TMG Holding Full Year and Fourth Quarter ending December 31, 2015 Earning Release



# *Cairo, March 15, 2016* -TMG Holding reports EGP 6.2 BN consolidated revenue, EGP 762 MN consolidated net profit after minority and EGP 6.3 BN of new sales value for 12 Months 2015

TMG Holding, the leading Egyptian community real estate developer is glad to announce its consolidated financial results for the financial year ending December 31, 2015.

## Key Operational and Financial Highlights for the consolidated results of January 1<sup>st</sup> to December 31<sup>st</sup>, 2015

- During 2015, TMG continued to deliver healthy revenue and profits. The following comparison is provided to shed the light on the quarterly and year on year performance.
- Total consolidated revenues for 12M-15 reached EGP 6,180 MN compared to EGP 5,271 MN consolidated revenues for 12M-14. The 17% increase in recognized revenue is the combined effect of:
  - (i) A 16% increase in the revenue recognized from real estate units. Deliveries from historical sales continued and recognized as revenues accordingly.
  - (ii) A 28% increase in the hotels revenue despite the slowness in tourism flow.
  - (iii) A 18% increase in the revenue from services generated from malls rentals and Madianty services; geared by the increase in occupied units in Madinaty.
- Gross Profit for 12M-15 is EGP 2,129 MN, 33% higher than EGP 1,595 MN for 12M-14 due to the 17% increase in recognized revenue and cost control.
- Net profit after tax and minority is EGP 762 MN is 12% higher than EGP 682MN for 12M-14 due to a combined effect of a positive interest accounts, General and Administrative Expenses.
- At December 31, 2015, the Group's total assets reached EGP 60.44 BN, cash, marketable securities and other liquid investments amounted to approximately EGP 3.74 BN, and total debt amounted to EGP 2.96 BN. The debt to equity ratio is 1:11 times, reflecting the group's low gearing and prudent cash management.
- Q-on-Q, total consolidated revenues for 4Q-15 reached EGP 2,527 MN, 30% higher than EGP 1,942 MN consolidated revenues for 4Q-14. The increase in recognized revenue is the combined effect of:
  - (I) A 35% increase in the revenue recognized from real estate units. The Q-o-Q change is due to higher number of units delivered in 4Q compared to same period last year.
  - (ii) A 5% decrease in the hotels revenue due to the decrease in tourism flow in Egypt.
  - (iii) A 10% increase in revenue from services represented in malls rentals and new revenue generated from operation of infrastructure facilities and maintenance work in Madinaty project.
- Gross Profit for 4Q-15 of EGP 1,026 MN is higher than EGP 483 MN for 4Q-14 the increase in gross profit came at a higher rate than the increase in consolidated revenue due to cost control.
- Net profit after tax and minority of EGP 230 MN for 4Q-15 is 19% higher than EGP 194 MN for 4Q-14, with the effect of 37% decrease in interest expense, 54% decrease in investment income, and due to non-cash impairment of some assets of projects in certain subsidiaries, a revaluation made on the companies' assets, which indicated that value of certain assets have been declined due to completion of some of the projects.



#### **Operating Performance**

# City & Community Complexes

#### EGP 6.3 BN in sales value achieved in twelve months 2015

Total new sales of real estate units amounted to EGP 6.26 BN for 12M -15, compared to EGP 6.59 BN for the same period last year, for limited products available for sale due to delay in receiving approvals of new units and products.

#### And cancellations remain within normal rates

Total cancellations of the accumulated sales backlog since inception of related projects have not exceeded its normal rates of 4 % up to the end 12M-15. Value of cancelled units is EGP 211 MN in 12M-15 compared to EGP 700 MN for the same period last year.

At December 31, 2015: the backlog of sold but unrecognized units is approximately EGP 20.6 BN to be recognized as per the units' delivery schedule over the next four years.



