# ALLIED FOR ACCOUNTING & AUDITING ARAB CHARTERED ACCOUNTANTS (EY)

(RSM EGYPT)

TALAAT MOSTAFA GROUP HOLDING COMPANY "TMG HOLDING" (S.A.E) CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017 TOGETHER WITH AUDIT REPORT

# Talaat Mostafa Group Holding Company "TMG Holding" (S.A.E) Consolidated Financial Statements For The Year Ended 31 December 2017

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# ALLIED FOR ACCOUNTING & AUDITING (EY)

# ARAB CHARTERED ACCOUNTANTS (RSM EGYPT)

translation of auditors' report originally issued in Arabic

# AUDITORS REPORT TO THE SHAREHOLDERS OF TALAAT MOSTAFA GROUP HOLDING COMPANY "TMG HOLDING" (S.A.E)

#### Report on the Financial Statements

We have audited the accompanying consolidated financial statements of TALAAT MOSTAFA GROUP HOLDING COMPANY "TMG HOLDING" (S.A.E), represented in the financial position as at 31 December 2017, and the related statements of consolidated income (profit or loss), comprehensive income, changes in equity and consolidated cash flows for the year then ended, and a summary of significant accounting policies and other explanatory notes.

# Management's Responsibility for the Financial Statements

These consolidated financial statements are the responsibility of the Company's Management, as Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with Egyptian Accounting Standards and applicable Egyptian laws. Management responsibility includes selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Egyptian Standards on Auditing and applicable Egyptian laws. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance that the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, and evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements referred to above, give a true and fair view, in all material respects, of the consolidated financial position of TALAAT MOSTAFA GROUP HOLDING COMPANY "TMG HOLDING" (S.A.E) as of 31 December 2017, and of its financial performance and its cash flows for the year then ended in accordance with Egyptian Accounting Standards and the related applicable Egyptian laws and regulations

Cairo: 28 February 2018

RSM Egypt - Chartered Accoulants Magdy Hashish & Partners

Tarek Hashish
FESAA-FEST
(RAA. 9473)
(CMAR. 118)
CHARTERED ACCOUNTANTS
(RSM EGYPT)
Magdy Hashish & Co

**Auditors** 

Amr El Shaabini
\* EESAA-EEST obal
(RAA. 9365)

ALLIED FOR ACCOUNTING & AUDITING (EY)

(CMAR. 103) ... 🕞

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION As of 31 December 2017

|  | Notes | 31 December 2017<br>LE | 31 December 2016<br>LE |
|--|-------|------------------------|------------------------|
| Assets   |       |                        |                        |
| Non-current Assets                                     |       |                        |                        |
| Property and equipment                                 | (4)   | 3,833,888,349          | 3,807,610,058          |
| Investment properties                                  | (5)   | 112,794,864            | 114,471,374            |
| Intangible assets                                      | (6)   | 2,305,811              | 682,199                |
| Fixed assets under construction                        | (7)   | 2,785,342,593          | 1,991,985,784          |
| Goodwill   | (8)   | 13,581,482,464         | 14,101,482,464         |
| Investments in associates                              | (9)   | 2,957,396              | 1,004,311              |
| Available for sale investments                         | (10)  | 98,003,177             | 100,308,338            |
| Investments in financial assets held to maturity       | (11)  | 2,516,129,624          | 1,978,924,530          |
| Total non-current assets                               |       | 22,932,904,278         | 22,096,469,058         |
| Current assets   |       |                        |                        |
| Finished units   |       | 21,742,803             | 23,108,613             |
| Development properties                                 | (14)  | 24,410,371,594         | 19,896,624,611         |
| Inventory  | (15)  | 57,974,867             | 28,031,155             |
| Accounts and notes receivable                          | (13)  | 18,329,243,039         | 15,521,833,066         |
| Prepaid expenses and other debit balances              | (16)  | 3,460,841,996          | 2,138,532,996          |
| Available for sale investments                         | (10)  | 9,251,335              | 27,491,897             |
| Financial assets held to maturity                      | (11)  | 554,404,102            | 753,171,281            |
| Financial assets at fair value through profit and loss | (12)  | 3,139,353              | 74,229,272             |
| Cash and cash equivalents                              | (17)  | 3,339,565,205          | 3,257,758,634          |
| Total current assets                                   |       | 50,186,534,294         | 41,720,781,525         |
| Total assets   |       | 73,119,438,572         | 63,817,250,583         |
| Equity   |       |                        |                        |
| Authorized capital                                     | (22)  | 30,000,000,000         | 30,000,000,000         |
| Issued and paid up capital                             | (22)  | 20,635,622,860         | 20,635,622,860         |
| Legal reserve  | (23)  | 250,250,347            | 236,367,496            |
| General reserve  | (24)  | 61,735,404             | 61,735,404             |
| Unrealized gain on available for sale investments      | (25)  | 46,852,929             | 52,249,264             |
| Accumulative translation adjustment                    | (,    | 2,437,495              | 2.268,492              |
| Retained earnings                                      |       | 5,810,239,156          | 5,424,549,151          |
| Net profit for the year                                |       | 1,326,833,010          | 826,545,440            |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE                   |       |                        |                        |
| PARENT COMPANY   |       | 28,133,971,201         | 27,239,338,107         |
| Non-controlling interests                              |       | 1,018,951,794          | 899,203,684            |
| TOTAL EQUITY   |       | 29,152,922,995         | 28,138,541,791         |

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Continue)

As of 31 December 2017

| Non-current liabilities                    |      |                |                |
|--|------|----------------|----------------|
| Long-term loans                            | (26) | 2,948,560,045  | 2 022 640 501  |
| Non-current liabilities                    | (27) | 4,169,619,381  | 3,022,648,591  |
| Deferred tax liability                     | (28) |                | 1,792,348,851  |
| Total non-current liabilities              | (20) | 108,304,599    | 81,062,572     |
| Current liabilities                        |      | 7,226,484,025  | 4,896,060,014  |
| Banks overdraft                            |      | 3 310 100      |                |
| Bank facilities                            | (36) | 2,319,180      | 12,860,992     |
| Short-term loans                           | (26) | 1,726,561,168  | 945,380,894    |
| Creditors and notes payable                | (26) | 555,186,788    | 766,140,133    |
| Advance payments from customers            | (18) | 3,720,397,457  | 3,371,670,388  |
|  | (19) | 24,117,965,626 | 20,357,845,672 |
| Dividends payable                          | (20) | 250,568,197    | 7u,168,630     |
| Accrued income tax                         | (28) | 515,148,715    | 379,831,696    |
| Accrued expenses and other credit balances | (21) | 5,851,884,421  | 4,878,750,373  |
| Total current lightists                    |      |                |                |

Chairman

Total current liabilities

Total equity and liabilities

Total liabilities

Chief Executive Officer & Managing Director

Financial Director

Auditors

30,782,648,778

35,678,708,792

63,817,250,583

36,740,031,552

43,966,515,577

73,119,438,572

Tarek Talaat Mostafa

Hisham Talaat Moustafa

- Auditors' report attached

<sup>-</sup> The attached notes (1) to (41) are an integral part of these consolidated financial statements

# CONSOLIDATED STATEMENT OF INCOME

For the year ended 31 December 2017

|  | Notes   | For the year ended 31 December 2017 | For the year ended 31 December 2016 |
|--|---------|-------------------------------------|-------------------------------------|
|  | 110100  | ĽE                                  | LE                                  |
| Real estate development revenues   | (29)    | 6,406,397,355                       | 5,280,328,811                       |
| Real estate development costs  | (29)    | (4,067,050,279)                     | (3,356,779,471)                     |
| Gross profit from real estate development                                    | (23)    | 2,339,347,076                       | 1,923,549,340                       |
| Hospitality and other recurring revenues                                     | (29)    | 2,127,871,964                       | 1,296,370,799                       |
| Cost of hospitality and other recurring revenues                             | (29)    | (1,348,387,736)                     | (838,864,014)                       |
| Gross profit from hospitality and other recurring                            | (2)     | (1,540,567,750)                     | (050,004,014)                       |
| business   | (29)    | 779,484,228                         | 457,506,785                         |
| TOTAL GROSS PROFIT   |         | 3,118,831,304                       | 2,381,056,125                       |
| Marketing and selling expenses   |         | (36,602,710)                        | (31,943,941)                        |
| General and administrative expenses  |         | (406,160,832)                       | (285,733,841)                       |
| Donations and governmental expenses  |         | (223,020,586)                       | (195,536,553)                       |
| Provisions   |         | (2,367,393)                         | -                                   |
| Credit interest  | (34)    | 188,286,732                         | 80,077,885                          |
| Interest on bonds  | (34)    | 18,868,050                          | 5,996,474                           |
| Bonds amortization   | (11)    | 59,318                              | 2,234,531                           |
| Income from treasury bills   | (34)    | 68,268,972                          | 50,188,774                          |
| (Loss) from available for sale investments                                   | (32)    | (3,409,555)                         | •                                   |
| Dividends from financial assets at fair value through                        |         | · · ·                               |                                     |
| profit and loss  | (30)    | 3,694,415                           | 2,945,529                           |
| Gain (loss) on sale of financial assets at fair value                        |         |                                     |                                     |
| through profit and loss  | (31)    | 28,989,882                          | 4,587,937                           |
| (Loss) Gain from revaluate financial assets at fair                          |         |                                     |                                     |
| value through profit or loss   | (12)    | (17,030,304)                        | 20,923,342                          |
| Share of income (loss) of associates   | (9)     | 773,697                             | (3,819,673)                         |
| Other income   | (33)    | 46,899,012                          | 70,716,971                          |
| Capital gain   | (4)     | (1,546,313)                         | (166,046)                           |
| Board of directors allowances  |         | (529,200)                           | (526,150)                           |
| Foreign exchange gain  |         | 57,616,674                          | 39,237,411                          |
| NET PROFIT FOR THE YEAR BEFORE impairments, finance cost and depreciation    |         | 2,841,621,163                       | 2,140,238,775                       |
| Depreciation and amortization Expenses of factoring notes receivable without | (4,5,6) | (144,829,695)                       | (136,791,353)                       |
| recourse   |         | (250,038,946)                       | (132,682,151)                       |
| Finance cost   |         | (133,432,363)                       | (77,910,939)                        |
| Write-down of investments in subsidiaries                                    |         | (520,000,000)                       | (545,170,635)                       |
| NET PROFIT FOR THE YEAR BEFORE TAX   |         | 1,793,320,159                       | 1,247,683,697                       |
| Income tax   | (28)    | (383,098,437)                       | (407,465,453)                       |
| Deferred tax   | (28)    | (27,242,026)                        | (11,238,253)                        |
| NET PROFIT FOR THE YEAR  | (30)    | 1,382,979,696                       | 828,979,991                         |
| Attributable to:   |         | 1,502,717,070                       | 040,7/7,771                         |
| Parent company shareholders  |         | 1 226 022 040                       | 006.545.440                         |
| Non-controlling interests  |         | 1,326,833,010                       | 826,545,440                         |
| Ton controlling interests  |         | 56,146,686                          | 2,434,551                           |
|  |         | 1,382,979,696                       | 828,979,991                         |

Chairman

Tarek Talaat Mostafa

Chief Executive Officer & Managing Director

Hisham Talaat Mostafa

Financial Director

Ghaleb All med Fayed

- The attached notes (1) to (41) are an integral part of these financial statements

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME For the year ended 31 December 2017

|  |       | For the Year Ended 31 December 2017 | For the Year Ended 31 December 2016 |
|--|-------|-------------------------------------|-------------------------------------|
|  | Notes | LE                                  | LE                                  |
| Net profit for the year                                  |       | 1,326,833,010                       | 826,545,440                         |
| Other comprehensive income                               |       |                                     |                                     |
| Foreign body translation                                 |       | 169,003                             | 2,458,281                           |
| Revaluation of available for sale Investments            | (10)  | (5,396,335)                         | 53,170,996                          |
| Income tax on other comprehensive income                 |       | •                                   | (12,516,587)                        |
| Comprehensive income after tax                           |       | (5,227,332)                         | 43,112,690                          |
| Total comprehensive income for the year Attributable to: |       | 1,321,605,678                       | 869,658,130                         |
| Parent company shareholders                              |       | 1,321,605,678                       | 869,658,130                         |
| Non-controlling interests                                |       | 56,146,686                          | 2,434,551                           |
|  |       | 1,377,752,364                       | 872,092,681                         |

<sup>-</sup> The attached notes (1) to (41) are an integral part of these financial statements

Translation of Financial Statements originally issued in Arabic

Talaat Mostafa Group Holding Company "TMG Holding" S.A.E

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY For the Year Ended 31 December 2017

| Issued and paid up capital | Legal<br>reserve  | General          | Unrealized<br>gain on<br>available for<br>sale assets | Accumulated<br>translation<br>adjustments | Retained<br>earnings | Net profit for the<br>year | Total                | Non-<br>controlling<br>Interest | Total                |
|----------------------------|-------------------|------------------|---|---|----------------------|----------------------------|----------------------|---------------------------------|----------------------|
| LE<br>20,635,622,860       | LE<br>236,367,496 | LE<br>61,735,404 | LE<br>52,249,264                                      | LE<br>2,268,492                           | LE<br>5,424,549,151  | <b>LE</b><br>826,545,440   | LE<br>27,239,338,107 | LE<br>899,203,684               | LE<br>28.138.541.791 |
| e                          | 13,882,851        |                  | ,   | •   | 812,662,589          | (826,545,440)              |                      |                                 |                      |
| x                          | ,                 | 9                | (5,396,335)   | 169,003                                   | É                    | ,                          | (5,227,332)          |                                 | (5,227,332)          |
| ()                         | 0.10              | 6                | ,   |   |                      | 1,326,833,010              | 1,326,833,010        | 56,146,686                      | 1,382,979,696        |
| r                          | *                 |                  | ij  | 9   | (303,075,000)        | ,                          | (303,075,000)        | ì                               | (303,075,000)        |
|                            | •                 | 191              | r   | •60                                       | (123,897,584)        | <b>vi</b> 9                | (123,897,584)        |                                 | (123,897,584)        |
| <br>105                    | ĸ                 | •                | î   |   |                      | <b>1</b> %                 | ٠                    | 63,601,424                      | 63,601,424           |
| 20,635,622,860             | 250,250,347       | 61,735,404       | 46,852,929  | 2,437,495                                 | 5,810,239,156        | 1, 26,833,010              | 28,133,971,201       | 1,018,951,794                   | 29,152,922,995       |

<sup>\*</sup> Results from elimination entries among subsidiaries and dividends paid to minority shareholders in subsidiaries.

