

# *Cairo, June 1, 2011* -TMG Holding reports EGP 1.37 BN consolidated revenue, EGP 169 MN consolidated net profit after minority and EGP 568 MN of new sales value for 1Q 2011

TMG Holding, the leading Egyptian community real estate developer is glad to announce its consolidated financial results for the first quarter ending March 31, 2011.

#### Key Operational and Financial Highlights for the consolidated results of January to March 2011

- During 1Q-11, TMG continued to deliver healthy revenue and profits. Total consolidated revenues for 1Q-11 reached EGP 1,377 mn compared to EGP 1,606 mn consolidated revenues for 1Q-10. The decrease in recognized revenue is the combined effect of:
  - (i) a 12% decrease in the revenue recognized from real estate units. Deliveries from historical sales continued as planned and recognized as revenues accordingly. However, there was a change in revenue mix. less revenues is generated from new villas land sales this quarter and therefore the decrease in recognized revenue on a Y-o-Y basis;
  - (ii) a 50% decrease in the hotels revenue reflecting the effect of a severe decline in tourism flow and tourists spending in 1Q-11 compared to 1Q-10 on the hotels operations as further explained in "hotels and resorts" operating performance below.
- Gross Profit for 1Q-11 is EGP 348 mn compared to EGP 485 mn for 1Q-10 as deliveries continued from historical sales but margins of operating hotels got affected by low occupancy rates.
- Net profit after tax and minority is EGP 169 mn for 1Q-11 compared to EGP 324 mn for 1Q-10. The drop in net profit on a Y-o-Y basis is mainly attributable to an increase in SG&A which now includes the Saudi operations in addition to the Egyptian operations, a decrease in market value of financial investments as a result of the market conditions and an increase in interest expenses in line with the increase in long term debt that took place in second half of 2010 to finance hotels expansion and acquisitions and finally an increase in foreign exchange loss relating to hotel borrowing in USD.
- At March 31, 2011, the Group's total assets reached EGP 54.2 bn, cash, marketable securities and other liquid investments amounted to approximately EGP 2 bn, representing approximately 3.6% of total assets; and total debt amounted to EGP 2.8 bn, representing approximately 5.1% of total assets. The debt to equity ratio is 1:9 times, reflecting the group's low gearing and prudent cash management.





#### **City & Community Complexes**

#### EGP 568 MN in sales value achieved in 1Q 2011

Total new sales of real estate units amounted to EGP 568 mn for 1Q 2011, compared to EGP 1.2 bn for the same period last year. Despite the Y-o-Y noted decline, the amount of sales achieved this quarter is good; taking into consideration the general market conditions and changes together with "Madinaty" legal dispute.

The contribution of January sales had a positive effect on the reported figures for 1Q 2011; however in February and March, even though sales continued, there was a tremendous slowdown on that front.

#### And cancellations remain within normal rates

Total cancellations of the accumulated sales backlog since inception of projects have not exceeded its normal rates of 4.5% up to the end 1Q-11. Value of cancelled units is EGP 174 mn in 1Q 2011 compared to EGP 368mn for the same period last year.

At March 31, 2010: the backlog of sold but unrecognized units exceeds the level of EGP 21 bn to be recognized as per the units' delivery schedule over the next four years.

#### Hotels & Resorts

- Revenue from operating hotels has reached EGP 73 mn in 1Q-11 compared to EGP 145 mn in 1Q-10. On an operational level, the hotels KPI's and operational results are summarized as follows:
  - Four Seasons Nile Plaza reported GOP of 34% and NP of 29 % in 1Q-11 compared to 64% and 55% respectively in 1Q-10. Average room rate is USD 293 in 1Q-11 compared to EGP 338 in 1Q-10 and average occupancy rate of 26 % compared to 63% for the same period last year.
  - Four Seasons sharm el sheikh reported GOP of 29% and NP of 22 % in 1Q-11 compared to 58% and 44% respectively in 1Q-10. Average room rates is USD 388 in 1Q-11 compared to EGP 446 in 1Q-10 and average occupancy rate of 30 % compared to 68% for the same period last year.
  - Four Seasons San Stefano reported a negative GOP in 1Q-11 compared to 12% GOP in 1Q-10. Average room rates is USD 221 in 1Q-11 compared to EGP 230 in 1Q-10 and average occupancy rate of 26% compared to 43% for the same period last year.
  - Kempinski Nile Hotel, soft launched in July 2010, reported a negative GOP at an average room rate of USD 169 and average occupancy rate of 22% in 1Q-11.