#### Hotels & Resorts

- During 2015, Revenue from operating hotels has reached EGP 696 MN in 12M-15 compared to EGP 544 MN in 12M-14. The hotels KPI's and operational results are summarized as follows:
  - Four Seasons Nile Plaza reported GOP 176 MN with margin of 49% and NP 146 MN with margin of 41% in 12M-15 compared to GOP 122 MN with margin of 48% and NP 98 MN with margin of 39% in 12M-14. Average room rate is USD 298 in 12M-15 compared to USD 287 in 12M-14 and average occupancy rate of 52% compared to 43% for the same period last year.
  - Four Seasons Sharm El Sheikh reported GOP 66 MN with margin of 37% and NP 47 MN with margin of 27% in 12M-15 compared to GOP 50 MN with margin of 34% and NP 33 MN with margin of 22% in 12M-14. Average room rates is USD 452 in 12M-15 compared to USD 332.5 in 12M-14 and average occupancy rate of 40% compared to 43% for the same period last year.
  - Four Seasons San Stefano reported GOP 42 MN with margin of 35% and NP 33 MN with margin of 28% in 12M-15 compared to GOP 39 MN with margin of 35.5% and NP 30 MN with margin of 27.5% in 12M-14. Average room rates is USD 271 in 12M-15 compared to USD 256 in 12M-14 and average occupancy rate of 55.5% compared to 55% for the same period last year.
  - Kempinski Nile Hotel reported GOP 25 MN with margin of 41% and NP 21 MN with margin of 34% in 12M-15 compared to GOP 10 MN with margin of 25% and NP 7.6 MN with margin of 19% in 12M-14. Average room rates is USD 140 in 12M-15 compared to USD 134 in 12M-14 and average occupancy rate of 57% compared to 39% for the same period last year.
- Revenue from operating hotels has reached EGP 165 MN in 4Q-15 compared to EGP 174 MN in 4Q-14. On an operational level, the hotels KPI's and operational results are summarized as follows:
  - Four Seasons Nile Plaza reported GOP 51 MN with a margin of 53% and NP 41.5 MN with a margin of 43% in 4Q-15 compared to GOP 44.5 MN with a margin of 51% and NP 36 MN with a margin of 42% in 4Q-14. Average room rate is USD 293 in 4Q-15 compared to USD 321 in 4Q-14 at an average occupancy rate of 54% compared to 53% for 4Q-14.
  - Four Seasons Sharm El Sheikh reported GOP 8 MN with a margin of 26% and NP 5 MN with a margin of 15% in 4Q-15 compared to GOP 21 MN with a margin of 43% and NP 15 MN with a margin of 31% in 4Q-14. An average room rate is USD 361 in 4Q-15 compared to USD 369 in 4Q-14 at an average occupancy rate of 31% compared to 52% for 4Q-14.
  - Four Seasons San Stefano reported GOP 8 MN with a margin of 29% and NP 6 MN with a margin of 23% in 4Q-15 compared to GOP 10 MN with a margin of 36% and NP 8 MN with a margin of 28% in 4Q-14. Average room rate is USD 242 in 4Q-15 compared to USD 267 in 4Q-14 at an average occupancy rate of 50% compared to 53.5% for 4Q-14.
  - Kempinski Nile Hotel reported GOP 7 MN with a margin of 45% and NP 6 MN with a margin of 38% in 4Q-15 compared to GOP 5.6 MN with a margin of 41% and NP 4.7 MN with a margin of 35% in 4Q-14. Average room rate is USD 140 in 4Q-15 compared to USD 153 in 4Q-14 at an average occupancy rate of 55 % compared to 47 % for 4Q-13.