Translation of Financial Statements originally issued in Arabic

Talaat Mostafa Group Holding Company "TMG Holding" S.A.E

CONSOLIDATED STATEMENT OF INTERIM CHANGES IN EQUITY For the Year Ended 31 December 2017

|   | Issued and paid Legal reserve General<br>up capital reserve | Legal reserve     | General<br>reserve | Unrealized gain<br>on available for<br>sale assets | Accumulated translation adjustments | Retained<br>earnings | Net profit for the<br>year | Total                | Non-<br>controlling<br>Interest | Total                |
|---|---|-------------------|--------------------|--|-------------------------------------|----------------------|----------------------------|----------------------|---------------------------------|----------------------|
| Balance as at 1 January 2016            | LE<br>20,635,622,860  | LE<br>220,633,894 | LE<br>61,735,404   | LE<br>11,041,742                                   | LE<br>363,324                       | LE<br>5,062,917,270  | LE<br>762,284,397          | LE<br>26,754,598,891 | LE<br>900,990,061               | LE<br>27,655,588,952 |
| legal reserve                           | i   | 15,733,602        | •                  | •  | ř                                   | 746,550,795          | (762,284,397)              |                      | -                               | Е                    |
| Total comprehensive income for the year | Ĭ   | ı                 | •                  | 41,207,522   | 1,905,168                           |                      | •                          | 43,112,690           | æ                               | 43,112,690           |
| Net profit the year                     | ٠   |                   |                    | •  |                                     | •                    | 826,545,440                | 826,545,440          | 2,434,551                       | 828,979,991          |
| Dividends                               |   |                   | •                  |  | 1                                   | (303,075,000)        | ı                          | (303,075,000)        | ×                               | (303,075,000)        |
| Reconciliation on non-controlling       | <u>.</u>  |                   |                    | •  | е                                   | (81,843,914)         |                            | (81,843,914)         | •                               | (81,843,914)         |
| interests*                              |   |                   |                    |  | •                                   | 1                    | x                          | ı                    | (4,220,928)                     | (4,220,928)          |
| Balance as at 31 December 2016          | 20,635,622,860  | 236,367,496       | 61,735,404         | 52,249,264   | 2,268,492                           | 5,424,549,151        | 826,545,440                | 27,239,338,107       | 899,203,684                     | 28,138,541,791       |

<sup>\*</sup> Results from elimination entries among the subsidiaries and dividends paid to minority shareholders in subsidiaries.

# CONSOLIDATED STATEMENT OF CASH FLOW

For the Year Ended 31 December 2017

| For the Year Ended 31 December 2017   |         |                             |                        |
|---|---------|-----------------------------|------------------------|
|   | Notes   | 31 December 2017<br>LE      | 31 December 2016<br>LE |
| CASH FLOWS FROM OPERATING ACTIVITIES  |         | 22                          | <b></b>                |
| Net profit for the year before tax and non-controlling interest               |         | 1,793,320,159               | 1,247,683,697          |
| Adjustment to reconciliation net profit with cash flow operating              |         | 1,73,320,139                | 1,247,003,097          |
| Depreciation & amortization   | (4,5,6) | 144,829,695                 | 136,791,353            |
| (Discount) Financial Assets Held to Maturity Amortization                     | (11)    | (59,318)                    | (2,234,531)            |
| Provisions  | ` ,     | 2,367,393                   | -                      |
| Write-down of investments in subsidiaries                                     |         | 520,000,000                 | 545,170,635            |
| Credit interests and income from treasury bills                               | (34)    | (275,423,754)               | (136,263,133)          |
| Dividends from financial assets at fair value through profit and loss         | (30)    | (3,694,415)                 | (2,945,529)            |
| Loss from available for sale investments                                      | (32)    | 3,409,555                   | -                      |
| (Gain) loss on sale of financial assets at fair value through profit and loss | (31)    | (28,989,882)                | (4,587,937)            |
| (Gain) from revaluation of fin. assets at fair value through profit and Loss  | (12)    | 17,030,304                  | (20,923,342)           |
| Share of loss (income) of associates  | (9)     | (773,697)                   | 3,819,673              |
| Capital (gain)  | (4)     | 1,546,313                   | 166,046                |
| Foreign Exchange (gain)   | ( )     | (57,616,674)                | (39,237,411)           |
| Operating profit before changes in working capital                            |         | 2,115,945,679               | 1,727,439,521          |
| Change in Development properties  | (14)    | (4,513,746,983)             | (682,186,855)          |
| Change in Finished units  | ` '     | 1,365,810                   | -                      |
| Change in Inventory   | (15)    | (29,943,712)                | 8,375,097              |
| Change in Accounts and notes receivable                                       | (13)    | (2.809.777.366)             | (249,007,715)          |
| Change in Prepaid expenses and other debit balances                           | (16)    | (1,355,283.150)             | (123,563,765)          |
| Change in Creditors and notes payable   | ` '     | 348,727,069                 | (736,028,484)          |
| Change in Long-term liabilities   |         | 2,377,270,530               | (11,664,363)           |
| Change in Advance payments from customers                                     |         | 3,760,119,954               | 1,040,136,977          |
| Change in Dividends payable   | (20)    | 180,399,567                 | (19,701,327)           |
| Change in Financial assets at fair value through profit and loss              | (12,31) | 83,049,497                  | 17,958,760             |
| Accrued income tax paid   | (28)    | (247,781,418)               | (478,175,472)          |
| Change in other credit balances   | (21)    | 973,134,048                 | 883,681,617            |
| Net cash flow from operating activities                                       |         | 883,479,525                 | 1,377,263,991          |
| CASH FLOWS FROM INVESTING ACTIVITIES  |         | 000,117,000                 | 1,0 / 1,200,5 / 1      |
| Purchase of property and equipment, intangible assets and payment for         |         |                             |                        |
| projects under construction   | (4,5,7) | (973,701,861)               | (557,172,445)          |
| Proceeds from disposal of fixed assets  | (4)     | 7,743,652                   | 2,535,425              |
| Payment for investments in associates   | (32)    | (1,179,387)                 | 2,333,423              |
| Proceeds from disposal of available for sale investments                      | (32)    |                             | •                      |
| Purchase of financial assets held to maturity                                 | (11)    | 11,739,833<br>(338,437,915) | (668,200,478)          |
| Dividends received  | (30)    | 3,694,415                   | 2,945,529              |
| Net cash flow from investing activities                                       | (50)    | (1,290,141,263)             | (1,219,891,969)        |
| CASH FLOWS FROM FINANCING ACTIVITIES  |         | (1,270,141,203)             | (1,219,091,909)        |
| Credit interests and income from treasury bills received                      | (34)    | 308,457,222                 | 124,903,984            |
| Dividends paid  | (51)    | (303,075,000)               | (303,075,000)          |
| Proceeds from loans and facilities  | (26)    | 496,138,383                 | 1,779,062,174          |
| Net cash flow from financing activities                                       | (20)    | 501,520,605                 | 1,600,891,158          |
| Net foreign exchange difference   |         | 57,616,674                  | 39,237,411             |
| NET INCREASE IN CASH EQUIVALENTS DURING THE YEAR                              |         | 152,475,541                 | 1,797,500,591          |
| Cash adjustments*   | (35)    | (60,127,158)                | (83,606,562)           |
| Cash and cash equivalents at the beginning of the year                        |         | 3,244,897,642               | 1,531,003,613          |
| CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR                              | (17)    | 3,337,246,025               | 3,244,897,642          |
|   |         | <del></del>                 |                        |

<sup>-</sup> The attached notes (1) to (41) are an integral part of these consolidated financial statements

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 1 BACKGROUND

- Talaat Mostafa Group Holding TMG Holding S,A,E, was established on 13 February 2007 under the provisions of law 95 of 1992 and its executive regulations and registered in Egypt under Commercial Registration numbered 187398 by date 3 April 2007, and the company period is 25 years.
- The main objective of the Company is participating in the incorporation of shareholding companies or participating in the capital increase of those companies.
- The company headquarter and legal place is 36, mosadek st, Dokki Giza Arabic republic of Egypt,
- The financial statements for the year ended 31 December 2017 were approved on 28 February 2018 according to the board of directors' resolution issued on the same date.

# 2 Basis of preparing the financial statements and the significant accounting policies

- The financial statements of the holding company and the subsidiaries have been prepared according to the Egyptian Accounting Standards and the prevailing laws and local regulations,
- The financial statements have been presented in Egyptian Pound,
- The financial statements are prepared under the historical cost convention modified to include the measurement at of the fair value of financial investment, and financial assets valued at the fair value through the profit and losses.

#### 2-1 Basis of consolidating the financial statements

- Eliminate all the Inter-company accounts and transactions as well as unrealized profit (loss) results from the transactions with the subsidiaries.
- The non-controlling interest is presented as a separate item in the consolidated balance sheet and the minority share in the net results of the subsidiaries is presented as a separate item in the consolidated income statement, in the case of the increase of minority share in the loss of the subsidiaries over there share in the net assets of those companies, the increase or any additional loss related to the minority to be recorded in the holding company share in the net results of those companies except the amount of loss that the minority approved before to bear it, in case of the subsidiaries achieved profit in the following periods of the above mentioned loss, the total profit to be recorded to the holding company share in results of the subsidiaries until all previously recorded loss is redeemed.
- The company treat the transactions with the minority partners the same treatment with external parties, Profit or loss from the sale of share of the company to the minority to be recorded in the income statements, and purchase share from the minority results in as goodwill due to the different between the purchase price and the share in net assets acquired and the different between the book value and the net fair value of the assets acquired to be recorded in the equity,
- The consolidated financial statements include the assets, liabilities and the results of Talaat Mostafa holding company (the company) and all its subsidiaries that stated below, The subsidiary is the company that the holding company owns direct or indirect long term investment more than 50% of the capital that give the right to vote or have control.
- The subsidiaries are included in the consolidated financial statements starting from acquisition date to the date that control is stopped.
- Purchase methods is used to account for acquiring subsidiaries and the acquisition cost is measured by the fair value or the return that the company gave from assets, equity instruments or liabilities bear it or liabilities committed to bear it on behalf of the acquire at the date of swab plus the additional costs related directly to the acquisition process, the net acquired assets including the proper liabilities are to be measured to determined its fair value at the date of acquisition despite any rights to minorities, the increase in the acquisition cost to the fair value of the company share in net assets is considered goodwill and if the cost of acquisition is less that above mentioned fair value of the nest assets the different to recoded in the consolidated income statement.

#### 31 December 2017

The consolidated financial statements include the subsidiaries which controlled by Talaat Mostafa Group Company "TMG Holding" as a share bigger than 50% of the subsidiaries' paid capital.