# TMG Holding



# Key Operational Highlights for the first quarter ending March 31, 2011

	1Q-11		1Q-10		%
	EGP mn		EGP mn		change
Revenues breakdown					Ū
Revenues from units sold	1,275	93%	1,447	90%	-12%
Revenues from Hotels	73	5%	145	9%	-50%
Other revenues	29	2%	14	1%	108%
Total consolidated revenue	1,377	100%	1,607	100%	-14%
COGS breakdown					
Real Estate & Construction Cost	(948)	74%	(1,036)	72%	-8%
Hotels Cost	(64)	87%	(80)	55%	-21%
Services Cost	(17)	60%	(5)	38%	223%
Total cost of goods sold	(1,029)	75%	(1,121)	70%	-8%
Gross profit	348	25%	485	30%	-28%
Selling, General and Administrative Expenses	(125)	-9%	(77)	-5%	62%
Provision expense	-	0%	(0.231)	0%	-100%
interest expense	(48)	-3%	(23)	-1%	110%
interest income	13	1%	17	1%	-23%
investment income	2	0%	1	0%	92%
net change in market value of financial investments	(12)	-1%	10	1%	-227%
Other income (expense)	10	1%	10	1%	9%
Capital gain	5	0%	0.457	0%	937%
Foreign exchange difference	(22)	-2%	(0.452)	0%	4664%
Net profit before tax	171	12%	422	26%	-59%
income tax and deferred tax	(20)	-1%	(77)	-5%	-75%
Net Profit	151	11%	345	21%	-56%
Minority's share	18	1%	(21)	-1%	-185%
attributable to shareholders	169	12%	324	20%	-48%



# **Consolidated Financial Statements**

CONSOLIDATED BALANCE SHEET			
As of 31 March 2011		21/2/2011	21/12/2010
	Notes	31/3/2011 LE	31/12/2010 LE
on-Current Assets			
roperty and Equipment	(4)	4,304,315,822	4,341,247,115
rojects Under Constructions	(5)	196,566,102	189,920,850
ivestment Property ioodwill	(6) (7)	424,444,983 15,393,653,117	418,952,399 15,393,653,117
nvestments in Associates	(8)	3,572,881	53,254,920
vailable for Sale Investments	(9)	54,534,920	4,496,462
Bonds Held to Maturity	(11)	527,151,529	483,837,951
Total Non-Current Assets		20,904,239,354	20,885,362,814
Current Assets Vork in Progress	(14)	13,993,074,569	13,800,270,971
nventory – Net	(15)	38,460,521	34,218,987
ccounts and Notes Receivable	(13)	15,039,151,924	15,522,416,435
repayments and Other Debit Balances	(16)	2,744,898,769	2,910,347,047
vailable for Sale Investments	(9) (10)	25,766,020 808,962,565	25,845,508 808,212,565
inancial assets at fair value through profit and loss	(12)	304,659,753	298,682,002
ash on Hand and at Banks	(17)	332,370,705	577,482,301
otal current assets		33,287,344,826	33,977,475,816
Current Liabilities	(20)	404 470	404 470
rovisions Banks Overdraft	(28)	481,478 35,111,362	481,478 31,674,030
Creditors and Notes Payable	(18)	1,054,851,660	1,033,052,219
Current Portion of Loans and Facilities	(26)	807,827,608	752,264,645
Customers Advance Payment	(19)	18,179,023,787	19,040,221,267
Dividends Creditors ax Authorities		16,327,489	16,495,077
Accrued Expense and Other Credit Balances	(20)	206,165,413 1,731,731,643	184,917,906 1,893,272,888
otal Current Liabilities	(20)	22,031,520,440	22,952,379,510
VORKING CAPITAL		11,255,824,386	11,025,096,306
OTAL INVESTMENTS		32,160,063,740	31,910,459,120
inanced as follows:			second state of the second state of the
Owner's Equity			
uthorized Capital	(21)	30,000,000,000	30,000,000,000
ssued and Paid up Capital	(21)	20,132,314,980	20,132,314,980
egal Reserves General Reserves	(22) (23)	216,645,653 61,735,404	164,999,734 61,735,404
let unrealized gains on available for sale investments	(24)	3,240,000	1,960,000
ccumulative translation adjustment		18,145,666	5,958,297
reasury Stocks etained earning	(25)	(30,089,758)	(30,089,758)
let profit for the period/year		4,127,939,328 169,436,683	3,080,207,081 940,008,374
OTAL MOTHER COMPANY SHAREHOLDERS			
QUITY		24,699,367,956	24,357,094,112
lon controlling interest		1,309,288,922	1,327,970,613
OTAL SHAREHOLDERS' EQUITY		26,008,656,878	25,685,064,725
un-current Liabilities oans and Facilities – nun-current	(26)	1 045 642 542	2,020,531,059
un-current Liabilities	(26) (27)	1,945,612,512 4,178,448,263	4,178,432,531
eferred Tax Liability	(29)	27,346,087	26,430,805
otal Nun- Current Liabilities		6,151,406,862	6,225,394,395
'otal Shareholders' Equity and Nun- Current liabilities		32,160,063,740	31,910,459,120
Chairman Financha Director		Auditors	
Chairman Financia Director	41	Auditors //	1)
Tarek Talaat Mostafa Ghaleb Anmed Fayed	SAL Emad H.	, Ragheb Magdy H	lashish



