TMG Holding Nine Months and Third Quarter ending September 30, 2015 Earning Release



Cairo, November 17, 2015-TMG holding reports EGP 3.6 BN consolidated revenue, EGP 531 MN consolidated net profit after minority and EGP 5.177 BN of new sales value for 9 Months 2015

TMG Holding, the leading Egyptian community real estate developer is glad to announce its consolidated financial results for the nine months and third quarter ending September 30, 2015.

Key Operational and Financial Highlights for the consolidated results of January 1 to September 30, 2015

- Total consolidated revenues for 9M-15 reached EGP 3.653 MN compared to EGP 3.328 MN consolidated revenues for 9M-14. The 10% increase in recognized revenue is the combined effect of:
 - (i) a 4% increase in the revenue recognized from real estate units.
 - (ii) a 43% increase in the hotels revenue.
 - (iii) a 21% increase in the revenue from services generated from malls rentals and Madinaty services.
- Gross Profit for 9M-15 is EGP 1,103 MN, 1% decrease from EGP 1,111 MN in 9M-14. Due to the reported revenue mix that caused an increase in Real Estate and Construction cost by 13%.
- Net profit before tax of EGP 613 MN is 26% less than EGP 824 MN for 9M-14 due to the 288 MN accounted for factoring of non-recourse of posted dated checks, which took place during the 2Q-15.
- Net profit after tax and minority is EGP 531 MN for 9M-15, 9% higher than EGP 488 MN for 9M-14 due to a 68% decrease in income and deferred tax.
- During 3Q-15, 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 3Q-15 reached EGP 746 MN, 12% higher than EGP 666 MN consolidated revenues for 3Q-14. The increase in recognized revenue is the combined effect of:
 - (i) a 5% increase in revenue recognized from real estate units. Deliveries from historical sales continued per schedule.
 - (ii) a 24% increase in the hotels revenue reflecting the stability in tourism flow and tourists spending during the reported period.
 - (iii) a 29% increase in revenue from services represented in malls rentals and new revenue generated from operation of infrastructure facilities in Madinaty project.
- Gross Profit for 3Q-15 of EGP 221 MN is 24% lower than EGP 292 MN for 3Q-14 .The decrease in gross profit came as an effect of the increase in Real Estate Construction cost.
- Net profit after tax and minority of EGP 137 MN for 3Q-15 is 1% higher than EGP 136 MN The increase in Net profit driven by combined effect of a decrease in SG&A cost and interest expenses and an increase in interest income.



At September 30, 2015, the Group's total assets reached EGP 66 BN, cash, marketable securities and other liquid investments amounted to approximately EGP 4.3 BN, representing approximately 6.5% of total assets; and total debt amounted to EGP 3 BN, representing approximately 4.5% of total assets. The debt to equity ratio is 1:9 times, reflecting the group's low gearing and prudent cash management.

Operating Performance

City & Community Complexes

EGP 5,177 BN in sales value achieved in nine months 2015

Total new sales of real estate units amounted to EGP 5.177 BN for 9M-15, compared to EGP 5.7 BN for the same period last year. The value of new sales has over achieved the target by approximately 11% for the period.

And cancellations remain within normal rates

Total cancellations of the accumulated sales backlog since inception of projects have not exceeded its normal rates of approximately 4.2% up to the end 9M -15. Value of cancelled units is EGP 429 MN in 9M-15 compared to EGP 493 MN for the same period last year.

At September 30, 2015: the backlog of sold but unrecognized units is approximately EGP 21.9 BN to be recognized as per the units' delivery schedule over the next four years.