The following are the subsidiaries that are included in the consolidated financial statements:

| Arab company for projects and urban development (S.A.E) | 99.99% |
|---|--------|
| Alexandria company for real estate investment (S.A.E)*  | 97.93% |
| San Stefano company for real estate investment (S.A.E)  | 72.18% |
| Alexandria for urban projects Company (S,A,E)***        | 40%    |

<sup>\*</sup>Arab company for projects and urban development acquires 1, 66% of Alexandria company for real estate investment, and contributes in the following companies:

|   | Contribution |
|---|--------------|
| El Masria for trading services(S,A,E)                   | 99%          |
| El rehab for management(S,A,E)                          | 98%          |
| Engineering for developed systems of building (S,A,E)   | 82,5%        |
| El rehab for securitization(S,A,E)                      | 100%         |
| El Tayseer for real estate financing (S,A,E)            | 90%          |
| Arab Egyptian company for entertainment projects(S,A,E) | 50%          |
| Madinaty for electromechanically power (S,A,E)          | 85%          |
| Madinaty for project management(S,A,E)                  | 91%          |
| Swiss Green Company- Switzerland                        | 70%          |
| Alexandria for coordinating and garden maintenance      | 93.95%       |

<sup>\*\*</sup> Alexandria company for real estate investment acquires 60% of Alexandria for urban projects Company, and contributes in the following companies:

| El rabwa for entertainment services (S,A,E) El masria for development and real estate projects(S,A,E) which contributes in Marsa el Sadied for real estate development Arab company for tourism and hotels investments S,A,E)and its subsidiaries as follows: | Contribution<br>95.5%<br>96,51%<br>99.9%<br>77.91% |
|---|--|
| Nova park - Cairo(S,A,E)  | 99.99%   |
| Alexandria Saudi for tourism projects(S,A,E)  | 99.87%   |
| San Stefano for tourism investment (S,A,E)  | 84.44%   |
| El Nile for hotels (S,A,E)  | 100%   |
| Luxor for urban and tourism development (S,A,E)   | 100%   |

<sup>\*\*\*</sup> The company acquires with an indirect way 27,82% of San Stefano Company for real estate investment through its subsidiary (Arab company for projects and urban development, Alexandria Company for real estate investment, Alexandria for urban projects Company), San Stefano Company for real estate investment acquired 62,5% of the shares of Alexandria for Projects Management.

#### \*\*\*\* Alexandria for urban development (S.A.E) contributes in the following companies:

|   | Contribution |
|---|--------------|
| May fair for entertainment services (S.A.E) | 95.5%        |
| Port Venice for tourism development(S.A.E)  | 90.27%       |

#### 2-2 Summary of the significant accounting policies

#### Foreign currency translation

The group's records are maintained in Egyptian pound, Transactions in foreign currencies during the year are recorded using the exchange rates prevailing on the transaction date, At the balance sheet date, monetary assets and liabilities denominated in foreign currencies are translated to Egyptian pound using the exchange rates prevailing on that date, Translation differences are recorded in the statement of income.

#### 31 December 2017

#### Significant Accounting Policies (Continue)

#### Property, plant and equipment

Property, plant and equipment is stated at cost less accumulated depreciation and any impairment in value, Depreciation is calculated on a straight line basis over the estimated useful lives of the assets as follows:

|                            | Years   |
|----------------------------|---------|
| Buildings & constructions  | 20 - 80 |
| Motor Vehicles             | 5       |
| Tools & equipments         | 3 - 8   |
| Furniture and other assets | 5- 10   |
| Computers                  | 3 - 8   |
| Marina Equipments          | 2 - 10  |

Projects under construction are depreciated when it is ready for use in the place and the condition of operating, then to be reclassified to the fixed assets category.

Other subsequent expenditure is capitalised only when it increases future economic benefits of the related item of property, plant and equipment, all other expenditure is recognised in the consolidated income statement as the expense is incurred.

#### Intangible assets

Intangible assets are initially be recognized by cost

After the internal recognition, intangible assets are recorded by cost deducting the accumulated amortization and impairment losses.

Intangible assets represent the software's and related licenses and to be amortized with straight line basis methods over the estimated useful lives (5 years).

#### Goodwill

Goodwill represents the increase of the acquisition cost of the shares of the subsidiaries companies with the company share in the fair value of the net assets of those companies at the date of acquisition, Goodwill results from purchase subsidiaries is recorded as noncurrent assets and the goodwill results from purchase investments in associates recorded as investments in associates, at the end of each financial year the goodwill is tested for impairments and to be displayed at cost after deducting the impairment loss if exist.

#### Project under construction:

Projects under construction represent the amounts that are paid for the purpose of constructing or purchasing fixed assets until it is ready to be used in the operation, upon which it is transferred to fixed assets, Projects under construction are valued at cost.

#### **Investment Property**

Investment properties are the real estate's (Buildings, Lands or both) that are kept for renting or increase in its value; they are measured initially at cost, including transaction costs.

Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the balance sheet date, Gains or losses arising from changes in the fair values of investment properties are included in the income statement in the year in which they arise.

#### **Investments**

#### Investments in associates

Investments in associates are accounted for using the Equity method except for when investment are classified as available for sale according to the Egyptian accounting standards No,32 None current assets held for sale and discontinued operations, these associates companies are those companies which the company has a major influence and which are not subsidiaries or joint venture, Investments in associates are recorded in the Balance sheet with cost.

Investments in subsidiaries are accounted for at cost inclusive transaction cost in accorence to paragraph 10 from Egyptian accounting standard # (18) as an consolidated financial statements are prepared for public use and in case the investment is impaired, the carrying amount is adjusted by the value of this impairment and is charged to the statement of income for each investment separately, Impairment losses to be reversed in the period when occurred and to the extent to the amount of book value that previously reduced unless the impairment loss was recognized in the previous years.

#### 31 December 2017

#### **Significant Accounting Policies (Continue)**

#### Available-for-sale investments

Available-for-sale investments are recognised and derecognised, on a trade date basis, when the Company becomes, or ceases to be a party to the contractual provisions of the instrument; they are included in noncurrent assets unless management intends to dispose of the investments within 12 months of the balance sheet date.

Investments designated as available-for-sale investments are initially recorded at cost (except for non listed investments in the capital exchange market) and subsequently measured at fair value, Changes in fair value are reported as a separate component of equity, Upon elimination of investments, the previously reported as "cumulative changes in fair value" within equity is to be included in the consolidated income statement for the period, except for impairments loss, and for non listed investments is to be recorded at cost less impairment loss.

Investments in equity instruments that are not listed in an active market and cannot be reliably measured are measured at cost.

#### Financial assets at fair value through profit or loss

Investments at fair value through profit and loss are financial assets classified as either held for trading acquired for the purpose of selling in the near term or financial assets designated upon initial recognition at fair value through profit and loss.

Investments at fair value through profit and loss are initially recognized at fair value including the direct attributable expenses.

Investments at fair value through profit and loss are carried in the balance sheet at fair value with gains or losses recognized in the statement of income.

Gain or loss of investment is recognized at fair value through consolidated income statement.

#### Financial assets held to maturity

Investments in financial assets held to maturity with fixed or determinable payments with fixed maturity date and the management has the intention and capability to hold it to maturity,

Up on the initial measurement of the financial assets, it will be recorded with its fair value including the direct costs.

The investments to be recorded at amortized cost by using the effective rate method carried, Gains or losses due to execute the assets or due to the impairment of the assets to be recognized in the statement of income.

Gain or loss of investment is recognized in profit or loss when the investments are derecognized or impaired impairment is recovered, as well as through the amortization process.

#### Non-current assets held for sale

Non-current assets held for sale is the non-current assets that is expected to regain its book value basically from sale agreement not from the use of those assets.

Those assets are measured by the lower of the book value or the fair value after deducting the sales cost.

Non-current assets held for sale in case of impairment, the carrying amount to be adjusted by the value of this impairment and are charged to the statement of income.

Impairment losses to be reversed in the period when occurred, and to the extent to the amount of book value that previously reduced unless the impairment loss was recognized in the previous years.

#### **Treasury Share**

Treasury shares are recorded at cost and after the initial recognition, the difference between the acquisition cost and the actual cost during the period from the acquisition date to the maturity date are amortized at fixed instalments using the effective interest rate.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### **Significant Accounting Policies (Continue)**

#### **Development properties**

Properties acquired, constructed or in the course of construction for sale are classified as Development properties, Unsold properties are stated at the lower of cost or net sales value, Properties in the course of development for sale are stated at cost, The cost of development properties includes the cost of land and other related expenditure which are capitalized as and when activities that are necessary to get the properties ready for sale are in progress, Net sales value represents the estimated selling price less costs to be incurred in selling the property.

The property is considered to be completed when all related activities, including the infrastructure and facilities for the entire project, have been completed

Management reviews the cost of the work in progress on yearly basis.

#### Finished units

Finished units are stated at the lower of cost or net realizable value, the consolidated income statement includes any decreases in the net realized value to the book value.

#### **Inventories**

Inventories are stated at the lower of cost or net realizable value,

The inventory of hotels suppleness since the opening of the hotel and required for the operation to be measured in the fair value and the decrease of the fair value to be recorded in the consolidated income statements.

#### Accounts receivable, Debtors and notes receivable

Accounts receivable are stated at original invoice amount, All those amounts are reviewed annually to decide wither there is an indicator for impairment possibility in the assets value.

#### Credit Balances and accruals

Liabilities are recognised for amounts to be paid in the future for goods or services received, whether billed by the supplier or not.

#### Separation of assets and liabilities to short-and long-term

Assets which worth collected during the year after the date of financial statements is included within current assets either the assets that collectible date exceed the year date of financial statements be included within long-term assets.

#### Related party transactions

Related party transactions performed by the Company within its normal business transactions are recorded based on the conditions set by the board of directors.

#### **Employees' Pension Plan**

The company participates in the social insurance system in accordance to the social insurance laws no, 79 for the year 1975 and its amended and the company share in the social insurance cost to be charged to the consolidated income statement according to the accrual basis.

#### **Provisions**

Provisions are recognized when the Company has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made, Provisions are reviewed at the balance sheet date and adjusted to reflect the current best estimate, Where the effect of the time value of money is material, The amount of a provision should be the present value of the expected expenditures required to settle the obligation.

#### Legal reserve

According to the Company's article of association, 5% of the net profits of the year are to be transferred to the legal reserve until this reserve reaches 50 % of the issued capital, the reserve is used upon a decision from the general assembly meeting based on the proposal of the board of directors.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### **Significant Accounting Policies (Continue)**

#### Revenue recognition

Revenues results from the sale of units are recognized upon the actual or constructive delivery of the units to the buyers, which is the point that all rewards and risks will transfer from the company to the buyers.

The company uses full contract methods in recognize revenue for the all sold units, which required to capitalize the costs under work in progress account till the salable units are completed and delivered to the customer, then revenue is recognized and match it with the related operation cost.

The revenue results from the sale of villas is recognized in the income statement according to the revenue incurred, where the selling amount of the land of the villa will be totally recognized upon choosing the client the land that will be build on it, the selling amount of the building and related construction amount of the villas will be recorded by uses full contract methods in recognize revenue upon delivering the villas to the client.

Hotels revenue is recognized according to the company shares from the profit of the hotels.

Revenue from share profit recorded when there is right to receive it.

Share of results of the associates is recognised according to the equity methods and based on the latest approved financial statements of those associates.

Interest income of the financial instruments is recognised in the consolidated income statement by using effective interest rate methods except for the financial instruments classified as for trade or financial assets at fair value through profit or loss.

Dividend income from financial assets at fair value through profit or loss or available for sale is recorded when there is right to receive it.

#### Recording the operational cost

Delivery minutes with the customers of the sellable units to the customers and revenue recognized of those units are the bases to record the operational cost related to those units which includes:

#### The direct and indirect costs

The construction cost of the sellable units according to the payment certificates of the contractors and suppliers that approved by the technical department of the company is recoded in work in progress account and the costs to be distributed to the sold units according to the following basis:

- Unit share of the land cost and units share of the land cost which was distributed as the land area of each
  units to the total area of the units in the project
- The unit share from the actual and estimated costs that distributed based on the contracts and invoices of each sector from units, villas and retails in each phase
- The units share from the indirect actual and estimated costs are distributed based on the direct cost of each sector in each phase

#### Impairment of financial assets

The Company regularly assesses whether there is an indication that an asset could be impaired,

The impairment loss of financial assets that was measured with the amortized cost is to be measured as the different between the amortized cost of the book value and the present value of the projected cash flow by using the effective rate.

The impairment loss related to financial assets available for sale to be calculated by using the present fair value, The remaining financial assets are estimated according to the groups level that have the same credit risk characterises,

Impairment loss is recognized in the consolidated income statement any subsequent reversal of an impairment loss is recognized in profit and loss, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### **Significant Accounting Policies (Continue)**

If the available for sale asset is impaired, an amount comprising the difference between its cost and its fair value, less any impairment loss previously recognised in the consolidated income statement, is transferred from equity to consolidated income statement, Reversal in respect of equity instruments classified as available for sale are recognised directly in the equity.