# Key Operational Highlights for the financial year and fourth quarter ending December 31, 2015

|   | FY-15    |      | FY-14   |             |               | 4Q-15   |               | 4Q-14   |            |             |
|---|----------|------|---------|-------------|---------------|---------|---------------|---------|------------|-------------|
|   | EGPmn    |      | EGPmn   |             | change        | EGPmn   |               | EGPmn   |            | chang<br>e  |
| Revenues breakdown                                    | -        |      |         |             | 5             | -       |               |         |            |             |
| Revenues from units sold                              | 5,090    | 82%  | 4,392   | 83%         | 16%           | 2,260   | <b>89</b> %   | 1,676   | 86%        | 35%         |
| Revenues from Hotels                                  | 696      | 11%  | 544     | 10%         | 28%           | 165     | 7%            | 174     | <b>9</b> % | -5%         |
| Other revenues  | 394      | 6%   | 335     | 6%          | 18%           | 102     | 4%            | 93      | 5%         | 10%         |
| Total consolidated revenue                            | 6,180    | 100% | 5,271   | 100%        | 17%           | 2,527   | 100%          | 1,942   | 100%       | 30%         |
| COGS breakdown<br>Real Estate & Construction<br>Cost  | (3,301)  | 65%  | (3,043) | 69%         | 8%            | (1,314) | 58%           | (1,282) | 76%        | 3%          |
| Hotels Cost   | (435)    | 63%  | (366)   | 67%         | 19%           | (103)   | 63%           | (106)   | 61%        | -2%         |
| Services Cost   | (315)    | 80%  | (267)   | 80%         | 18%           | (84)    | 82%           | (71)    | 77%        | 18%         |
| Total cost of goods sold                              | (4,051)  | -66% | (3,676) | -70%        | 10%           | (1,501) | - <b>59</b> % | (1,459) | -75%       | 3%          |
| Gross profit  | 2,129    | 34%  | 1,595   | 30%         | 33%           | 1,026   | 41%           | 483     | 25%        | 112%        |
| Selling, General and<br>Administrative Expenses       | (313)    | -5%  | (321)   | -6%         | -3%           | (108)   | -4%           | (55)    | -3%        | <b>96</b> % |
| Depreciation expense                                  | (129.42) | -2%  | (124)   | -2%         | 4%            | (33)    | -1%           | (32)    | -2%        | 2%          |
| Provision<br>expense/provisions no                    |          |      |         |             |               |         |               |         |            |             |
| longer required                                       | -        | 0%   | (68)    | -1%         |               | -       | 0%            | (68)    | -4%        |             |
| interest expense                                      | (89.49)  | -1%  | (110)   | -2%         | -19%          | (18)    | -1%           | (29)    | -1%        | -37%        |
| interest income                                       | 117.5    | 2%   | 78      | 1%          | 51%           | 27      | 1%            | 29      | 1%         | -7%         |
| investment income<br>net change in market value       | 13       | 0%   | 10      | 0%          | 22%           | 2       | 0%            | 3       | 0%         | -54%        |
| of financial investments                              | (12.13)  | 0%   | 9       | 0%          | -240%         | 1       | 0%            | (6)     | 0%         | -117%       |
| Other income (expense)                                | 53.11    | 1%   | 65      | 1%          | -19%          | (5)     | 0%            | 13      | 1%         | -140%       |
| Capital gain<br>Expenses of Accounts                  | 1.15     | 0%   | (3)     | 0%          | -137%         | 0       | 0%            | (1.5)   | 0%         | -103%       |
| receivable sale                                       | (288.43) | -5%  | -       | 0%          |               | -       | 0%            |         | 0%         |             |
| Revenue (loss) on sale of<br>investments held to sale | -        | 0%   | 267     | 5%          | -100%         | -       | 0%            | (5)     | 0%         |             |
| impairment of assets                                  | (395.83) | -6%  | (351)   | -7%         | 13%           | (396)   | -16%          | -       | 0%         |             |
| Foreign exchange difference                           | 23.49    | 0%   | 110     | 2%          | - <b>79</b> % | (0.3)   | 0%            | 0       | 0%         | -295%       |
| Net profit before tax                                 | 1,109    | 18%  | 1,156   | 22%         | -4%           | 495     | 20%           | 332     | 17%        | <b>49</b> % |
| income tax and deferred tax                           | (338)    | -5%  | (481)   | <b>-9</b> % | -30%          | (229)   | <b>-9</b> %   | (137)   | -7%        | 67%         |
| Net Profit  | 771      | 12%  | 675     | 13%         | 14%           | 266     | 11%           | 195     | 10%        | 36%         |
| Minority's share                                      | (9)      | 0%   | 7       | 0%          | -231%         | (36)    | -1%           | (1)     | 0%         | 2294%       |
| attributable to<br>shareholders                       | 762      | 12%  | 682     | 13%         | 12%           | 230     | <b>9</b> %    | 194     | 10%        | 19%         |