Hotels & Resorts

- Revenue from operating hotels has reached EGP 530 MN in 9M-15 compared to EGP 370 MN in 9M-14. The hotels KPI's and operational results are summarized as follows:
 - Four Seasons Nile Plaza reported GOP of 48% and NP of 40% in 9M-15 compared to 43% and 34.5% respectively in 9M-14. Average room rate is USD 300 in 9M-15 compared to USD 272 in 9M-14 and average occupancy rate of 51% compared to 39% for the same period last year.
 - Four Seasons Sharm El Sheikh reported GOP of 40% and NP of 29% in 9M-15 compared to 29% and 18% respectively in 9M-14. Average room rate is USD 476 in 9M-15 compared to USD 316 in 9M-14 and average occupancy rate of 42.5% compared to 40% for the same period last year.
 - Four Seasons San Stefano reported GOP of 36% and NP of 29% in 9M-15 compared to 35.5% and 27.5% respectively in 9M-14. Average room rate is USD 280 in 9M-15 compared to USD 252 in 9M-14 and average occupancy rate of 57% compared to 55% for the same period last year.
 - Kempinski Nile Hotel reported GOP of 40% and NP of 33% in 9M-15 compared to a 17% GOP and 11% NP in 9M-14. Average room rate is USD 140 in 9M-15 compared to USD 125.5 in 9M-14 and average occupancy rate of 57.5% compared to 36% for the same period last year.
- On quarter level, revenue from operating hotels has reached EGP 170 MN in 3Q-15 compared to EGP 138 MN in 3Q-14.
- On an operational level, the hotels KPI's and operational results are summarized as follows:
 - Four Seasons Nile Plaza reported a GOP of 44% and NP of 36.5% in 3Q-15 compared to 47% GOP and 37% NP in 3Q-14. Average room rate is USD 303 in 3Q-15 compared to USD 312 in 3Q-14 at an average occupancy rate of 48% compared to 15% for 3Q-14.
 - Four Seasons Sharm El Sheikh reported a GOP of 12% and NP of 9% in 3Q-15 compared to 15% GOP and NP of 5% in 3Q-14. An average room rate is USD 278 in 3Q-15 compared to USD 288 in 3Q-14 at an average occupancy rate of 38.5% compared to 26% for 3Q-14.
 - Four Seasons San Stefano reported a GOP of 44% and a NP of 37% in 3Q-15 compared to a GOP of 44% and 35.5% respectively in 3Q-14. Average room rate is USD 297.5 in 3Q-15 compared to USD 272 in 3Q-14 at an average occupancy rate of 71% compared to 30% for 3Q-14.
 - Kempinski Nile Hotel, reported a GOP of 40% and NP of 33% in 3Q-15 compared a GOP of 28% and NP of 25% in 3Q-14. An average room rate is USD 145 in 3Q-15 compared to USD 133 in 3Q-14 at an average occupancy rate of 63% compared to 13.5% for 3Q-14.



Key Operational Highlights for the nine months and third quarter ending September 30, 2015