A previously recognized impairment loss is reversed when there is a change in the recoverable amount of the asset to the extent of the previously recognized loss.

#### Impairment of non-financial assets

The company assesses at each reporting date wither there is an indication that an asset may be impaired, An asset's recoverable amount is higher of an asset's or cash – generating unit's fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount, In assessing value in use, the estimated future cash flows are discounted to their present value using a pre –tax discount rate that reflects current market assessments of the time value of money and risks specific to the asset, Impairment losses of continuing operations are recognised in the consolidated income statement in those expenses categories consistent with the function of impairment asset except for the property previously revaluated where the revaluation was taken to equity; In this case the impairment is also recognised in equity up to the amount of any previous revaluated.

#### Treasury stocks

The treasury shares (Company shares) are recorded with the cost and deducted from the owners' equity in the balance sheet, any profit or loss proceeds of disposing these treasury stocks are being recorded within the owners' equity.

#### **Accounting estimates**

The preparation of financial statements in accordance with Egyptian Accounting Standards requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses during the financial years, Actual results could differ from these estimates,

Those estimates are reviewed on regularly basis and any differences in the estimates in the date of examining those estimates will affect only the period under examination and if those differences will affect the current period and the coming periods those differences to be recorded in the current and future periods.

#### Income tax

Income tax is calculated in accordance with the Egyptian tax law,

Deferred income tax is recognized using the liability method on temporary differences between the amount attributed to an asset or liability for tax purposes (tax base) and its carrying amount in the balance sheet (accounting base) using the applicable tax rate,

Deferred tax asset is recognized when it is probable that the asset can be utilized to reduce future taxable profits and the asset is reduced by the portion that will not create future benefit.

#### Cash flow statement

The cash flow statement is prepared using the indirect method, for the purpose of preparing the cash flow statements, the cash and cash equivalent include cash on hand, cash at bank, short term deposits, treasury bills with maturity date three months or less deducting the bank overdraft – if any.

#### Borrowing

Borrowings are initially recognized at the value of the consideration received, Amounts maturing within one year are classified as current liabilities, unless the Company has the right to postpone the settlement for a period exceeding twelve months after the balance sheet date, then the loan balance should be classified as long term liabilities.

#### 31 December 2017

#### **Significant Accounting Policies (Continue)**

#### Borrowing costs

Borrowing costs are recorded in the statement of income as financing expenses except the borrowing costs directly related to the acquisition, construction or production of a qualifying assets which is included as part of the cost of the asset, the borrowing cost amount that will be capitalized is determined based on the actual borrowing cost.

Suspend capitalisation of borrowing costs during extended periods in which it suspends active development of a qualifying asset.

Cease capitalizing of the borrowing costs when substantially all the activities necessary to prepare the qualifying asset for its intended use or sale are complete.

#### **Expenses**

All expenses including operating expenses, general and administrative expenses and other expenses are recognized and charged to the statement of income in the financial year in which these expenses were incurred.

#### Cash & cash equivalent

For the purpose of preparing consolidated cash flow statement, cash and cash equivalent at banks and on hands, time deposits treasury bills maturity date within three months, checks under collection (banks checks and accepted cheeks) and banks overdraft that will be paid on demand that consider a part of the assets management system in the company.

#### **Dividends**

Dividends recognized as liability in the period in which the company General Assembly meeting decided to distribute profits.

#### Fair values

Fair Value of the financial assets and liabilities is included at the amount at which the instrument could be exchanged in a current transaction between two participants in the market at the measurement date, And the fair value measurement is assumed that that the transaction will be occur in the main market of the asset or the liability or the market with the most benefit to the asset or the liability.

The fair Value measured using the assumptions that the participant in the market will use to price the asset or the liability, assuming that the participants will work for their economic benefits.

The fair value measurement of non-financial asset considers the market participant ability to generate economic benefits but using the asset to the maximum acceptable level or by selling the asset to anther market participant who will use the asset with its maximum power.

For the current assets in an active market, the fair value is measured base on the quoted market prices,

The fair value of interest-bearing items is estimated based on discounted cash flows using interest rates for items with similar terms and risk characteristics.

For unquoted equity investments, fair value is determined by reference to the market value of a similar investment or is based on the expected discounted cash flows,

The company uses the appropriate valuation methods, in accordance to the related circumstances, in which sufficient information available to measure the fair value, therefore use the related inputs that can be considered and minimise the use of the inputs that cannot be considered.

The assets and liabilities that are measured at fair value or that disclosed in the financial statements in major categories are classified as all:

- Level one: using the quoted prices of the assets and liabilities in active markets.
- Level two: using the inputs that can be considered directly (quoted price) or indirectly (extract from the prices) to the asset or the liability.
- Level three: using the valuation methods that use inputs not based on the market information,

Regarding The assets and liabilities that will be recognize in the financial statement on regularly basis, the company determine wither there is a transfer from one level to another that occurs due to the reclassification of those items at the end of reporting period.

For fair value disclosures, the company classified its assets and liabilities based on their nature, characterise and related risks and to the above displayed levels.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

#### 3 - Segment information

The major segments in the company are the real estate and tourism segments, the profit and investments related to other segments are not significant and not required to be reported in accordance to that standard, the company considered all its revenues for the period ended 31 December 2017 based on one separate operational segment and disclose for the major segments in the accompanied notes.

Translation of Financial Statements originally issued in Arabic

Talaat Mostafa Group Holding Company "TMG Holding" S.A.E

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

# 4 PROPERTY AND EQUIPMENT - NET

| Cost  | Lands<br>LE | Buildings &<br>Constructions<br>LE | Motor<br>Vehicles<br>LE   | Tools &<br>Equipments<br>L.E | Furniture &<br>Fixtures<br>L.E | Computers<br>LE | Total<br>LE     |
|---|-------------|------------------------------------|---------------------------|------------------------------|--------------------------------|-----------------|-----------------|
| As of 1 January 2017                          | 577,557,286 | 3,257,688,032                      | 157,567,684               | 375,628,634                  | 518,256,461                    | 33,029,453      | 4,919,727,550   |
| Disposals                                     | 31,429,099  | 6,718,796                          | 27,849,919<br>(3,647,568) | 31,627,404<br>(9,492,036)    | 67,895,634 (19.815,085)        | 12,863,222      | 178,384,074     |
| As of 31 December 2017                        | 607,593,430 | 3,264,406,828                      | 181,770,035               | 397,764,002                  | 566,337,010                    | 44,624,345      | 5,062,495,650   |
| Accuminated depreciation<br>At 1 January 2017 | is.         | (429,937,256)                      | (101,411,982)             | (246,446,337)                | (315,530,763)                  | (18.791,153)    | (111)           |
| Depreciation for the period<br>Disposals      | <u>(</u> 1  | (43,680,588)                       | (20,268,823)              | (30,054,480)                 | (42,489,197)                   | (6,322,731)     | (142,815,819)   |
| As of 31 December 2017                        | ж           | (473,617,844)                      | (118,770,959)             | (270,032,061)                | (342,337,714)                  | (23,848,723)    | (1,228,607,301) |
| Net book value As of 31 December 2017         | 607,593,430 | 2,790,788,984                      | 62,999,076                | 127,731,941                  | 223,999,296                    | 20,775,622      | 3,833,888,349   |

First degree mortgage on the land of el Nile hotel, garden city – Cairo and all the building on it that to El Nile Co, also the garage and club land at 4 Ahmed Raghib St, garden city – Cairo
 First degree mortgage on the land and the building of four season hotel sharm el sheik in shark bay – sharm el sheik owned by Alexandria Saudi Co, for tourism investment
 First degree mortgage on the land and the building of four season hotel Nile plaza, Cairo owned by Nova Park Co, excluding the total sold or available for sale units and its share in the land.

| 142,815,819  |  |
|--|--|
| The depreciation are allocated to the following:<br>Depreciation expenses at the statement of profit or loss |  |
| 7,743,652  | (9,289,965)  |
| (35,615,974)   |  |
| sets   |  |
| Proceed from sale of fixed assets Cost of disposal fixed assets Accumulated depreciation of sold assets      | Net cost of fixed assets' disposal<br>Capital (Loss) |

Translation of Financial Statements originally issued in Arabic

Talaat Mostafa Group Holding Company "TMG Holding" S.A.E

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

# 4-PROPERTY AND EQUIPMENT (Continue)

|                                    | 068<br>1<br>1<br>148   | 36)<br>94)<br>490)<br>58   |
|------------------------------------|--|--|
| Total<br>LE                        | 4,823,507,068<br>115,400,041<br>(19,179,561)<br>4,919,727,548                            | (132,368,594)<br>(132,368,594)<br>16,478,090<br>(1,112,117,490)<br>3,807,610,058                             |
| Computers<br>LE                    | 22,887,485<br>11,751,641<br>(1,609,672)<br>33,029,454                                    | (16,156,533)<br>(4,223,670)<br>1,589,050<br>(18,791,153)<br>14,238,301                                       |
| Furniture &<br>Fixtures<br>LE      | 505,027,359<br>25,678,414<br>(12449,315)<br>518,256,458                                  | (285,212,869)<br>(40,978,479)<br>10,633,622<br>(315,557,726)<br>202,698,732                                  |
| Tools &<br>Equipments<br>LE        | 350,223,827<br>27,076,155<br>(1,671,348)<br>375,628,634                                  | (221,693,682)<br>(26,258,735)<br>1,533,043<br>(246,419,374)<br>129,209,260                                   |
| Motor<br>Vehicles<br>LE            | 138,912,336<br>22,104,573<br>(3,449,226)<br>157,567,683                                  | (86,531,298)<br>(17,603,059)<br>2,722,375<br>(101,411,982)<br>56,155,701                                     |
| Buildings &<br>Constructions<br>LE | 3,252,895,391<br>4,792,642<br>-<br>3,257,688,033   | (386,632,604)<br>(43,304,651)<br>(429,937,255)<br>2,827,750,778  |
| Lands<br>LE                        | 553,560,670<br>23,996,616<br>-<br>577,557,286  | 577,557,286  |
| Cost                               | As of 1 January 2016 Additions Disposals As of 31 December 2016 Accumulated depreciation | At 1 January 2016 Depreciation charge Disposals As of 31 December 2016 Net book value As of 31 December 2016 |

- First degree mortgage on the land of el Nile hotel, garden city - Cairo and all the building on it that to El Nile Co, also the garage and club land at 4 Ahmed Raghib St, garden city - Cairo - First degree mortgage on the land and the building of four season hotel sharm el sheik in sharm el sheik owned by Alexandria Saudi Co, for tourism investment

- First degree mortgage on the land and the building of four season hotel Nile plaza, Cairo owned by Nova Park Co, excluding the total sold or available for sale units and its share in the land.

| 132,368,594  |  |
|--|--|
| The depreciation are allocated to the following:<br>Depreciation expenses at the statement of profit or loss |  |
| 2,535,425  | (166,046)  |
| (19,179,561)   |  |
| Proceed from sale of fixed assets Cost of disposal fixed assets Accumulated depreciation of sold assets      | net cost of fixed assets" disposal<br>Capital (Loss) |

# 31 December 2017

#### 5 - INVESTMENT PROPERTIES

|   | <b>Buildings &amp; Constructions</b> | Furniture & Fixtures | Total            |
|---|--------------------------------------|----------------------|------------------|
| Cost  | LE                                   | LE                   | LE               |
| As of 1 January 2017  | 119,282,314                          | 13,610,293           | 132,892,607      |
| As of 31 December 2017  | 119,282,314                          | 13,610,293           | 132,892,607      |
| Accumulated depreciation  |                                      |                      | 23               |
| At 1 January 2017   | (16,375,197)                         | (2,046,036)          | (18,421,233)     |
| Depreciation charge   | (1,508,912)                          | (167,598)            | (1,676,510)      |
| As of 31 December 2017  | (17,884,109)                         | (2,213,634)          | (20,097,743)     |
| Net book value As of 31 December 2017   | 101,398,205                          | 11,396,659           | 112,794,864      |
| Net book value As of 31 December 2016   | 102,907,117                          | 11,564,257           | 114,471,374      |
| 6 - INTANGIBLE ASSETS   |                                      |                      |                  |
|   |                                      | 31/12/2017           | 31/12/2016       |
|   |                                      | LE                   | LE               |
| Computers and Software  |                                      | 682,199              | 3,005,967        |
| Additions   |                                      | 1,960,978            | 439,012          |
| Amortization  |                                      | (337,366)            | (2,762,780)      |
|   |                                      | 2,305,811            | 682,199          |
| 7 – FIXED ASSETS UNDER CONSTI   | RUCTIONS                             | 31/12/2017<br>LE     | 31/12/2016<br>LE |
| Villa – Sednawy   |                                      | 73,606,541           | 73,606,541       |
| Hotel Assets  |                                      | 21,399,123           | 3,567,645        |
| Dubai Site  |                                      | 15,852,435           | 15,098,008       |
| Luxor Project   |                                      | 71,928,397           | 71,743,839       |
| Sharm El Sheik Project Extension  |                                      | 2,602,556,097        | 1,827,969,751    |
|   |                                      | 2,785,342,593        | 1,991,985,784    |
| 8- GOODWILL   |                                      |                      |                  |
|   |                                      | 31/12/2017           | 31/12/2016       |
| Arah Company for Projects and III   | 1                                    | LE                   | LE               |
| Arab Company for Projects and Urban Do<br>Alexandria Company for Real Estate Inve | evelopment                           | 11,538,333,222       | 11,538,333,222   |
| Alexandria Company for Real Estate Inve   | estment                              | 2,043,149,242        | 2,563,149,242    |
|   |                                      | 13,581,482,464       | 14,101,482,464   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 9- INVESTMENTS IN ASSOCIATES

| Hill / TMG for Projects and Construction Management* Alexandria for coordinating and garden maintenance Cairo Medical City Co, Share of profits in Associates | Percentage<br>49%<br>47,5% | 31/12/2017<br>LE<br>2,176,199<br>-<br>7,500<br>773,697 | 31/12/2016<br>LE<br>2,029,989<br>2,786,495<br>7,500<br>(3,819,673) |   |
|---|----------------------------|--|--|---|
| F   |                            | 2,957,396  | 1,004,311  | _ |

