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 1st to December 31st, 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 e
Revenues breakdown	-				5	-				
Revenues from units sold	5,090	82%	4,392	83%	16%	2,260	89 %	1,676	86%	35%
Revenues from Hotels	696	11%	544	10%	28%	165	7%	174	9 %	-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 Real Estate & Construction 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)	- 59 %	(1,459)	-75%	3%
Gross profit	2,129	34%	1,595	30%	33%	1,026	41%	483	25%	112%
Selling, General and Administrative Expenses	(313)	-5%	(321)	-6%	-3%	(108)	-4%	(55)	-3%	96 %
Depreciation expense	(129.42)	-2%	(124)	-2%	4%	(33)	-1%	(32)	-2%	2%
Provision 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 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 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 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%	- 79 %	(0.3)	0%	0	0%	-295%
Net profit before tax	1,109	18%	1,156	22%	-4%	495	20%	332	17%	49 %
income tax and deferred tax	(338)	-5%	(481)	-9 %	-30%	(229)	-9 %	(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 shareholders	762	12%	682	13%	12%	230	9 %	194	10%	19%



Consolidated Financial Statements

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

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-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 originally issued in Arabic
Talaat Mostafa Group Holding Company "TMG Hol	ding" S.A	.E	
CONSOLIDATED BALANCE SHEET As of 31 December 2015			
	Notes	31/12/2015 LE	31 /12/ 2014 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 Tarek Talaat Mostafa Ghaleb Anmed Fayed	4 A Emad H. Rag	Auditors gheb Magdy	Hashish

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

2015

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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
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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
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 1996	July 2006	December 1994	January 2006
Expected Completion(5)	2026	2015	2020	2006	2012
Amenities	Various including:	4 schools	4 Mosques	1 shopping mall	9 hole golf course
	45 hole golf course	7 mosques	2 schools	Cinema	
	22 schools	1 church	1 shopping mall	9 hole golf 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

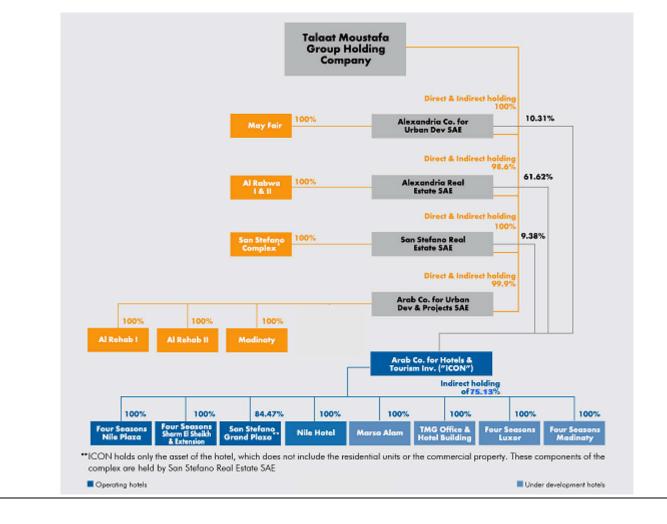
	Four Seasons Sharm El Sheikh	Four Seasons Nile Plaza	San Stefano Grand Plaza	Kempinski Nile Hotel
% owned(1)	100%	100%	84.47%	100%
Location	Sharm El Sheikh	Cairo	Alexandria	Cairo
Rooms/keys	200	366	118	191
Units	146	128	945	0
Sold	144	125	924	n/a
Ave. price	EGP 26,435 psm	EGP 38,775 psm	EGP 14,920 psm	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 Executive club
	Ballroom	11 meeting rooms	Offices	Mini Business 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%

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