	3Q-15		3Q-14			9M-15		9M-14		
	EGPmn		EGPmn		change	EGPmn		EGPmn		change
Revenues breakdown										
Revenues from units sold	461	62%	439	66 %	5%	2,830	77%	2,716	82%	4%
Revenues from Hotels	170	23%	138	21%	24%	530	15%	370	11%	43%
Other revenues	115	15%	89	13%	29 %	292	8%	242	7%	21%
Total consolidated revenue	746	100%	666	100%	12%	3,653	100%	3,328	100%	10%
COGS breakdown										
Real Estate & Construction Cost	(324)	70%	(207)	47 %	56%	(1,987)	70%	(1,761)	65 %	13%
Hotels Cost	(113)	66%	(94)	68%	20%	(332)	63%	(260)	70%	28%
Services Cost	(88)	76 %	(72)	8 1%	22%	(231)	79 %	(196)	81%	18%
Total cost of goods sold	(524)	- 70 %	(373)	-56%	40%	(2,550)	- 70 %	(2,217)	-67 %	15%
Gross profit	221	30%	292	44%	-24%	1,103	30%	1,111	33%	-1%
Selling, General and Administrative Expenses	(79)	-11%	(82)	-12%	-3%	(204)	-6%	(266)	-8%	-23%
Depreciation expense	(35)	-5%	(31)	-5%	14%	(97)	-3%	(92)	-3%	5%
Provision expense/provisions										
no longer required	-	0%	-	0%		-	0%	-	0%	
interest expense	(17)	-2%	(28)	-4%	-39%	(71)	-2%	(82)	-2%	-13%
interest income	25	3%	16	2%	58%	90	2%	49	1%	86%
investment income	3	0%	4	1%	-28%	11	0%	7	0%	49 %
net change in market value					0.000	(12)				1000
of financial investments	(9)	-1%	8	1%	-208%	(13)	0%	15	0%	-188%
Other income (expense)	15	2%	15	2%	0%	58	2%	53	2%	10%
Capital gain Expenses of Accounts	(0)	0%	(0.2)	0%	95 %	1	0%	(2)	0%	-168%
payable sale	-	0%		0%		(288)	-8%	-	0%	
Revenue (loss) on sale of investments held to sale	_	0%		0%		_	0%	272	8%	-100%
impairment of assets	-	0%	-	0%		-	0%	(351)	-11%	-100%
Foreign exchange difference	- 9	1%	-	1%	120%	24	1%	(331)	3%	-78%
			4		129%					
Net profit before tax income tax and deferred tax	133	18%	198	30%	-33%	613 (100)	17%	824 (244)	25%	-26%
	6 130	1%	(61) 137	-9%	-110%	(109)	-3%	(344)	-10%	-68%
Net Profit	139	19% 0%	137	21%	1%	505	14%	480 。	14%	5%
Minority's share	(2)	0%	(1)	0%	79%	27	1%	8	0%	233%
attributable to shareholders	137	18%	136	20%	1%	531	15%	488	15%	9 %

Consolidated Financial Statements



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 2015 to 30 September 2015

Revenue Cost of revenue GROSS PROFIT	Notes	From 1/1/2015 to 30/9/2015 LE	From 1/1/2014 to 30/9/2014 LE	From 1/7/2015 to 30/9/2015	From 1/7/2014 to 30/9/2014
Cost of revenue	(28)			LE	LE
	()	3,653,363,748	3,328,571,675	745,538,237	665,562,138
CROSS PROFIT	(28)	(2,550,265,413)	(2,217,188,024)	(524,260,297)	(373,223,766)
		1,103,098,335	1,111,383,651	221,277,940	292,338,372
General and administrative expenses,					
marketing and sales expenses		(204,020,379)	(265, 465, 372)	(79,242,047)	(81,557,694)
Depreciation and amortization	(4,5)	(96,756,246)	(92,494,910)	(35,190,651)	(30,988,755)
Operating Profit		802,321,710	753,423,369	106,845,242	179,791,923
Credit interest	(32)	46,823,623	22,757,602	13,770,961	6,501,748
Interest on bonds	(32)	13,414,823	341,770	1,278,791	341,770
Bonds amortization	(10)	578,853	199,398	252,560	138,007
Income from treasury bills	(32)	29,649,847	25,325,703	9,403,583	8,690,797
Notes receivable factoring without		1	13		
recourse expenses	(33)	(288,425,482)	-		
Finance cost		(71,473,378)	(81,832,514)	(16,783,451)	(27,667,020)
Dividends revenue from financial assets at		a 2001 in a		5 (5 A/A) 5(
fair value through profit and loss	(29)	4,382,295	4,004,120	746,742	367,641
Gain on sale of non-current assets held for					
sale		÷	271,915,985	-	-
Gain on sale of financial assets at fair					
value through profit and loss	(30)	7,170,562	1,462,230	3,053,388	874,979
Gain of revaluate financial assets at fair					
value through profit and loss	(11)	(13,213,474)	15,072,104	(8,603,675)	8,067,791
Share of (loss) gain of associates	(8)	(535,192)	1,424,195	(901,513)	1,648,496
Impairment in investments from					
subsidiaries		-	(351,167,780)	-	-
Other income	(31)	58,162,484	52,661,545	15,008,555	15,438,344
Capital gain (loss)	(4)	1,109,455	(1,642,511)	(389,736)	(153,665)
Board of directors allowances		(423,400)	(233,150)	(115,900)	(107,950)
Foreign exchange gain		23,818,853	109,637,051	9,170,617	4,387,892
NET PROFIT FOR THE PERIOD	•				_
BEFORE TAX		613,361,579	823,349,117	132,736,164	198,320,753
Income tax	(27)	(118,027,856)	(339,288,516)	(12,003,355)	(56,385,887)
Deferred tax revenue	(27)	9,415,401	(4,683,538)	18,085,504	(4,449,753)
NET PROFIT FOR THE PERIOD	0. • 0 • 0.			2-2	
AFTER TAX		504,749,124	479,377,063	138,818,313	137,485,113
Minority interest		(26,655,470)	(8,513,050)	1,787,283	1,138,286
NET PROFIT FOR THE PERIOD				107 - 207 1940)	
			12		40
(MOTHER COMPANY		531,404,594	487,890,113	137,031,030	136,346,827