<sup>\*</sup>The Board of directors agreed for the liquidation of Hill /TMG for constructions and projects management and the liquidation procedures under process.

|   | 31/12/2017  | 31/12/2016  |
|---|-------------|-------------|
| The associates companies assots & linkilled                     | LE          | LE          |
| The associates companies assets & liabilities: Long term assets |             |             |
| Current assets  | -           | 1,773,712   |
| Non- current liabilities  | 8,568,230   | 47,447,524  |
| · · · · · · · ·   | •           | 6,546       |
| Current liabilities   | 2,544,135   | 39,205,760  |
| The associates companies profit & losses:                       |             |             |
| Revenues  | -           | 52,287,152  |
| Net profit /loss  | 1,578,973   | 3,712,226   |
|   |             |             |
| 10- AVAILABLE FOR SALE INVESTMENTS                              |             |             |
|   | 31/12/2017  | 31/12/2016  |
|   | LE          | LE          |
| Available for sale investment – current                         |             |             |
| Housing Insurance Company                                       | 6,600,000   | 6,600,000   |
| Sahara North Marine Company                                     | •           | 18,240,562  |
| Egyptian For Real Estate refinance Company                      | 2,055,560   | 2,055,560   |
| Egyptian Company for Marketing and Distribution                 | 500,000     | 500.000     |
| Other Companies   | 95,775      | 95,775      |
|   | 9,251,335   | 27,491,897  |
| Available for sale investment - non current                     | , ,         |             |
| Hermes investment fund  | 86,642,518  | 93,591,278  |
| El Tameer for Real Estate Finance Company                       | 10,810,659  | 6,717,060   |
| Atrium Quality Contractors                                      | 550,000     | 0,717,000   |
| ,   | 98,003,177  | 100,308,338 |
|   |             | 100,308,338 |
|   | 107,254,512 | 127,800,235 |

Available for sale investments that have no market price and its fair value can't be properly determined due to the nature of the unpredictable future cash flows; therefore it was recorded at cost.

The available for sale investments are classified into current and non-concurrent assets based on the purpose of the investment whether the acquisition for keeping the investments.

Hermes investment fund amounted USD 4,882,020 equivalent to LE 86,642,518 as of 31 December 2017 and accounted at cost and the balance is valuated and this investment is recorded at cost and the balance in foreign currency is valuated and the valuation differences is presented in the other comprehensive income statement.

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# Talaat Mostafa Group Holding Company "TMG Holding" S.A.E

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

#### 11- INVESTMENTS IN FINANCIAL ASSETS HELD TO MATURITY

#### **Non - Current Investment**

This item amounted to LE 2,516,129,624 as of 31 December 2017 consists of:-2374979 bonds as follows:

| No,       | Face Value    | Yield | Maturity |
|-----------|---------------|-------|----------|
| 30,000    | 30,000,000    | 15%   | 2019     |
| 190,000   | 190,000,000   | 13%   | 2020     |
| 160,114   | 160,114,000   | 14%   | 2021     |
| 91,000    | 91,000,000    | 17%   | 2022     |
| 175,800   | 175,800,000   | 15%   | 2023     |
| 447,307   | 447,307,000   | 15%   | 2024     |
| 597,046   | 657,046,000   | 15%   | 2025     |
| 288,212   | 288,212,000   | 17%   | 2026     |
| 117,500   | 335,500,000   | 16%   | 2027     |
| 2,374,979 | 2,374,979,000 | _     |          |

The balance of bonds discounting issue amounted to 11,849,374 as of 31 December 2017 and it is amortized at the maturity date of the interest.

21/12/2017

31/12/2017

|  | 31/12/2U1/    | 31/12/2016    |
|--|---------------|---------------|
|  | LE            | LE            |
| Historical cost  | 2,374,979,000 | 1,838,479,000 |
| Bonds issue discount                                   | (11,908,694)  | (14,730,082)  |
| Amortized value  | 2,363,070,306 | 1,823,748,918 |
| Amortization of Bonds issue discount during the period | 59,318        | 2,175,612     |
| Balance of bonds                                       | 2,363,129,624 | 1,825,924,530 |
| Suez Canal Certificates                                | 153,000,000   | 153,000,000   |
|  | 2,516,129,624 | 1,978,924,530 |
|  |               |               |

<sup>- 153000</sup> Suez Canal Certificates maturity date is 2019 with 15,5% interest rate.

#### **Current Investment**

This item amounted to LE 554,404,102 as of 31 December 2017 as follows:

- Treasury Bills are 21311 T-Bills with nominal value LE 25,000 per T-Bill and maturity date in 2018.

|  | LE          | LE          |   |
|--|-------------|-------------|---|
| Treasury Bills   | 509,581,320 | 726,174,264 |   |
| Governmental Bonds- historical cost                    | 45,000,000  | 27,000,000  |   |
| Amortization of Bonds issue discount                   | (177,218)   | (61,902)    |   |
| Amortized value  | 554,404,102 | 753,112,362 | • |
| Amortization of Bonds issue discount during the period | <u>•</u>    | 58,919      |   |
|  | 554,404,102 | 753,171,281 | • |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 12- FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

|  | 31/12/2017       | 31/12/2016       |
|--|------------------|------------------|
|  | LE               | LE               |
| Certificate of Deposit and Investment Funds            | 3,129,702        | 22,016,786       |
| Financial Portfolios                                   | •                | 52,202,945       |
| Egyptian Cables Company                                | 9,651            | 9,541            |
|  | 3,139,353        | 74,229,272       |
| Market value   | 31 December 2017 | 31 December 2016 |
|  | LE               | LE               |
| Book value of marketable securities before revaluation | (20,169,657)     | (53,305,930)     |
| Market value   | 3,139,353        | 74,229,272       |
| Differences as in income statement                     | (17,030,304)     | 20,923,342       |
| 13- ACCOUNTS AND NOTES RECEIVABLE                      |                  |                  |
|  | 31/12/2017       | 31/12/2016       |
|  | LE               | LE               |
| Accounts Receivables                                   | 270,443,953      | 234,840,780      |
| Notes Receivables                                      | 18,061,776,225   | 15,289,616,733   |
| Provision for general Risk                             | (2,977,139)      | (2,624,447)      |
|  | 18,329,243,039   | 15,521,833,066   |

The accounts and notes receivable are due at 31 December 2017 the ageing analysis:

|                  | Balance        | year          | More than a year | More than<br>two years | More than<br>three years | More than four years | More than five years |
|------------------|----------------|---------------|------------------|------------------------|--------------------------|----------------------|----------------------|
| 31 December 2017 | 18,329,243,039 | 4,824,040,522 | 3,656,125,122    | 3,623,507,353          | 2,308,645,387            | 1,454,142,888        | 2,462,781,767        |
| 31 December 2016 | 15,521,833,066 | 4,595,016,815 | 2,791,167,660    | 2,353,232,220          | 1,866,095,056            | 1,298,147,571        | 2,618,173,744        |

The general risk provision is determined according to the authorized percentages determined by the Egyptian Financial supervisory Authority.

#### General Risk provision as follow:

|                                | 31/12/201/ | 31/12/2016 |
|--------------------------------|------------|------------|
|                                | LE         | LE         |
| Beginning balance for the year | 2,624,447  | 2,709,608  |
| Additions during the year      | 442,794    | -          |
| Used during the year           | (90,102)   | (85,161)   |
| Ending balance for the year    | 2,977,139  | 2,624,447  |

#### 14- DEVELOPMENT PROPERTIES

|  | LE              | LE              |
|--|-----------------|-----------------|
| Beginning Balance  | 19,896,624,611  | 19,214,437,756  |
| Additions for the period   | 8,618,393,875   | 3,643,233,449   |
| Capitalized costs during the year                                | 380,883,271     | 395,732,877     |
| Costs of delivered unites that accounted to the income statement | (4,485,530,163) | (3,356,779,471) |
|  | 24,410,371,594  | 19,896,624,611  |

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

#### 14- DEVELOPMENT PROPERTIES (Continue)

It presents the real estates that purchased, built or in the construction process to be sold in the ordinary business of the group and to be classified as real estates development and includes the following components:

- Land.
- Amounts paid to contractors including the cost of infra structures.
- Capitalized interests, designs, planning, site preparation, legal expenses and any indirect costs.
- The cost of the infra structures are disterputed to the projects and present part of the estimates cost to complete
  the project, this estimated costs is used to determine the cost of the recorded revenue.
- The duration of the projects is more than 10 years.

Land Consultations and Designs Construction Work Indirect Cost

| 31/12/2017     | 31/12/2016     |
|----------------|----------------|
| LE             | LE             |
| 10,218,588,864 | 6,522,016,331  |
| 251,180,127    | 174,614,900    |
| 11,464,416,618 | 9,334,310,002  |
| 2,476,185,985  | 3,865,683,378  |
| 24,410,371,594 | 19,896,624,611 |

- According to the contract with the new urban communities' authority, Arab company for projects and urban development received 8,000 Fadden to build Madinaty project on several phases against 7% of the total built up area of the apartments' buildings of the land project.
- The company recognizes the cost of the land as an asset against the obligations due to the new urban communities' authority in accordance to the estimated cost calculated according to the expected delivered units related to the phase that work started in it.
- In 2010 a verdict was issued for the case raised against the new urban communities' authority to cancel the contract of selling the land of Madinaty, A committee was formed by a resolution from the prime minster to adjust the legal situation of the land of Madinaty, the committee reached to a decision to resell the land of Madinaty to Arab company for projects and urban development with a new contract dated 8 November 2010 and the in kind amount should not be less than LE 9,9 billion, based on that the value of the land of Madinaty recorded above, will be considered up on signing the final contract of the land and in accordance to the actual cost that will be bearded due to the execution of the new contract, the project includes six phases and it is required to have the approval of the new urban communities' authority before start any phase and therefore the cost of the first phase of LE 3 billion is recorded and the estimated cost of the remaining phases will be recorded up on the approval of the new urban communities' authority and start the execution of that phase.
- A verdict was issued to accept the requests of the case no, 15777 for the year 65 J to accept the form and the subject to recognize the contract dated 8/11/2010 between the new urban communities' authority and the Arab Company for projects and urban development, and the court stated that the high committee for valuation in the general authority for governmental services to reevaluate the area that not yet booked and sold to the others.
- The Arab company for projects and urban development (one of subsidiaries) signed on 25 February 2015 the agreement with the New Urban Communities Authority (NUCA), and the adoption of the Cabinet to this agreement, Under this agreement, all disputes related to interpretation of mechanism, implementation, and determination of the 7% of the total built up area has been resolved, which present in-kind payment the in kind amount should not be less than LE 9,979 Billion- due to NUCA for the value of Madinaty land based on the contract concluded with NUCA in 2010 (all terms and conditions remain the same and unchanged), The 7% is calculated at 3,195 million sq., m of fully finished apartments that is currently under delivery and the remaining to be delivered over the life time of the project based on Madinaty land contract mentioned above, It was agreed also to pay a premium for the privilege of increasing the percentage of the regional services area while keeping the remaining components of the project the same, the amount to be paid is LE 1,122 Billion on installments for ten years.