# **Consolidated Financial Statements**

# CONSOLIDATED INCOME STATEMENT For the period from 1 January 2015 to 31 December 2015

| )15<br>From 1/1/2(<br>to 31/12/20)<br>LE<br>6,180,404,8<br>(4,051,738,1<br>2,128,666,7<br>(312,225,75<br>(129,417,27)<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771)<br>5,295,108<br>-<br>5,517,403   | 15         to 31/12/2<br>LE           107         5,270,821           1027)         (3,676,06)           1,594,757           54)         (320,613,<br>(124,417,<br>(68,141,9)           78)         (124,417,<br>(68,141,9)           70,247         1,081,654           35,002,440,231         33,594,6           82)         31/12/2   | 2014<br>,851<br>4,687)<br>7,164<br>106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0  |
|---|--|---|
| From 1/1/20<br>to 31/12/201<br>LE<br>6,180,404,8<br>(4,051,738,0<br>2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771)<br>5,295,108<br>-  | 15       to 31/12/2         16       LE         17       LE         18       1,594,757         19       (3,676,06)         19       1,594,757         10       (124,417, (68,141,9)         10       70,247         1,081,654       35,002,86         8,848,177       240,231         33,594,66       33,594,66         10       (110,416         4,179,47       4,179,47  | 2014<br>,851<br>4,687)<br>7,164<br>106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0  |
| to 31/12/201<br>LE<br>6,180,404,8<br>(4,051,738,0<br>2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771)<br>5,295,108<br>-   | 15       to 31/12/2         16       LE         17       LE         18       1,594,757         19       (3,676,06)         19       1,594,757         10       (124,417, (68,141,9)         10       70,247         1,081,654       35,002,86         8,848,177       240,231         33,594,66       33,594,66         10       (110,416         4,179,47       4,179,47  | 2014<br>,851<br>4,687)<br>7,164<br>106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0  |
| to 31/12/201<br>LE<br>6,180,404,8<br>(4,051,738,0<br>2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771)<br>5,295,108<br>-   | 15       to 31/12/2         16       LE         17       LE         18       1,594,757         19       (3,676,06)         19       1,594,757         10       (124,417, (68,141,9)         10       70,247         1,081,654       35,002,86         8,848,177       240,231         33,594,66       33,594,66         10       (110,416         4,179,47       4,179,47  | 2014<br>,851<br>4,687)<br>7,164<br>106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0  |
| LE<br>6,180,404,8<br>(4,051,738,0<br>2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771)<br>5,295,108<br>-   | LE<br>07 5,270,821<br>027) (3,676,06<br>1,594,757<br>54) (320,613,<br>78) (124,417,<br>(68,141,9<br>70,247<br>748 1,081,654<br>35,002,86<br>8,848,17<br>240,231<br>33,594,6<br>82)<br>1) (110,416<br>4,179,47  | ,851<br>4,687)<br>7,164<br>106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0  |
| (4,051,738,0<br>2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | $\begin{array}{c} 027) & (3,676,06) \\ \hline (80) & 1,594,757 \\ \hline (54) & (320,613, \\ (78) & (124,417, \\ (68,141,9) \\ 70,247 \\ \hline (70,247) \\$ | 4,687)<br>7,164<br>,106)<br>9927)<br>75)<br>4,403<br>05<br>99<br>15<br>,348)<br>0   |
| (4,051,738,0<br>2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | $\begin{array}{c} 027) & (3,676,06) \\ \hline (80) & 1,594,757 \\ \hline (54) & (320,613, \\ (78) & (124,417, \\ (68,141,9) \\ 70,247 \\ \hline (70,247) \\$ | 4,687)<br>7,164<br>,106)<br>9927)<br>775)<br>4,403<br>05<br>99<br>15<br>,348)<br>0  |
| 2,128,666,7<br>(312,225,75<br>(129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | 80         1,594,757           54)         (320,613,<br>(124,417,<br>(68,141,9)           70,247         70,247           748         1,081,655           35,002,86         8,848,179           240,231         33,594,6           82)         (110,416           4,179,47         (110,416  | 7,164<br>106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0  |
| (312,225,75<br>(129,417,27<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-   | 54) (320,613,<br>78) (124,417,<br>(68,141,9)<br>70,247<br>748 1,081,65-<br>35,002,86<br>8,848,179<br>240,231<br>33,594,6<br>82)<br>1) (110,416<br>4,179,47   | 106)<br>927)<br>75)<br>4,403<br>05<br>9<br>15<br>,348)<br>0   |
| (129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | 78)         (124,417,<br>(68,141,9)           70,247         1,081,654           35,002,88         35,002,88           8,848,179         240,231           33,594,66         33,594,66           82)         (110,416           1)         (110,416  | ,927)<br>4,403<br>05<br>9<br>15<br>,348)<br>0   |
| (129,417,27<br>-<br>-<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | 78)         (124,417,<br>(68,141,9)           70,247         1,081,654           35,002,88         35,002,88           8,848,179         240,231           33,594,66         33,594,66           82)         (110,416           1)         (110,416  | ,927)<br>4,403<br>05<br>9<br>15<br>,348)<br>0   |
| -<br>1,687,023,7<br>61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | (68,141,9<br>70,247<br>1,081,65-<br>35,002,8<br>8,848,17<br>240,231<br>33,594,6<br>82)<br>1) (110,416<br>4,179,47  | 4,403<br>05<br>9<br>15<br>,348)<br>0  |
| 61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108  | 748     1,081,654       35,002,86     8,848,179       240,231     33,594,6       82)     (110,416       4,179,47   | 05<br>9<br>15<br>,348)<br>0   |
| 61,977,726<br>14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108  | 35,002,80<br>8,848,17<br>240,231<br>33,594,6<br>82)<br>1) (110,416<br>4,179,47   | 05<br>9<br>15<br>,348)<br>0   |
| 14,049,058<br>870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-   | 8,848,17<br>240,231<br>33,594,6<br>82)<br>1) (110,416<br>4,179,47  | 9<br>15<br>,348)<br>0   |
| 870,787<br>40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108  | 240,231<br>33,594,6<br>82)<br>1) (110,416<br>4,179,47  | 15<br>,348)<br>0  |
| 40,643,083<br>(288,425,48<br>(89,490,771<br>5,295,108<br>-  | <b>82)</b><br><b>1)</b> (110,416<br>4,179,47   | ,348)<br>0  |
| (288,425,48<br>(89,490,771<br>5,295,108<br>-  | <b>82)</b><br><b>1)</b> (110,416<br>4,179,47   | ,348)<br>0  |
| (89,490,771<br>5,295,108<br>-   | <ol> <li>(110,416</li> <li>4,179,47</li> </ol>   | 0   |
| 5,295,108   | 4,179,47   | 0   |
| -   |  |   |
| -   |  |   |
| -<br>5,517,403  | 207,101,   | 919   |
| 5,517,403   |  |   |
| 5,517,405   | 5,285,39   | 8   |
|   | 5,205,57   | 0   |
| (12,131,62)   | 3) 8,672,38  | 4   |
| 1,801,288   | 882,201  |   |
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|   |  | 5,323   |
|   |  | 3,013)  |
|   | (54,229,   | 781)  |
| and the second se | 674,787  | ,529  |
| 9,169,587   | (7,016,5   |   |
| 761,576,31  | 681,804  | ,117  |
| )<br>)<br>7)  | $\begin{array}{c} (395,832,2\\) \\ 53,112,963\\) \\ 1,154,469\\ (541,150)\\ \underline{23,490,309}\\ 1,108,514,\\7)\\ (342,139,67)\\ 4,370,826\\ 770,745,99\\ 9,169,587\\ \hline 761,576,3\\ \end{array}$  | $ \begin{array}{c} (395,832,238) \\ (351,167) \\ (335,812,963) \\ (353,112,963) \\ (353,112,963) \\ (353,138,7) \\ (541,150) \\ (344,275) \\ \hline \\ 23,490,309 \\ \hline \\ 1,108,514,678 \\ \hline \\ 1,108,514,678 \\ \hline \\ (342,139,603) \\ \hline \\ (426,618) \\ (426,618) \\ \hline \\ (426,618) \\ \hline \\ (54,229) \\ \hline \\ 770,745,901 \\ \hline \\ 9,169,587 \\ \hline \end{array} $ |

