



Cairo, May 16, 2012 -TMG Holding reports EGP 1.3 BN consolidated revenue, EGP 174 MN consolidated net profit after minority and EGP 1.082 BN of new sales value for 1Q 2012

TMG Holding, the leading Egyptian community real estate developer is glad to announce its consolidated financial results for the first quarter ending March 31, 2012.

Key Operational and Financial Highlights for the consolidated results of January 1 to March 31, 2012

- During 1Q-12, TMG continued to deliver healthy revenue and profits. Total consolidated revenues for 1Q-12 reached EGP 1,303 MN compared to EGP 1,377 MN consolidated revenues for 1Q-11. The 5% decrease in recognized revenue is the combined effect of:
 - (i) a 7% decrease in the revenue recognized from real estate units. Deliveries from historical sales continued and recognized as revenues accordingly. However, the 2011 market conditions resulted in a few months shift of deliveries. Also, the revenue mix of 1Q 2012 is mainly apartments with very few land villas recognized and therefore, the decrease in recognized revenue.
 - (ii) an 18% increase in the hotels revenue indicating some recovery from the effect of a severe decline in tourism flow and tourists spending of 1Q-11 on the hotels operations as further explained in "hotels and resorts" operating performance below.
 - (iii) A 12% increase in revenue from services for reasons of enhanced malls rentals and new revenue generated from madianty services.
- Gross Profit for 1Q-12 is EGP 327, 6% lower than EGP 348 MN for 1Q-11 in line with the decrease in the real estate reported revenue.
- Net profit before tax for 1Q-12 is EGP 207 MN, 21% higher than EGP 171 MN for 1Q-11. This is mainly due to a positive net change in market value of financial investments, an improvement in the investment income and other income and very minor foreign exchange loss relating to hotel borrowing in USD. However the Net profit after tax and minority of EGP 174 MN for 1Q-12 is only 3% higher than EGP 169 MN for 1Q-11 due to an increase in income tax and deferred tax.
- At March 31, 2012, the Group's total assets reached EGP 53.83 BN, cash, marketable securities and other liquid & financial investments amounted to approximately EGP 1.9 BN, and total debt amounted to EGP 3.5 BN.

 Debt to equity ratio is 1:7 times, reflecting the group's low gearing and prudent cash management.

Operating Performance

City & Community Complexes

EGP 1,082 MN in sales value achieved in 1Q 2012

Total new sales of real estate units amounted to EGP 1,082 MN for 1Q 2012, compared to EGP 568 MN for the same period last year. The value of new sales has nearly doubled on a year on year basis which is a healthy indicator even though the prevailing general market conditions have not reached a point of complete stability yet.

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-12. Value of cancelled units is EGP 278 MN in 1Q 2011 compared to EGP 174 MN for the same period last year.

At March 31, 2012: the backlog of sold but unrecognized units exceeds the level of approximately EGP 19 BN to be recognized as per the units' delivery schedule over the next four years.

Hotels & Resorts

- Revenue from operating hotels has reached EGP 87 MN in 1Q-12 compared to EGP 73 MN in 1Q-11. On an operational level, the hotels KPI's and operational results are summarized as follows:
 - Four Seasons Nile Plaza reported a GOP of 38% and NP of 30 % in 1Q-12 compared to 34% and 29 % respectively in 1Q-11. Average room rate is USD 220 in 1Q-12 compared to USD 293 in 1Q-11 at an average occupancy rate of 34 % compared to 26% for the same period last year.
 - Four Seasons sharm el sheikh reported a GOP of 21% and NP of 11 % in 1Q-12 compared to 29% and 22 % respectively in 1Q-11. Average room rates is USD 285 in 1Q-12 compared to USD 388 in 1Q-11 at an average occupancy rate of 36 % compared to 30% for the same period last year.
 - Four Seasons San Stefano reported a GOP of 14% and a negative NP in 1Q-12 compared to a negative GOP and NP in 1Q-11. Average room rates is USD 208 in 1Q-12 compared to USD 221 in 1Q-11 at an average occupancy rate of 44 % compared to 26% for the same period last year.
 - Kempinski Nile Hotel, soft launched in July 2010, a GOP of 3% and a negative NP in 1Q-12 compared to a negative GOP and NP in 1Q-11. Average room rates is USD 156 in 1Q-12 compared to USD 169 in 1Q-11 at an average occupancy rate of 35 % compared to 22% for the same period last year.