#### 31 December 2017

#### 15- INVENTORY

|  | 31/12/2017  | 31/12/2016  |
|--|-------------|-------------|
|  | LE          | LE          |
| Hotels Operating Equipments & Supplies | 7,982,642   | 9,766,467   |
| Goods Stock                            | 51,450,238  | 20,048,513  |
|  | 59,432,880  | 29,814,980  |
| Amortized Hotel Inventory              | (1,458,013) | (1,783,825) |
|  | 57,974,867  | 28,031,155  |

#### 16 - PREPAID EXPENSES AND OTHER DEBIT BALANCES

|  | 31/12/2017    | 31/12/2016    |
|--|---------------|---------------|
|  | LE            | LE            |
| Advance Payment and Storage - Contractors and Accounts Payable | 2,171,106,789 | 1,181,448,119 |
| Contractors – Tashwinat  | 411,602,658   | 253,827,344   |
| Hotels Current Accounts  | 454,213,878   | 400,284,212   |
| Withholding taxes  | 9,991,666     | 12,980,105    |
| Deposit with Others  | 59,369,063    | 85,338,708    |
| Claim Debtors Water & Electricity                              | 124,170,979   | -             |
| Other Debit Balances   | 29,169,667    | 37,335,366    |
| Letter of credit   | 952,482       | 18,255,209    |
| Loans to Employees   | 5,514,782     | 464,598       |
| Other Debtors  | 5,590,743     | 68,363,959    |
| Prepaid expenses   | 60,973,246    | 14,232,340    |
| Amounts paid for investments in companies under incorporation  | 33,843,170    | 4,634,313     |
|  | 3,366,499,123 | 2,077,164,273 |
| Accrued Revenue  | 94,342,873    | 61,368,723    |
|  | 3,460,841,996 | 2,138,532,996 |
|  |               |               |

#### 17 - CASH ON HAND AND AT BANKS

|                        | Local Currency | Foreign Currency | 31/12/2017    | 31/12/2016    |
|------------------------|----------------|------------------|---------------|---------------|
|                        | LE             | LE               | LE            | LE            |
| Time Deposits          | 112,343,055    | 2,495,592,849    | 2,607,935,904 | 2,707,004,106 |
| Banks Current Accounts | 476,414,752    | 216,066,399      | 692,481,151   | 482,629,436   |
| Cash on Hand           | 27,909,273     | 24,694           | 27,933,967    | 25,550,998    |
| Treasury Bills         | 11,214,183     | (E)              | 11,214,183    | 42,574,094    |
|                        | 627,881,263    | 2,711,683,942    | 3,339,565,205 | 3,257,758,634 |

The foreign cash balances at banks are valuated as follow:

|                   | 31/12/2017    | 31/12/2016    |
|-------------------|---------------|---------------|
|                   | LE            | LE            |
| Egyptian pound    | 627,881,263   | 544,188,290   |
| American Dollar   | 2,705,604,343 | 2,709,305,738 |
| Sterling pound    | 246,114       | 52,309        |
| Euro              | 1,889,665     | 669,824       |
| Saudi Rayal       | 7,821         | 953           |
| Swiss frank       | 3,913,715     | 3,535,735     |
| Emirate dirham    | 17,363        | 5,785         |
| Australian Dollar | 4,921         | -             |
|                   | 3,339,565,205 | 3,257,758,634 |
|                   |               |               |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 17 - CASH ON HAND AND AT BANKS (Continue)

- -Time deposits established within three months.
- -Cheques under collection represent banks cheques and accepted cheques.

For the purpose of preparing cash flow statement, the cash and cash equivalents consists of:

| Cash on Hand and at Banks Banks Overdraft  | 31/12/2017<br>LE<br>3,339,565,205<br>(2,319,180)  | 31/12/2016<br>LE<br>3,257,758,634<br>(12,860,992)   |
|--|---|---|
| Cash and Cash Equivalents  | 3,337,246,025   | 3,244,897,642   |
| 18- CREDITORS AND NOTES PAYABLE  |   | , , , , , , , , , , , , , , , , , , ,   |
|  | 31/12/2017<br>LE  | 31 December 2016<br>LE  |
| Contractors and Suppliers  | 1,070,283,353   | 663,349,152   |
| Notes Payables   | 2,650,114,104   | 2,708,321,236<br>3,371,670,388  |
|  | 3,720,397,457   | 3,3/1,0/0,388   |
| 19- CUSTOMERS ADVANCE PAYMENT  |   |   |
| Customers down payment (Al Rehab Project) Customers down payment (Al Rehab 2 Project) Customers down payment (Madinaty Project) Customers down payment (Al Rabwa Project) Customers down payment (San Stefano Project) | 31/12/2017<br>LE<br>1,482,383,754<br>4,843,576,688<br>17,581,123,091<br>210,395,793<br>486,300<br>24,117,965,626                                      | 31 December 2016<br>LE<br>1,509,872,251<br>6,016,396,273<br>12,312,458,533<br>510,253,175<br>8,865,440<br>20,357,845,672                                      |
| 20- DIVIDEND PAYABLE   |   |   |
| Shareholders share Board of directors share Employees share  | 31/12/2017<br>LE<br>483,822<br>249,448,845<br>635,530<br>250,568,197  | 31 December 2016<br>LE<br>6,700,336<br>62,832,764<br>635,530<br>70,168,630  |
| 21- ACCRUED EXPENSES AND OTHER CREDIT BALANCES   |   |   |
| Retentions Other Credit Balances Accrued Expenses and Creditors Insurance for Other Due to Customers Contribution to the establishment - renew the club Club Subscriptions Insured units                               | 31/12/2017<br>LE<br>954,959,237<br>330,751,960<br>66,940,533<br>7,394,761<br>6,198,752<br>55,610,041<br>525,218,936<br>3,904,810,201<br>5,851,884,421 | 31 December 2016<br>LE<br>682,456,179<br>274,709,021<br>230,756,500<br>72,218,637<br>6,000,332<br>45,754,510<br>674,982,137<br>2,891,873,057<br>4,878,750,373 |

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

#### 22 - CAPITAL

The company's authorized capital amounted to LE 50,000,000 and the issued and paid up capital LE 6,000,000 divided over 600000 share of LE 10 par value each in 3 April 2007,

According to the extra ordinary general assembly meeting dated 6 October 2007, the company's authorized capital was increased by LE 29,950,000,000 to become LE 30,000,000,000 and the issued and paid capital was amended to be LE 18,152, 035,500 divided over 1,815,203,550 share of LE 10 par value each through share swap with the subsidiaries companies.

According to the extra ordinary general assembly meeting dated 28 October 2007, the company's issued and paid capital was increased to be LE 20,302,035,500 divided over 2,030,203,550 shares recorded in the commercial register on 25 November 2007.

The amount increased amounted to 2,150,000,000 was paid with a premium share amounted to LE 1, 6 per share by total amount LE 344,000,000.

According to the extra ordinary general assembly resolution dated 24 March 2010, The issued capital was reduced by the treasury stocks amounted of LE 169,720,520 par value as more than one year passed from the date of purchase and the issued capital is LE 20,132,314,980 (Twenty milliard and one hundred and thirty two million and fourteen thousand and nine hundred and eighty pound) Distributed to 2013231498 shares, recorded in the commercial register on 18 May 2010.

The extra ordinary general assembly resolution dated 31 March 2011concent on increase the issued capital by issuing bonus shares deducted from the retained earnings to be LE 20,635,622,860 par value LE 10 per share dividend to 2,063,562,286 shares, recorded in the commercial register on 24 May 2011.

#### 23 - LEGAL RESERVE

Legal reserve amounted to 250,250,347 as of 31 December 2017 represents the transferred amount of the shares Premium amounted to LE 344,000,000, and LE 1, 6 per share, part of the premium amounted to LE 185,880,702 was used to cover the IPO expenses, the remaining balance of LE 158,119,298 was transferred to the legal reserve, as well 5% of the net profit of the retained earnings of the prior years was also transferred to the legal reserve.

#### **24- GENERAL RESERVES**

The general reserve balance amounted LE 61,735,404 as of 31 December 2017 includes amount of LE 25,747,613 represents the different results from shares swap of the company with the subsidiaries amounted according to the Extra Ordinary General Assembly Meeting dated 6 October 2007 to transfer the different to general reserve.

In addition to amount of LE 35,987,791 represent the difference between the par value and the book value of the treasury stocks that were redeemed according to the extraordinary general assembly resolution dated 24 March 2010.

#### 25- UNREALIZED GAIN ON AVAILABLE FOR SALE INVESTMENTS

The revaluation of available for sale investments balance amounted LE 46,462,208 as of 31 December 2017 represents the foreign exchange impact due valuation of the foreign available for sale investments as follows:

|  | 51/12/2017<br>LE | 31/12/2016<br>LE |
|--|------------------|------------------|
| Net unrealized gain on available for sale investment | 46,852,929       | 52,249,264       |
|  | 46,852,929       | 52,249,264       |

21/12/2015

21/12/2017

21/12/2016

21/12/2017

#### Talaat Mostafa Group Holding Company "TMG Holding" S.A.E

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS 31 December 2017

#### **26- LOANS AND FACILITIES**

|                  | Short Term    | Long Term     | 31/12/2017    | 31/12/2016    |
|------------------|---------------|---------------|---------------|---------------|
|                  | LE            | LE            | LE            | LE            |
| Banks Facilities | 1,726,561,168 | -             | 1,726,561,168 | 945,380,894   |
| Loans *          | 555,186,788   | 2,948,560,045 | 3,503,746,833 | 3,788,788,724 |
|                  | 2,281,747,956 | 2,948,560,045 | 5,230,308,001 | 4,734,169,618 |

The loans and bank facilities are:

|                              | Bank facilities | Loans         | Amount in original currency |
|------------------------------|-----------------|---------------|-----------------------------|
|                              | LE              | LE            |                             |
| Bank Audi                    | 106,090         | 9             | 2                           |
| Arab African international   | -               | 162,740,385   | -                           |
| Arab bank                    | -               | 41,596,928    | -                           |
| Cairo bank                   | 12,230,665      | 5             |                             |
| Feisal Islamic bank          | -               | 66,666,656    | -                           |
| Abou Dhabi Islamic bank      | 125,970,661     | ≅             | 2                           |
| Qatar national bank          | 386,969,017     | -             | •                           |
| National bank of Egypt       | 43,680,472      | -             | -                           |
| Misr Iran bank               | 30,833,139      | -             | -                           |
| Arab bank                    | 318,843,604     | -             | <u> </u>                    |
| Emirates Dubai national bank | 152,822,986     | -             | -                           |
| Kuwait national bank         | 262,764,353     | _             | -                           |
| Arab investment bank         | 115,794,052     | -             | -                           |
| Export development bank      | 92,544,972      | -             | -                           |
| Bank Misr                    | 184,032,525     | -             | -                           |
| Al Ahly united bank - Euro   | -               | 212,600,000   | 10,000,000 €                |
| Al Ahly united bank - Dollar | -               | 3,020,142,864 | 170,244,806\$               |
|                              | 1,726,561,168   | 3,503,746,833 |                             |

<sup>\*</sup> The instalments due within the following period is recorded in the current liabilities and the loans are granted with commercial papers and financial securities in addition to fixed assets as follows:

- First degree mortgage on the land of san Stefano project Alexandria at 339 El gheish road, san Stefano- el raaml,
   Alexandria and all the building on it that owned by both san Stefano for real estate investment and san Stefano for tourism investments.
- First degree mortgage on the land of el Nile hotel, garden city Cairo and all the building on it that to El Nile Co, also the garage and club land at 4 Ahmed Raghib St, garden city Cairo.
- First degree mortgage on the land and the building of four season hotel sharm el sheik in shark bay sharm el sheik owned by Alexandria Saudi Co, for tourism investment.
- First degree mortgage on the land and the building of four season hotel Nile plaza, Cairo owned by Nova Park Co, excluding
  the total sold or available for sale units and its share in the land.