-The attached notes (1) to (37) are an integral part of these financial statements.

# CONSOLIDATED BALANCE SHEET

As of 31 December 2015



31 /12/ 2014

|  |      | LE             | LE             |
|--|------|----------------|----------------|
| Non-Current Assets                                     |      |                |                |
| Property and Equipment                                 | (4)  | 3,940,105,212  | 3,948,750,280  |
| Intangible Assets                                      | (5)  | 3,005,967      | 5,784,691      |
| Projects Under Constructions                           | (6)  | 1,553,958,615  | 1,424,983,748  |
| Goodwill   | (7)  | 14,646,653,099 | 15,042,485,337 |
| Investments in Associates                              | (8)  | 4,823,984      | 3,022,696      |
| Available for Sale Investments                         | (9)  | 47,137,342     | 45,047,143     |
| Investments in Financial Assets Held to Maturity       | (10) | 1,598,493,043  | 1,075,084,002  |
| Total Non-Current Assets                               |      | 21,794,177,262 | 21,545,157,897 |
| Current Assets   |      |                |                |
| Work in Progress                                       | (13) | 19,214,437,756 | 16,357,928,206 |
| Inventory  | (14) | 36,406,252     | -              |
| Finished Unites  |      | 23,108,613     | 29,629,363     |
| Accounts and Notes Receivable                          | (12) | 15,272,825,351 | 15,184,704,619 |
| Prepayments and Other Debit Balances                   | (15) | 2,003,610,082  | 1,613,229,254  |
| Available for Sale Investments                         | (9)  | 27,491,897     | 25,841,897     |
| Investments in Financial Assets Held to Maturity       | (10) | 463,167,759    | 751,288,913    |
| Financial assets at fair value through profit and loss | (11) | 66,676,753     | 90,142,201     |
| Cash on Hand and at Banks                              | (16) | 1,541,478,907  | 1,636,399,999  |
| Total current assets                                   |      | 38,649,203,370 | 35,689,164,452 |
| Current Liabilities                                    |      |                |                |
| Banks Overdraft  |      | 10,475,294     | 6,238,275      |
| Creditors and Notes Payable                            | (17) | 4,107,698,872  | 1,889,457,341  |
| Bank Facilities  | (25) | 854,938,020    | 464,751,395    |
| Current Portion of Loans and Facilities                | (25) | 366,469,448    | 650,613,146    |
| Customers Advance Payment                              | (18) | 19,317,708,695 | 18,970,553,749 |
| Dividends Creditors                                    | (19) | 89,869,957     | 18,911,546     |
| Accrued income tax                                     | (27) | 438,025,128    | 530,325,747    |
| Accrued Expense and Other Credit Balances              | (20) | 3,995,068,756  | 3,609,187,547  |
| Total Current Liabilities                              |      | 29,180,254,170 | 26,140,038,746 |
| WORKING CAPITAL  |      | 9,468,949,200  | 9,549,125,706  |
| TOTAL INVESTMENTS                                      |      | 31,263,126,462 | 31,094,283,603 |

