,335,085,200 shares @ EGP 0.25 / share)
Shareholder Structure (September 30 th , 2022):	
Holding Company for Construction & Development	72.25%
Others	27.75%

Investor Relations

Ayman Farouk Taha	Mobile	+2010 05289996
Head of Investor Relations	email	Ayman.Taha@hhd.com.eg

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