#### 27- NON -CURRENT LIABILITIES

|   | 31/12/2017    | 31/12/2016    |
|---|---------------|---------------|
|   | LE            | LE            |
| New Urban Communities Authority           | 4,169,619,381 | 1,785,247,224 |
| General authority for tourism development | <u>•</u>      | 7,101,627     |
|   | 4,169,619,381 | 1,792,348,851 |

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 28- INCOME TAX AND DEFERRED TAX LIABILITY

The income tax was calculated as follows:

|  | 31/12/2017    | 31/12/2016    |
|--|---------------|---------------|
|  | LE            | LE            |
| Net book profit before tax                                     | 1,793,320,158 | 1,247,683,698 |
| Adjustments to the net book profit to reach the net tax profit | (90,660,438)  | 618,903,148   |
| Net taxable profit   | 1,702,659,720 | 1,866,586,846 |
| Income Tax with rate 22,5%                                     | 383,098,437   | 407,465,453   |
| Income Tax of other comprehensive income                       | <u>-</u>      | 12,516,587    |
| Income tax for the period                                      | 383,098,437   | 419,982,040   |
| Accrued income tax movement during the year:                   |               |               |
|  | 31/12/2017    | 31/12/2016    |
|  | LE            | LE            |
| Balance at the beginning of the year                           | 379,831,696   | 438,025,128   |
| Additions during the year                                      | 383,098,437   | 419,982,040   |
| Paid amounts   | (247,781,418) | (478,175,472) |
| Balance at the end of the year                                 | 515,148,715   | 379,831,696   |
|  |               | <del></del>   |

The balance of deferred tax liabilities in 31 December 2017 is LE 108,304,598 which represents the different between accounting basis and tax basis and it's calculation as follow:

|                                      | 31/12/2017    | 31/12/2016   |
|--------------------------------------|---------------|--------------|
|                                      | LE            | LE           |
| Balance at the beginning of the year | (81,062,572)  | (69,824,319) |
| Deferred tax current                 | (27,242,026)  | (11,238,253) |
| Balance at the end of the year       | (108,304,598) | (81,062,572) |

#### 29- REVENUE AND COST OF REVENUE

|                                | 31/12/2017                             | 31/12/2016    |
|--------------------------------|--|---------------|
|                                | LE                                     | LE            |
| -Revenue from Sold Units       | 6,406,397,355                          | 5,280,328,811 |
| -Revenue from Hotels Operation | 1,116,125,515                          | 740,777,056   |
| -Services Revenues             | 1,011,746,449                          | 555,593,743   |
| Total Revenues *               | 8,534,269,319                          | 6,576,699,610 |
| -Cost of Sold Units            | 4,067,050,279                          | 3,356,779,471 |
| - Cost of Hotels Operation     | 695,422,575                            | 364,217,518   |
| -Cost of Sold Services         | 652,965,161                            | 474,646,496   |
| Total Cost **                  | 5,415,438,015                          | 4,195,643,485 |
|                                | ······································ |               |

21/12/2017

21/12/2016

<sup>\*</sup> The supervision revenue has been eliminated in amount LE 9,459,079

<sup>\*\*</sup> The supervision cost has been eliminated in amount LE 369,412,820

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 29- REVENUE AND COST OF REVENUE (Continue)

Herein under the sectors analysis:

| Tierem under the see       | Real Estate        | Tourism & other    | General        | 31/12/2017     | 31/12/2016     |
|----------------------------|--------------------|--------------------|----------------|----------------|----------------|
|                            |                    | recurring revenues |                |                |                |
|                            | LE                 | LE                 | LE             | LE             | LE             |
| Revenue                    | 6,422,251,528      | 2,112,017,791      | -              | 8,534,269,319  | 1,213,746,074  |
| Cost of goods sold         | 4,088,513,420      | 1,326,924,595      | -              | 5,415,438,015  | 861,738,040    |
| Gross Profit               | 2,333,738,108      | 785,093,196        | (a)            | 3,118,831,304  | 352,008,034    |
| Depreciation               | 53,369,483         | 91,460,212         | -              | 144,829,695    | 33,070,116     |
| Credit Interest            | -                  | 121                | 188,286,732    | 188,286,732    | 16,491,036     |
| Investments Revenue        | **                 | -                  | 253,205,467    | 253,205,467    | 18,139,900     |
| Other Revenue              | ( <del>4</del> .9) | -                  | 46,369,812     | 46,369,812     | 29,815,506     |
| Income Tax                 | -                  | -                  | (410,340,463)  | (410,340,463)  | 92,377,660     |
| <b>Total Profits</b>       | 1,078,572,733      | 451,127,166        | (146,720,204)  | 1,382,979,695  | 207,809,579    |
| Assets                     | 48,586,229,856.00  | 6,655,360,780.00   | -              | 55,241,590,636 | 43,055,743,124 |
| Financial<br>Investment    | -                  | -                  | 3,183,884,986  | 3,183,884,986  | 2,294,788,366  |
| Unallocated Assets         | -                  | -                  | 14,693,991,874 | 14,693,991,874 | 15,609,759,010 |
| <b>Total Assets</b>        | 48,586,229,856     | 6,655,360,780      | 17,877,876,860 | 73,119,467,496 | 60,960,290,500 |
| Liabilities                | 39,848,513,059     | 3,979,674,543      | -              | 43,828,187,602 | 33,318,418,365 |
| Unallocated<br>Liabilities | -                  | -                  | 138,356,900    | 138,356,900    | 96,633,274     |
| <b>Total Liabilities</b>   | 39,848,513,059     | 3,979,674,543      | 138,356,900    | 43,966,544,502 | 33,415,051,639 |
|                            |                    |                    |                |                |                |

#### 30- DIVIDENDS FROM FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

|   | 31/12/2017 | 31/12/2016 |
|---|------------|------------|
|   | LE         | LE         |
| Sahara North Al Baharia                 | 1,927,304  | 476,666    |
| CIB Bank                                | 65,000     | 101,250    |
| Escan for Insurance                     | •          | 1,039,500  |
| EL Swedy Electric                       | 168,000    | 145,000    |
| EL Tameer For Real Estate refinance Co, | 431,117    | 579,913    |
| Sidi Krir Co,                           | •          | 105,000    |
| EFG-Hermes Co,                          | 687,500    | -          |
| Oriental weavers Co,                    | 140,000    | -          |
| Other companies                         | 275,494    | 498,200    |
|   | 3,694,415  | 2,945,529  |

#### 31- GAIN (LOSS) FROM SALE FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

|  | 31/12/2017   | 31/12/2016   |
|--|--------------|--------------|
|  | LE           | LE           |
| Sale price of financial investments      | 121,524,854  | 41,842,417   |
| Book value of sold financial investments | (92,534,972) | (37,254,480) |
|  | 28,989,882   | 4,587,937    |

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

31 December 2017

#### 32- (LOSS) FROM SALE AVAILABLE FOR SALE INVESTMENTS

| Sale price of financial investments Book value of sold financial investments  33- OTHER INCOME                                | 31/12/2017<br>LE<br>14,831,007<br>(18,240,562)<br>(3,409,555) | 31/12/2016<br>LE<br>-<br>-<br>-  |
|---|---|--|
| of OHIDA INCOME   |   |  |
| Net revenue from El Rehab Club and Madinaty Club operation<br>British school<br>Rents from rental units and usufruct<br>Other | 31/12/2017<br>LE<br>-<br>-<br>30,064,825<br>16,834,187        | 31/12/2016<br>LE<br>7,935,800<br>2,400,000<br>35,592,388<br>24,788,783 |
|   | 46,899,012  | 70,716,971   |
| 34-CREDIT INTEREST, BONDS, T-BILLS REVENUES   | 31/12/2017<br>LE  | 31/12/2016<br>LE   |
| Credit interest   | 188,286,732   | 80,077,885   |
| Bonds   | 18,868,050  | 5,996,474  |
| Treasury Bills  | 68,268,972  | 50,188,774   |
|   | 275,423,754   | 136,263,133  |
| Change in accrued revenues (note 16)  | (32,974,150)  | (11,359,149)   |
|   | 242,508,922   | 124,903,984  |

#### 35- Cash Adjustments

Net non-cash adjustments reached EGP60,127,185 representing elimination of transactions between subsidiaries, employee income appropriations, as well as changes in non-controlling interests, as follows:

- Employee appropriations and adjustments in Arab Company for Projects and Urban Development and its subsidiaries amounting to EGP97,055,696.
- Employee appropriations, adjustments and reserve movements in San Stefano for Real Estate Investment Company and its subsidiaries amounting to EGP2,698,124.
- Employee appropriations, adjustments and reserve movements in Alexandria for Real Estate Investment Company and its subsidiaries amounting to EGP24,143,764.
- Changes in non-controlling interest and adjustments in Arab Company for Touristic and Hotel Investments and its subsidiaries amounting to EGP63,601,424.

#### **36-TAX SITUATION**

#### Talaat Mostafa group holding company

#### a. Corporate tax

The tax return was presented on time and no tax inspection yet.

#### b. Salary tax

The company pays the deducted income tax of the employees on monthly basis and the quarterly income tax returns are presented to the tax authority on time.

#### c. Stamp tax

The company pays the stamp tax on time to the tax authority specially the stamp tax due to the advertising expenses.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 36-TAX SITUATION (Continue)

#### Arab company for projects and urban development

#### a. Corporate tax

- The company presents its tax returns regularly and according to the legal times, the years till 2002 were examined and form no, (9-a) are received and the company paid the amounts due taking into consideration,
- That the company protest against what is stated in those forms regarding year 1996 (period before incorporation).
- For years 2003-2006 the company examined and the company has been informed and protested against it,
- For years 2007-2013 the company informed with tax form 19 and the file transferred to internal tax committee.
- The years from 2014-2015 not yet examined,
- According to the court appeal no 4233 dated 25 July 2004 the company's project is tax exempted beginning 1 January 1997 for the phase I, beginning 1 January 1998 for the phase II and phase III for ten years also the phase IV and Phase V are exempted.

#### b. Salary tax

- The company pays the deducted income tax of the employees on regularly basis, The Company's records were inspected till 2004 and settlement is done to that date.
- The Company's records were inspected for the years 2005 till 2009 and paid the amount due.
- For the years 2010 till 2013 the tax returns are presented and amounts due are paid within the legal dates.
- The years from 2014-2015 not yet examined.

#### c. Stamp tax

Tax inspection took place for the Company's records for the years till 2010 and all tax due were paid; the company pays the stamp tax due on monthly basis according to law no, 11 for the year 1980 and adjusted by law no, 143 for the year 2006.

#### San Stefano Company for real estate investments

#### a. Corporate tax

- The Company's records were inspected till 2006 and paid the amount due; the tax returns are submitted within the legal dates.

#### b. Salary tax

- The Company's records were inspected till 2005 and paid the amount due, the following years are under inspection.
- The company presents the tax returns and pays the amounts due within the legal dates.

#### c. Stamp tax

- Tax inspection took place for the Company's records for the years till 2007 and all tax due were paid,

#### Alexandria Company for real estate investments

#### a. Corporate tax

- The company submits the tax returns within the legal dates.
- The Company's records were inspected till 2005 and paid the amount due.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### **36-TAX SITUATION (Continue)**

#### b. Salary tax

- The Company's records were inspected till 2007 and paid the amount due.
- The company pays the tax due on regularly basis to the tax authority.

#### c. Stamp tax

- The Company's records were inspected and settled till 2006 and the tax due was paid.
- No tax inspection took place for the years 2006 till 2011.

#### Arab company for hotels and tourism investments

#### a. Corporate tax

No tax inspection took place till 2008 and the company submits the annual tax return according to form (28) within the legal dates and paid the amounts due accordingly.

#### b. Salary tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- The company submits the tax returns within the legal dates.

#### c. Stamp tax

-No tax inspection took place for the years 2005 till 2016.

#### Alexandria for Urban projects

#### a. Corporate tax

- The company submits the tax returns within the legal dates.
- The Company's records were inspected and settled till 2006 and the tax due was paid; the company enjoy a
  tax holiday under the new urban societies law.

#### b. Salary tax

- The company pays the deducted income tax of the employees on regularly basis within the legal dates and the tax return was presented according to law no, 91 for the year 2005.

#### Al rabwa for entertainment services

#### a. Corporate tax

- The company submits the tax returns within the legal dates.
- The Company's records were inspected and settled till 2004.
- The company enjoy a tax holiday under the new urban societies law.

#### b. Salary tax

- The company pays the deducted income tax of the employees on regularly basis within the legal dates.
- The Company's records were inspected and settled till 2006 and the tax due was paid.

#### c. Stamp tax

- No tax inspection took place till 2007.
- The Company's records were inspected and settled till 2001 and the tax due was paid.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### 36-TAX SITUATION (Continue)

#### d. Sales tax

- The company submits the sales tax returns within the legal dates.

#### Al Masria for development and real estate projects

#### a. Corporate tax

- The company submits the tax returns within the legal dates.
- The Company's records were inspected till 2004 and the tax assessment is not yet received
- Tax inspection took place for 2005.

#### b. Salary tax

- The Company's records were inspected till 2000 and paid the amount due,
- The Company's records were inspected for the years 2001 till 2004 and the tax assessment is not yet received.
  - -No tax inspection took place from 2005.

#### c. Stamp tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- No tax inspection took place for the years till 2009.

#### El Nile for hotels

- The company submits the tax returns within the legal dates and the tax due is paid if exists.

#### San Stefano For tourism investment

- The company enjoy a tax holiday for 5 years from operation date and No tax inspection took place,
- The company submits the tax returns within the legal dates.

#### Nova Park - Cairo Company

#### a. Corporate tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- The company submits the tax returns within the legal dates and paid the amounts due accordingly.

#### b. Salary tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- The company pays the deducted income tax of the employees on regularly basis within the legal dates; the company submits the quarterly salary tax return within the legal dates.