Notes

31/12/2015

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|  |                    | Transla                | tion of Financial Statements<br>originally issued in Arabic |
|--|--------------------|------------------------|---|
| Talaat Mostafa Group Holding Company "TMG Hol                          | ding" S.A          | .E                     |   |
| CONSOLIDATED BALANCE SHEET<br>As of 31 December 2015                   |                    |                        |   |
|  | Notes              | 31/12/2015<br>LE       | 31 /12/ 2014<br>LE  |
| Financed as follows:   |                    |                        |   |
| Owner's Equity   |                    |                        |   |
| Authorized Capital   | (21)               | 30,000,000,000         | 30,000,000,000  |
| ssued and Paid up Capital  | (21)               | 20,635,622,860         | 20,635,622,860  |
| Legal Reserve  | (22)               | 220,633,894            | 219,401,938   |
| General Reserve  | (23)               | 61,735,404             | 61,735,404  |
| Net unrealized gains on available for sale investments                 | (24)               | 11,735,024             | 8,653,772   |
| Accumulative translation adjustment                                    |                    | 378,125                | 312,343   |
| Retained earning   |                    | 5,062,917,270          | 4,748,192,162   |
| Net profit for the year  |                    | 761,576,314            | 681,804,117   |
| TOTAL MOTHER COMPANY SHAREHOLDERS EQUITY                               |                    | 26,754,598,891         | 26,355,722,596  |
| Minority Interest  |                    | 900,990,061            | 898,537,461   |
| FOTAL SHAREHOLDERS' EQUITY   |                    | 27,655,588,952         | 27,254,260,057  |
| Non-current Liabilities  |                    |                        |   |
| Non-current Loans  | (25)               | 1,733,699,976          | 1,940,296,999   |
| Non-current Liabilities  | (26)               | 1,804,013,215          | 1,825,531,402   |
| Deferred Tax Liability   | (27)               | 69,824,319             | 74,195,145  |
| Total Non- Current Liabilities   |                    | 3,607,537,510          | 3,840,023,546   |
| Total Shareholders' Equity and Nun- Current liabilities                |                    | 31,263,126,462         | 31,094,283,603  |
| Chairman Financial Director<br>Tarek Talaat Mostafa Ghaleb Anmed Fayed | 4 A<br>Emad H. Rag | Auditors<br>gheb Magdy | Hashish   |

-The attached notes (1) to (37) are an integral part of these consolidated financial statements. -Review report attached. Dec. 31,