Translation of Financial Statements originally issued in Arabic

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

## CONSOLIDATED INCOME STATEMENT

For the period from 1 January 2011 to 31 March 2011

	Notes	From 1 /3/ 2011 to 31 /3/ 2011 LE	From 1 /3/ 2010 to 31 /3/ 2010 LE
Revenue Cost of revenue	(30) (30)	1,377,279,418 (1,029,475,039)	1,606,637,269 (1,121,338,334)
GROSS PROFIT		347,804,379	485,298,935
General and administrative expenses, marketing and sales expenses Depreciation Provisions		(93,533,678) (31,543,633)	(54,109,947) (23,107,868) (231,214)
Operating Profit		222,727,068	407,849,906
Credit interest Interest on bonds Income from treasury bills		5,205,346 7,555,602	8,990,384 7,529,105 751,607
Finance cost		(47,701,749)	(22,699,294)
Dividends revenue	(31)	1,014,926	317,191
Revenue on sale of financial investments (Loss) Revenue of revaluate financial assets at fair value through	(32)	239,638	45,883
profit and loss Share of profit of associates	(12)	(12,392,262) 884,081	9,791,931
Other income Capital gain Board of directors allowances Foreign exchange (loss)	(33)	10,416,651 4,743,005 (174,750) (21,541,604)	9,552,900 457,205 (279,950) (452,128)
NET PROFIT FOR THE PERIOD BEFORE TAX	-	170,975,952	421.854.740
Income tax Deferred tax expense/revenue	(29)	(18,586,455) (915,282)	(77,390,047) 693,428
NET PROFIT FOR THE PERIOD AFTER TAX		151,474,215	345,158,121
Non controlling interest		17,962,468	(21,081,227)
NET PROFIT FOR THE PERIOD(MOTHER COMPANY SHAREHOLDERS)	_	169,436,683	324,076,894
Earnings per share (LE/Share)	(34)	0.084	0.16

Chairman in F Tarek Talaat Mostafa

Financia Director Ghaleb Ahmed Fayed st

-The attached notes 1 to 38 are an integral part of these financial statements.

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Translation of Financial Statements originally issued in Arabic