#### c. Stamp tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- The company pays the stamp tax on time specially the stamp tax due to the advertising expenses.

#### Alexandria Saudi Company for tourism projects

#### a. Corporate tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- The company submits the tax returns within the legal dates and paid the amounts due accordingly.
- The company enjoy a tax holiday for 10 years ended in 31 December 2011.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 31 December 2017

#### **36-TAX SITUATION (Continue)**

#### b. Salary tax

- The Company's records were inspected and settled till 2004 and the tax due was paid.
- The company pays the deducted income tax of the employees on regularly basis within the legal dates; the company submits the quarterly salary tax return within the legal dates.

#### c. Stamp tax

- The Company's records were inspected and settled till 2006 and the tax due was paid.
- The company pays the stamp tax on time specially the stamp tax due to the advertising expenses.

#### Mayfair Company for entertainment services

#### a. Corporate tax

- The company starts operation in 2005 and no tax inspection took place till the date of issuing the financial statements and the company enjoy a tax holiday under the new urban societies, law.

#### b. Salary tax

- The company pays the deducted income tax of the employees on regularly basis within the legal dates.

#### c. Stamp tax

- No tax inspection took place till to the date of issuing the financial statements.

#### d. Sales tax

- The company submits and pays the sales tax returns on monthly basis.

#### Port Venice for tourism development

#### a. Corporate tax

The company does not start its activities yet and enjoy a tax holiday under the investments guarantees and bonus law but the company submits the annual tax return according to the income tax law no,91 for the year 2005.

#### b. Salary tax

 There is no amount subject to income tax for the salaries as the company does not start its activities yet and no tax inspection took place yet.

#### c. Stamp tax

No tax inspection took place till to the date of issuing the financial statements.

#### d. Sales tax

- The company is not subject to sales tax law.

#### 37- RELATED PARTY TRANSACTIONS

To accomplish the company's objectives, the company deals with some related companies with the same terms of the other parties, it delegates some assignments in El Rehab City's project to them, and it may as well Pay off or settle some balances on behalf of them, these transactions balances appeared in the Assets and Liabilities in the Balance Sheet.

Alexandria Company for construction S.A.E is the main contractor for the companies' projects under the contracts signed by the companies.

TMG Company for real estate and tourism investment - some of the board members participate in it - owns 44.6% of Talaat Mostafa Group Holding.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS 31 December 2017

#### 37- RELATED PARTY TRANSACTIONS (Continue)

The related party transactions that is included in the balance sheet statement:

|   | For the Year Ended 31 December 2017 | For the Year Ended 31 December 2016 |
|---|-------------------------------------|-------------------------------------|
|   | Notes payable                       | Notes payable                       |
| Alexandria for Constructions Company  | 3,442,215                           | 31,638,179                          |
| Alexandria for landscaping and maintenance  | •                                   | 1,364,583                           |
| The Authorita for tall to the first | Debit balance                       | Debit balance                       |
| Alexandria for Constructions Company  | 2,257,064                           | 3,041,742                           |
| , mexameria for Communications  | Credit balance                      | Credit balance                      |
| Alexandria for Constructions Company  | 509,402                             | 205,486,245                         |
| Alexandria for landscaping and maintenance  | •                                   | 9,343                               |

#### 38- CONTINGENT AND OTHER OBLIGATION CONTRACTED

There's no any contingent obligations unrecorded in the financial statements,

# 39-FINANCIAL RISK MANAGEMENT POLICIES AND OBJECTIVES

The Company has exposure to the following risks from its use of financial instruments:

- a) Credit risk.
- b) Market risk.
- c) Liquidity risk.

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk, and the Company's management of capital.

The Board of Directors of the Parent Company has overall responsibility for the establishment and oversight of the Company's risk management framework, The Company's senior management are responsible for developing and monitoring the risk management policies and report regularly to the Parent Company on their activities.

The Company's current financial risk management framework is a combination of formally documented risk management policies in certain areas and informal risk management policies in other areas.

#### a) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, The Company is exposed to credit risk principally from its receivables from customers, due from related parties, other receivables and from its financing activities, including deposits with banks and financial institutions.

#### Trade and notes receivables

The Company has entered into contracts for the sale of residential and commercial units on an instalment basis, The instalments are specified in the contracts, The Company is exposed to credit risk in respect of instalments due, However, the legal ownership of residential and commercial units is transferred to the buyer only after all the instalments are recovered, In addition, instalment dues are monitored on an ongoing basis with the result that the Company's exposure to bad debts is not significant.

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer, The demographics of the Company's customer base, including the default risk of the industry and country, in which customers operate, has less influence on credit risk, The Company earns its revenues from a large number of customers.

#### 31 December 2017

#### 39-FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (Continue)

#### Other financial assets and cash deposits

With respect to credit risk arising from the other financial assets of the Company, which comprise bank balances and cash, financial assets at amortised cost, the Company's exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these assets.

Credit risk from balances with banks and financial institutions is managed by local Company's treasury supported by the Parent Company, The Company limits its exposure to credit risk by only placing balances with international banks and local banks of good repute, Given the profile of its bankers, management does not expect any counterparty to fail to meet its obligations.

#### Due from related parties

Due from related parties relates to transactions arising in the normal course of business with minimal credit risk, with a maximum exposure equal to the carrying amount of these balances.

#### b) Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices, such as currency risk and interest rate risk, which will affect the Company's income, Financial instruments affected by market risk include interest-bearing loans and borrowings, and deposits, The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return, The Company does not hold or issue derivative financial instruments.

#### Exposure to interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates, The Company's exposure to the risk of changes in market interest rates relates primarily to the Company's obligations with floating interest rates and interest bearing time deposits, Interest on financial instruments having floating rates is re-priced at intervals of less than one year.

Since the interest rate on the loans and financial obligations is an imfloating interest rate, the effect of the change in the interest rate will display in the financial statmenets of the company.

|                     | 31 December 2017 |                  | 31 December : | 2016             |  |
|---------------------|------------------|------------------|---------------|------------------|--|
|                     | Change           | Effect on profit | Change in     | Effect on profit |  |
|                     | in rate          | before tax       | rate          | before tax       |  |
|                     |                  | EGP              |               | EGP              |  |
| Financial asset     | +1%              | 26,079,359       | +1%           | 27,070,041       |  |
|                     | - 1%             | (26,079,359)     | - 1%          | (27,070,041)     |  |
| Financial liability | +1%              | (52,727,230)     | +1%           | (47,341,696)     |  |
| •                   | - 1%             | 52,727,230       | - 1%          | 47,341,696       |  |

#### Exposure to foreign currency risk

The company exposed to the foreign currency risk mainly for the long term loans in us dollars, the following tables demonstrate the sensitivity to a reasonably possible change in USD, EUR, GBP, SAR and AED exchange rates, with all other variables held constant, The company's exposure to foreign currency changes for all other currencies is not material.

#### 31 December 2017

#### 39-FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (Continue)

|     | 31 December 20<br>Change in<br>rate | D17<br>Effect on profit<br>before tax<br>EGP | 31 December 2016<br>Change in rate | Effect on profit<br>before tax<br>EGP |
|-----|-------------------------------------|--|------------------------------------|---------------------------------------|
| USD | +10%                                | 270,560,434                                  | +10%                               | 270,930,574                           |
|     | -10%                                | (270,560,434)                                | -10%                               | (270,930,574)                         |
| EUR | +10%                                | 188,967                                      | +10%                               | 66,982                                |
|     | -10%                                | (188,967)                                    | -10%                               | (66,982)                              |
| GBP | +10%                                | 24,611                                       | +10%                               | 5,231                                 |
|     | -10%                                | (24,611)                                     | -10%                               | (5,231)                               |
| SAR | +10%                                | 782  | +10%                               | 95                                    |
|     | -10%                                | (782)  | -10%                               | (95)                                  |
| SF  | +10%                                | 391,372                                      | +10%                               | 353,574                               |
|     | -10%                                | (391,372)                                    | -10%                               | (353,574)                             |
| AED | +10%                                | 1,736  | +10%                               | 579                                   |
|     | -10%                                | (1,736)                                      | -10%                               | (579)                                 |
| AUD | +10%                                | 492  | +10%                               | -                                     |
|     | -10%                                | (492)  | -10%                               | 750                                   |

#### c) Liquidity risk

The cash flows, funding requirements and liquidity of the Company are monitored by local company management supported by the Parent Company, The Company's objective is to maintain a balance between continuity of funding and flexibility through the use of bank borrowings, The Company manages liquidity risk by maintaining adequate reserves and borrowing facilities, by continuously monitoring forecasted and actual cash flows and matching the maturity profiles of financial assets and liabilities.

The Company currently has sufficient cash on demand to meet expected operational expenses, including the servicing of financial obligations.

The table below summarises the maturity profile of the Company's financial liabilities based on contractual undiscounted payments.

#### Financial liabilities

|   | Less than 3<br>Months                                 | 3 to 12 months                                   | 1 to 5<br>years                                | Over<br>5 years                          | Total  |
|---|---|--|--|--|--|
| As at 31 December 2017 Bank Facilities Loans Creditors and Notes Payable Retentions | 1,726,561,168<br>47,898,000<br>702,370,010<br>127,414 | -<br>507,288,788<br>2,360,041,520<br>947,683,895 | -<br>2,034,807,009<br>365,262,246<br>7,142,442 | -<br>913,753,036<br>292,723,681<br>5,486 | 1,726,561,168<br>3,503,746,833<br>3,720,397,457<br>954,959,237 |
| Accrued Expense and Other Credit<br>Balances<br>Insured units<br>Income tax payable | 208,073,963   | 571,022,436<br>-<br>511,449,684                  | -<br>3,699,031                                 | 23,109,202<br>3,904,810,201              | 992,114,984<br>3,904,810,201<br>515,148,715                    |
|   | 2,685,030,555   | 4,897,486,323                                    | 2,600,820,111                                  | 5,134,401,606                            | 15,317,738,595   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS 31 December 2017

#### 31 December 2017

#### 39-FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (Continue)

|   | Less than 3<br>Months | 3 to 12 months | l to 5<br>years | Over<br>5 years | Total          |
|---|-----------------------|----------------|-----------------|-----------------|----------------|
| As at 31 December 2016                    |                       |                |                 |                 |                |
| Bank Facilities                           | 945,380,894           | -              | =               | -               | 945,380,894    |
| Loans                                     | 320,188,636           | 445,951,497    | 2,440,298,000   | 582,350,591     | 3,788,788,724  |
| Creditors and Notes Payable               | 441,167,089           | 983,238,766    | 1,395,541,710   | 551,722,823     | 3,371,670,388  |
| Retentions                                | -                     | 682,456,179    | -               | -               | 682,456,179    |
| Accrued Expense and Other Credit Balances | 40,423,091            | 320,943,978    | 943,054,068     | 2,891,873,057   | 4,196,294,194  |
| Income tax payable                        | 379,831,696           | <u>-</u>       | -               | -               | 379,831,696    |
|   | 2,126,991,406         | 2,432,590,420  | 4,778,893,778   | 4,025,946,471   | 13,364,422,075 |

#### 40-FAIR VALUE OF THE FINANCIAL INSTRUMENTS

The financial instruments are represented in financial assets and financial liabilities, the financial assets include cash on hand and at banks, account receivable, debtors and other debit balances, the financial liabilities include banks overdrafts, accounts payable, creditors and other credit balances.

The fair value of the financial assets and financial liabilities are not substaintialy differed from the recorded book value unless it is mentioned.

#### **41-LEGAL STATUS**

According to the legal consultant opinion, the following suites that rose from others are properly won:

- Appeal #6913 for the law year 58 from Arab company for projects and urban development in the case #5087,15777/65 Administration Cairo rose regarding the validate of madinaty land contract dated 8/11/2011 and the reprice the unused part of the land, and the case is suspended till receive the supreme court decision regarding the legibility of the law.
- Appeal # 41817/66 administrative Cairo rose from Mr, Ahmed Abdel baseir against Arab company for projects and urban development and ready for justification.
- Case #66/5324 rose from Hamdy Al Fakharany to cancel the resolution of the contract dated 8/11/2010 between
  the new urban communities' authority and the Arab company for projects and urban development, is booked for
  the report and the case is not yet rescheduled.
- Case # 314/2011 from the governor of south Sinai against the Egyptian company for development and real estate projects.
- Appeal # 838/83 rose from Soliman salman salim against the Egyptian company for development and real estate projects.
- Case #25/107 rose from Mostafa Kamal Abdel Rehim against government of south Sinai at the court of sharm el sheikh.
- Case # 30/25 rose the Egyptian company for development and real estate projects against the governor of south sauna.
- Appeal # 2015/54 rose from Alexandria Saudi Company for tourism projects against the government of south Sinai at the court of el tour.