2015

LING HOLDING

# TMG Holding



From 1/1/2014

From 1/1/2015

Notes

# CONSOLIDATED CASH FLOW STATEMENT For the period from 1 January 2015 to 31 December 2015

|   |         | to 31/12/2015   | to 31/12/2014   |
|---|---------|-----------------|-----------------|
| CASH ELOWS EDOM OBED ATING A CTIVITIES  |         | LE              | LE              |
| CASH FLOWS FROM OPERATING ACTIVITIES  |         |                 |                 |
| Net profit for the year before tax and minority interest                        |         | 1,108,514,678   | 1,155,635,323   |
| Adjustment to reconciliation net profit with cash flow operating activities:    | (4.5)   |                 |                 |
| Depreciation & Amortization   | (4,5)   | 129,417,278     | 124,417,927     |
| (Discount) Financial Assets Held to Maturity Amortization                       | (10)    | (870,787)       | (240,231)       |
| Provisions  |         | -               | 68,141,975      |
| Provisions no longer required   | (22)    | -               | (70,247)        |
| Credit Interests and Treasury Bills revenue                                     | (32)    | (116,669,867)   | (77,445,599)    |
| Impairment in investments in subsidiaries (goodwill)                            | (7)     | 395,832,238     | 351,167,780     |
| Dividends (revenue) of Financial Assets at Fair Value through Profit and Loss   | (29)    | (5,295,108)     | (4,179,470)     |
| (Gain) on sale of non-current assets held for sale                              | (2.0)   | -               | (267,101,919)   |
| (Gain) from selling Financial Assets at Fair Value through Profit and Loss      | (30)    | (5,517,403)     | (5,285,398)     |
| Loss (Gain) of revaluate Financial Assets at Fair Value through Profit and Loss | (11)    | 12,131,623      | (8,672,384)     |
| Share of loss (profit) of Associates  | (8)     | (1,801,288)     | 3,999,376       |
| Capital (Gain) Loss   | (4)     | (1,154,469)     | 3,138,746       |
| Foreign Exchange (Gain)   |         | (23,490,309)    | (109,805,442)   |
| Operating profit before changes in working capital                              |         | 1,491,096,586   | 1,233,700,437   |
| Change in Work in Progress  | (13)    | (2,856,509,550) | 13,930,470      |
| Change in Finished Unites   |         | (23,108,613)    | -               |
| Change in Inventory   | (14)    | (6,776,889)     | 11,601,941      |
| Change in Accounts and Notes Receivables  | (12)    | (88,120,732)    | (1,304,735,273) |
| Change in Prepayments and Other Debit Balances                                  | (15)    | (383,962,657)   | 814,192,312     |
| Change in Creditors and Notes Payable   |         | 2,218,241,531   | (817,999,524)   |
| Change in long term Liabilities   |         | (21,518,187)    | (262,958,587)   |
| Change in Customers Advance Payment   |         | 347,154,946     | 2,181,250,409   |
| Change in Dividends Creditors   |         | 70,958,411      | 5,264,374       |
| Change in Financial Assets at Fair Value through Profit and Loss                | (11,30) | 16,851,228      | 72,219,257      |
| Paid of accrued income tax  | (27)    | (434,440,222)   | (178,008,659)   |
| Change in Other Credit Balances   | (20)    | 385,881,209     | 814,622,766     |
| Net Cash flows provided from Operating Activities                               |         | 715,747,061     | 2,583,079,923   |
| CASH FLOWS FROM INVESTING ACTIVITIES  |         |                 |                 |
| (Payment) on Purchasing of Fixed Assets, Intangible Assets and Projects Under   | (4,5,6) | (249,796,746)   | (171,181,176)   |
| Proceeds from sale Fixed Assets   | (4)     | 3,982,861       | 5,204,277       |
| (Payment) for Financial Assets Held to Maturity                                 | (10)    | (234,417,100)   | (980,361,854)   |
| (Payment) for Current assets held for sale                                      | (9,24)  | (658,947)       | 14,901,619      |
| (Payment) company share in capital increase in Associates                       |         | -               | (1,820,000)     |
| Proceeds from Dividends revenue   | (29)    | 5,295,108       | 4,179,470       |
| Proceeds from non-Current assets held for sale                                  |         | -               | 360,932,603     |
| Net Cash flows (used in) Investing Activities                                   |         | (475,594,824)   | (768,145,061)   |
| CASH FLOWS FROM FINANCING ACTIVITIES  |         |                 |                 |
| Collected Credit Interests and Treasury Bills Revenue                           | (32)    | 110,251,696     | 56,266,924      |
| Dividends (Payment)   |         | (303,075,000)   | (304,075,000)   |
| (Payment) from Loans and Facilities   | (25)    | (100,554,096)   | (700,778,207)   |
| Net Cash flows (used in) Financing Activities                                   |         | (293,377,400)   | (948,586,283)   |
| Foreign Exchange Impact   |         | 23,490,309      | 109,805,442     |
| NET CASH AND CASH EQUIVALENTS DURING THE YEAR                                   |         | (29,734,854)    | 976,154,021     |
| Cash Adjustments  |         | (69,423,257)    | (9,839,304)     |
| Cash and Cash Equivalents at the beginning of the year                          |         | 1,630,161,724   | 663,847,007     |
| CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR                                | (16)    | 1,531,003,613   | 1,630,161,724   |
|   | × -)    | ,,,             | ,,,             |