Key Operational Highlights for the first quarter ending March 31, 2012

	1Q-12		1Q-11		
	EGP mn		EGP mn		change
Revenues breakdown					
Revenues from units sold	1,184	91%	1,275	93%	-7%
Revenues from Hotels	87	7%	73	5%	18%
Other revenues	32	2%	29	2%	12%
Total consolidated revenue	1,303	100%	1,377	100%	-5%
COGS breakdown					
Real Estate & Construction Cost	(883)	75%	(949)	74%	-7%
Hotels Cost	(71)	82%	(64)	87%	11%
Services Cost	(22)	68%	(17)	60%	29%
Total cost of goods sold	(976)	75%	(1,029)	75%	-5%
Gross profit	327	25%	348	25%	-6%
Selling, General and Administrative Expenses	(97)	-7%	(94)	-7%	4%
Depreciation expense	(32)	-2%	(32)	-2%	1%
Provision expense/provisions no longer required	0.033	0%	-	0%	
interest expense	(41)	-3%	(48)	-3%	-15%
interest income	11	1%	13	1%	-14%
investment income	4	0%	2	0%	84%
net change in market value of financial investments	12	1%	(12)	-1%	-198%
Other income (expense)	17	1%	10	1%	66%
Capital gain	5	0%	5	0%	2%
Foreign exchange difference	(0.166)	0%	(22)	-2%	-99%
Net profit before tax	207	16%	171	12%	21%
income tax and deferred tax	(44)	-3%	(20)	-1%	125%
Net Profit	163	12%	151	11%	8%
Minority's share	(11)	-1%	(18)	-1%	-39%
attributable to shareholders	174	13%	169	12%	3%

Consolidated Financial Statements

Translation of Financial Statements originally issued in Arabic

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

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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 2012 to 31 March 2012

	Notes	From 1/1/2012 to 31 /3/ 2012	From 1/1/2011 to 31/3/2011
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Revenue	(30)	1,303,063,662	1,377,279,418
Cost of revenue	(30)	(975,625,465)	(1,029,475,039)
GROSS PROFIT		327,438,197	347,804,379
General and administrative expenses, marketing and		a ^{tt} «	2
sales expenses		(89,599,561)	(87,876,782)
Depreciation and amortization		(32,007,239)	(31,543,633)
Provisions no longer required		32,783	
Rent expenses		(7,343,261)	(5,656,896)
Operating Profit		198,520,919	222,727,068
Credit interest		4,009,046	5,205,346
Interest on bonds		6,931,290	7,555,602
Income from treasury bills		64,155	- (47.704.740)
Finance cost	(2.1)	(40,549,087)	(47,701,749)
Dividends revenue	(31)	1,226,450	1,014,926
Revenue on sale of financial investments Revenue of revaluate financial assets at fair value	(32)	3,814,794	239,638
through profit and loss	(13)	12,123,877	(12,392,262)
Share of profit of associates	(9)	(1,176,117)	(12,392,202) 884,081
Revenue of revaluate Investment Property	(3)	(1,170,117)	004,001
Other income	(33)	17,265,763	10,416,651
Capital gain	(55)	4,818,849	4,743,005
Board of directors allowances		(171,500)	(174,750)
Foreign exchange (loss)		(166,487)	(21,541,604)
NET PROFIT FOR THE PERIOD BEFORE			
TAX		206,711,952	170,975,952
Income tax	(29)	(29,253,940)	(18,586,455)
Deferred tax expense	(29)	(14,596,438)	(915,282)
NET PROFIT FOR THE PERIOD AFTER TAX		162,861,574	151,474,215
Minority interest	20	(10,876,169)	17,962,468
NET PROFIT FOR THE PERIOD (MOTHER			
COMPANY SHAREHOLDERS)		173,737,743	169,436,683

Chairman

Tarek Talaat Mostafa

Financial Director

Ghalel Anned Faver

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⁻The attached notes 1 to 39 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 CASH FLOW STATEMENT

For the period from 1 January 2012 to 31 March 2012

	Notes	From 1/1/2012 to 31 /3/ 2012 LE	From 1/1/2011 to 31/3/2011 LE
CASH FLOWS FROM OPERATING ACTIVITIES			
Net profit for the period before tax and minority interest		206,711,952	170,975,952
Adjustment to reconciliation net profit with cash flow operating			oere saco≠coloure recoveratore en
activities:			
Depreciation & Amortization		32,007,239	31,543,633
(Discount) Financial Assets Held to Maturity Amortization	(12)	(370,242)	(313,374)
Provisions (no longer required)		(32,783)	**************************************
(Revenue) Loss of revaluate Financial Assets at Fair Value	(13)	(12,123,877)	12,392,262
Share of (profit) of Associates		119,917	(1,534,081)
Credit Interests, Bonds and Treasury Bills revenue	(34)	(11,004,491)	(12,760,948)
Reconciliation on retained earning and Minority Interest		(27,508,414)	158,650,568
Capital (Gain)	(4)	(4,818,849)	(4,743,005)
Foreign Exchange Loss		166,487	21,541,604
Operating profit before changes in working capital		183,146,939	374,777,411
Change in Work in Progress	(15)	(527,016,595)	(182,073,596)
Change in Inventory		(487,440)	(5,392,365)
Change in Accounts and Notes Receivables	(14)	644,295,021	483,264,511
Change in Prepayments and Other Debit Balances *	(17)	68,772,663	165,080,139
Change in Creditors and Notes Payable	(19)	(191,005,103)	20,046,391
Change in current portion of non- current Liabilities		13,961,423	21
Change in Customers Advance Payment	(20)	(389,950,873)	(861,197,480)
Change in Dividends Creditors		5,241,713	167,588
Change in Financial Assets at Fair Value through Profit and Loss	(13)	(48,619,689)	(18,370,013)
Change in accrude income tax		11,003,363	21,247,507
Change in Other Credit Balances	(21)	52,254,222	(179,377,699)
Net Cash flows (used in) Operating Activities		(177,871,356)	(181,340,006)