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

CONSOLIDATED CASH FLOW STATEMENT

For the period from 1 January 2011 to 31 March 2011

	Notes	From 1 /3/ 2011 to 31 /3/ 2011 LE	From 1 /3/ 2010 to 31 /3/ 2010 <b>LE</b>
CASH FLOWS FROM OPERATING ACTIVITIES			
Net profit for the period before tax and non controlling interest		170,975,952	421,854,739
ADJUSTMENTS TO RECONCILE THE NET PROFIT			
WITH THE CASH FLOW FROM OPERATION			
Depreciation & Amortization		31,543,633	24,436,155
Revenue from bonds amortization	(11)	(313,374)	(287,064)
Provisions		20 885 10 <b>-</b>	231,215
(Loss) revenue of revaluate financial assets at fair value through profit and loss	(12)	12,392,262	(9,791,931)
Share of profit of associates		(884,081)	<i></i>
Reconciliation on retained earning and Non controlling interest		158,650,568	(17,271,096)
Credit Interests, bonds and treasury bills revenue		(12,760,948)	(1,513,155)
Capital (Gain)		(4,743,005)	(457,205)
Foreign Exchange Differences		21,541,604	452,128
Operating profit before changes in working capital		376,402,611	417,653,786
Change in work in progress		(182,073,596)	(106,473,140)
Change in inventory		(5,392,365)	(134,698)
Change in Accounts and Notes Receivables		483,264,511	(75,285,997)
Change in Prepayments and Other Debit Balances		165,080,139	(133,575,265)
Change in Creditors and Notes Payable		20,046,391	522,704,872
Change in current portion of nun- current liabilities		-	(32,725,516)
Change in Customers Advance Payment		(861,197,480)	(717,870,310)
Change in Dividends Creditors		167,588	-
Change in financial assets at fair value through profit and loss		(18,370,013)	24,458,368
Change in Tax Authorities		21,247,507	21,695,550
Change in Other Credit Balances		(180,127,699)	26,429,532
Net Cash flows (used in) Operating Activities		(180,952,406)	(53,122,818)

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Translation of Financial Statements originally issued in Arabic

Talaat Mostafa Group Holding Company "TMG Holding"	S.A.E	
CONSOLIDATED CASH FLOW STATEMENT - Cont	inued	57
For the period ended 31 March 2011		
CASH FLOWS FROM INVESTING ACTIVITIES		
(Payment) on Purchasing of Property and Equipment and Projects Under Construction	(10,703,121)	(46,159,241)
Gain from sale fixed assets	5,450,819	473,307
proceeds (Payment) on Purchasing of Bonds Held to Maturity	(43,000,204)	-
(Payment) in Investment debetors	750,000	(9,190,545)
Net Cash flows (used in) Investing Activities	(47,502,506)	(54,876,479)
CASH FLOWS FROM FINANCING ACTIVITIES	,	
Collected Interest	20,803,172	9,646,527
proceeds (Payment) from Loans and Facilities	(19,355,584)	95,392,954
Net Cash flows received from Financing Activities	1,447,588	105,039,481
Foreign Exchange Impact	(21,541,604)	(452,128)
NET CASH AND CASH EQUIVALENTS DURING THE PERIOD	(248,548,928)	(3,414,011)
Cash and Cash Equivalents at the beginning of the period	545,808,271	350,138,516
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD (1	7) 297,259,343	346,724,505

- The following accrued revenues and expenses are eliminated: Accrued Revenues amounted LE 8,042,224 from other debit balances.
  - æ Due amounts to tax authority amounted LE 18,586,455 from other credit balances.

- The attached notes 1 to 38 are an integral part of these consolidated financial statements.

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## Summary of C&C projects in Operation and Development

	Madinaty	Al Rehab I (9)	Al Rehab II	Al Rabwa I	Al Rabwa II	Saudi JV
Total Land area(1) (m2)	33,600,000	6,140,400	3,760,000	1,318,800	819,028	4,000,000(8)
To be dev. land area(2) (m2)	33,600,000	924,225	3,760,000	0	819,028	3,000,000
To be dev. built up area(3) (m2)	20,580,644	24,225	2,815,609	0	118,320	1,214,075
% of sold BUA	30%		49%		59%	
CBRE Value – June 30, 2008	EGP 17.82 bn	EGP 1.92 bn	EGP 5.86 bn		EGP 238.28 mn	SR 800.32 mn (8)
% owned(6)	99.9%	99.9%	99.9%	98.6%	98.6%	50%
Location	New Cairo	New Cairo	New Cairo	El Sheikh Zayed	El Sheikh Zayed	Riyadh (7)
Exp. Population	600,000	120,000	80,000	3,240	1,725	16,800
Commence(4)	July 2006	November 1996	July 2006	December 1994	January 2006	2010
Orig. Completion(5)	2026	2011	2020	2006	2012	2013
Revised completion	2020	2011	2017	2006	2012	2013
Amenities	Various including:	4 schools	4 Mosques	1 shopping mall	9 hole golf course	Medical centre
	45 hole golf course	7 mosques	2 schools	Cinema		Shopping mall
	22 schools	1 church	1 shopping mall	9 hole golf course		Mosques
	1 university	1 office park	1 club house	Sports pavilion		Sports club
	8 hotels	2 shopping malls				Government services
	commercial parks (offices & retail) 1 hospital					