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

|                                  | Madinaty                            | Al Rehab I (9)   | Al Rehab II     | Al Rabwa I            | Al Rabwa II           |
|----------------------------------|-------------------------------------|------------------|-----------------|-----------------------|-----------------------|
| Total Land area(1) (m2)          | 33,600,000                          | 6,140,400        | 3,760,000       | 1,318,800             | 819,028               |
| To be dev. land area(2) (m2)     | 33,600,000                          | 924,225          | 3,760,000       | 0                     | 819,028               |
| To be dev. built up area(3) (m2) | 20,856,908                          | 223,740          | 2,292,260       | 0                     | 119,071               |
| CBRE Value – June 30, 2008       | EGP 17.82 BN                        | EGP 1.92 BN      | EGP 5.86 BN     |                       | EGP 238.28 MN         |
| % owned(6)                       | 99.9%                               | 99.9%            | 99.9%           | 98.6%                 | 98.6%                 |
| Location                         | New Cairo                           | New Cairo        | New Cairo       | El Sheikh Zayed       | El Sheikh Zayed       |
| Exp. Population                  | 600,000                             | 120,000          | 80,000          | 3,240                 | 1,725                 |
| Commence(4)                      | July 2006                           | November<br>1996 | July 2006       | December<br>1994      | January 2006          |
| Expected Completion(5)           | 2026                                | 2015             | 2020            | 2006                  | 2012                  |
| Amenities                        | Various including:                  | 4 schools        | 4 Mosques       | 1 shopping mall       | 9 hole golf<br>course |
|                                  | 45 hole golf course                 | 7 mosques        | 2 schools       | Cinema                |                       |
|                                  | 22 schools                          | 1 church         | 1 shopping mall | 9 hole golf<br>course |                       |
|                                  | 1 university                        | 1 office park    | 1 club house    | Sports pavilion       |                       |
|                                  | 8 hotels                            | 2 shopping malls |                 |                       |                       |
|                                  | commercial parks (offices & retail) |                  |                 |                       |                       |
|                                  | 1 hospital                          |                  |                 |                       |                       |

1. Land area procured

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. Land value only –

Includes additional 1 MN sqm of land procured for future development 8. all sold except phase 6



# Summary of H&R Assets in Operation

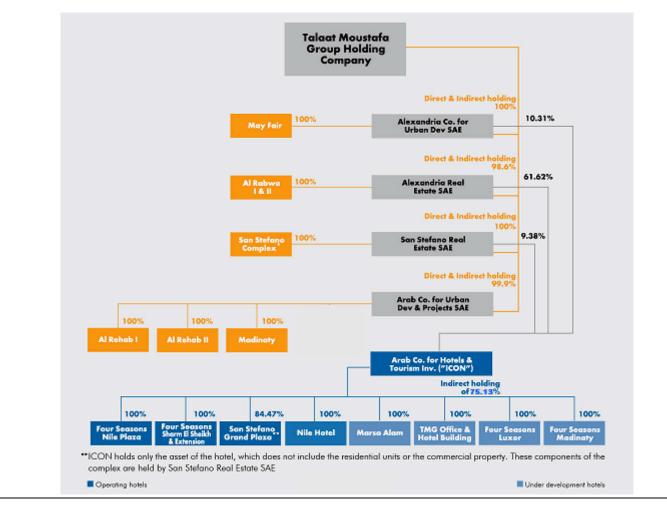
|                         | Four Seasons Sharm<br>El Sheikh | Four Seasons Nile<br>Plaza | San Stefano Grand<br>Plaza | Kempinski<br>Nile Hotel           |
|-------------------------|---------------------------------|----------------------------|----------------------------|-----------------------------------|
| % 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                             | 125                        | 924                        | 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<br>Executive club |
|                         | Ballroom                        | 11 meeting rooms           | Offices                    | Mini Business<br>Center           |
|                         | 4 meeting rooms                 | Business centre            | Ballroom                   |                                   |
|                         | 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

# TMG Holding

# **Group Structure**





# TMG Holding



## 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

#### 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:**

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|--------------------|-----------------------|-------------------------------------|
| TMG Holding        | Fax: +2 (02) 33016894 | Web Site: <u>www.tmgholding.com</u> |