Translation of Financial Statements originally issued in Arabic

Talaat Mostafa Group Holding Company "TMG Holding" S.A.I	Talaat Mostafa	Group	Holding	Company '	"TMG	Holding"	S.A.F
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CONSOLIDATED CASH FLOW STATEMENT – Continued For the year ended 31 March 2012

CASH FLOWS FROM INVESTING ACTIVITIES

(Payment) on Purchasing of Property and Equipment	(4,6)	(21,973,050)	(10,703,121)
and Projects Under Construction			
Proceed from sale fixed assets	(4)	5,430,724	5,450,819
(Payment) on Purchasing of Financial Assets Held to Maturity	(12)	(72,905,070)	(43,000,204)
(Payment) from Investments in Associates	(9)	(81,200)	(243,800)
Dividend received from Aassociates	(9)	1,056,200	893,800
Net Cash flows (used in) Investing Activities		(88,472,396)	(47,114,906)
CASH FLOWS FROM FINANCING ACTIVITIES			
Collected Interest		4,526,846	20,803,172
Proceeds (payments) from Loans and Facilities	(27)	256,919,205	(19,355,584)
Net Cash flows Provided from Financing Activities	_	261,144,051	1,447,588
Foreign Exchange Impact**	-	(10,356,374)	(21,541,604)
NET CASH AND CASH EQUIVALENTS DURING THE	10		
PERIOD		(15,254,075)	(248,548,928)
Cash and Cash Equivalents at the beginning of the period		179,514,071	545,808,271
CASH AND CASH EQUIVALENTS AT THE END OF THE	(18) -	164,259,996	297,259,343
PERIOD		104,209,990	251,239,343

The following accrued revenues and expenses are eliminated:

^{*}Change in Accrued Revenues amounted to LE 6,477,645 from other debit balances,

^{**} includes the impact of foreign exchange in tanlation of foreign operation



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)	20,856,908	223,740	2,292,260	0	119,071	1,214,075
% of sold residential BUA	30%		54%		60%	
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	October 2010
Expected Completion(5)	2026	2012	2020	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

Includes additional 1 MN sqm of land procured for future development

^{2.} 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 -

^{9.} all sold except phase 6



Summary of H&R Assets in Operation

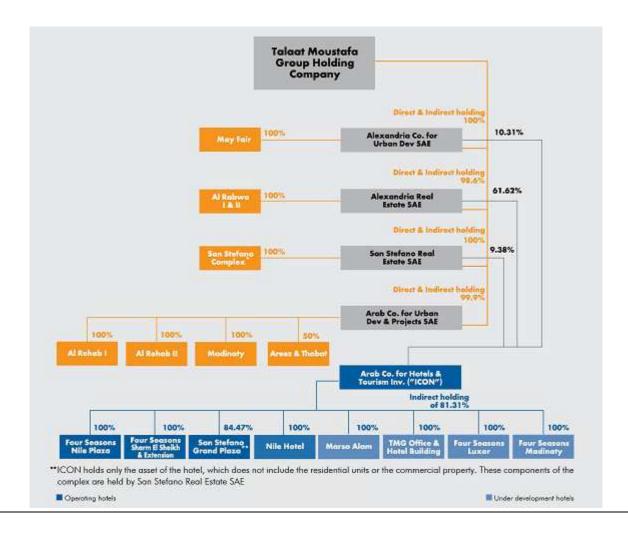
	Four Seasons Sharm	Four Seasons Nile	San Stefano Grand	Kempinski
	El Sheikh	Plaza	Plaza	Nile Hotel
% owned(1)	100%	100%	84.47%	100%
Location	Sharm El Sheikh	Cairo	Alexandria	Cairo
Rooms/keys	200	366	118	191
Units	146	128	945	0
Sold	144	121	893	n/a
Ave. price	EGP 26,435 psm	EGP 38,775 psm	EGP 14,920 psm	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

^{2.} Commencement of operations

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

Group Structure



TMG Holding



March 31, 2012

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 20.635 BN

Number of shares: 2.063 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:

Investor Relations Tel: +2 (02) 33355708 E-mail: jsawaftah@tmg.com.eg
TMG Holding Fax: +2 (02) 33016894 Web Site: www.tmgholding.com