1. Land area procured

. Area of land still to be developed as per CBRE report

3. The built up area ("BUA") still to be developed under phasing plan as per the CBRE report

4. Launch of sales

5. Delivery of final unit assumed in the CBRE report

6. Effective ownership

7. Riyadh – authorization obtained

8. Land value only -

Includes additional 1 mn sqm of land procured for future development 9. all sold except phase  $\mathbf{6}$ 



## Summary of H&R Assets in Operation

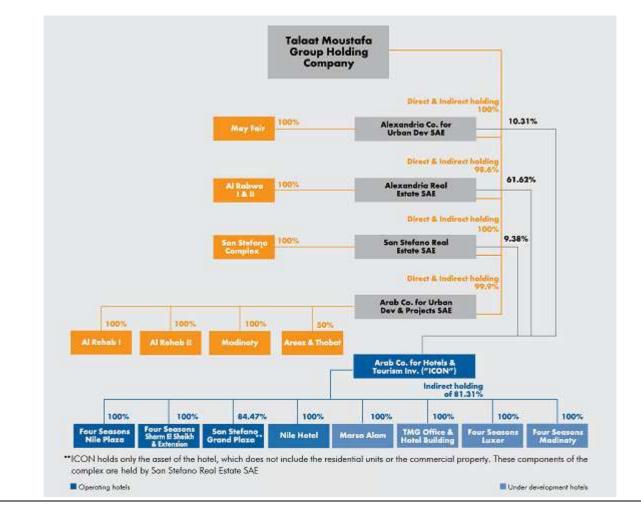
	Four Seasons Sharm	Four Seasons Nile	San Stefano Grand	Kempinski
	El Sheikh	Plaza	Plaza	Nile Hotel
% owned(1)	100%	100%	84.47%	100%
Location	Sharm El Sheikh	Cairo	Alexandria	Cairo
Rooms/keys	200	366	118	191
Units	146	128	945	0
Sold	144	121	893	n/a
Ave. price	EGP 26,435 psm	EGP 38,775 psm	EGP 14,920 psm	n/a
CBRE Value ( 30-Jun-08)	EGP 1.99 billion (3)	EGP 2.44 billion	EGP 2.36 billion	EGP 523.57 mn
Commence	Nov-98	Sep-97	Feb-99	Aug-03
Complete(2)	May-02	Aug-04	Jul-07	Jul- 10
Star rating	5 Star	5 Star	5 Star	5 Star
Facilities	8 restaurants	9 restaurants	9 restaurants	4 restaurants
	2 lounge bars	Spa	Marina	4 meeting rooms
	Spa	Ballroom	Shopping mall	Business centre
	Ballroom	11 meeting rooms	Offices	Executive club
	4 meeting rooms	Business centre	Ballroom	Mini business centre
	Business centre	Shopping mall		

1. % owned by ICON, which is 81% indirectly owned by TMG  $\hfill 2.$  Commencement of operations

3. Including EGP 1.03 bn related to Marsa AL Sadeed (extension) which is 100% owned by TMG

# TMG Holding

# **Group Structure**









## About TMG Holding

TMG Holding has under its umbrella a group of companies:

- Arab Company for Projects and Urban Development, which owns and manages:
  AL-Rehab and Madinaty projects in New Cairo District
- Alexandria Real Estate Investment Company, which owns and manages:
  AL-Rabwa Compound in EL-Sheikh Zayed City
- San Stefano Real Estate Investment Company, which owns and manages:
  San Stefano Alexandria
- Alexandria Company for Urban Projects, which owns and manages:
  - May Fair Project in AL-Shorouk City
- Arab Company for Hotel and Tourist Investments, which owns controlling stakes in its investments in:
  - Four Seasons Nile Plaza in Garden City
  - Four Seasons Resort Sharm EL-Sheikh
  - Four Seasons Alexandria at San Stefano
  - Kempinski Nile Hotel in Cairo
  - Under development Hotels
- Areez and Thabat

#### Capital:

Issued and paid-in capital: EGP 20.13 bn

Number of shares: 2.013 bn at a par value of EGP 10/share

#### Shareholders' Structure:

- TMG RE & Tourism Investment (including Talaat Mostafa Family & Saudi group) 50.27%
- Other major shareholders 25.75%
- Other major shareholders including free float 23.98%

#### **Investor Relations Contacts:**

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