Chain Tarel Talaat Mostafa

Financial Director Ghaleb Apped Fayed

-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 "TM	G Holding'	' S.A.E	
CONSOLIDATED BALANCE SHEET			
As of 30 September 2015			
	Notes	30/9/2015 LE	31 /12/ 2014 LE
Non-Current Assets			LE
Property and Equipment	(4)	3,911,736,968	2 049 750 290
Intangible Assets	(5)	3,816,914	3,948,750,280
Projects Under Constructions	(6)		5,784,691
Goodwill	(7)	1,531,612,174	1,424,983,748
Investments in Associates	(8)	15,042,485,337	15,042,485,337
Available for Sale Investments	(9)	2,487,504	3,022,696
Investments in Financial Assets Held to Maturity	(10)	47,182,542	45,047,143
Total Non-Current Assets	(10)	1,468,257,448	1,075,084,002
Current Assets		22,007,578,887	21,545,157,897
Work in Progress	(13)		
Finished Unites	(15)	19,427,203,124	16,357,928,206
Inventory	(14)	18,960,968	-
Accounts and Notes Receivable	(14)	34,559,825	29,629,363
Prepayments and Other Debit Balances	(12)	14,261,401,309	15,184,704,619
Available for Sale Investments	(13)	1,869,806,761	1,613,229,254
Investments in Financial Assets Held to Maturity	(9)	25,841,897	25,841,897
Financial assets at fair value through profit and loss	. ,	429,547,435	751,288,913
Cash on Hand and at Banks	(11)	60,141,227	90,142,201
Total current assets	(16)	1,559,669,403	1,636,399,999
Current Liabilities		37,687,131,949	35,689,164,452
Banks Overdraft			
Creditors and Notes Payable	(17)	15,521,091	6,238,275
Bank Facilities	(17)	3,528,598,826	1,889,457,341
Current Portion of Loans and Facilities	(25)	748,926,029	464,751,395
Customers Advance Payment	(25)	520,691,136	650,613,146
Dividends Creditors	(18)	20,066,021,518	18,970,553,749
Accrued income tax	(19)	18,475,119	18,911,546
Accrued Expense and Other Credit Balances	(27)	184,066,482	530,325,747
Total Current Liabilities	(20)	3,466,354,479	3,609,187,547
WORKING CAPITAL		28,548,654,680	26,140,038,746
TOTAL INVESTMENTS		9,138,477,269	9,549,125,706
		31,146,056,156	31,094,283,603

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Translation of Financial Statements originally issued in Arabic

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

CONSOLIDATED BALANCE SHEET As of 30 September 2015

	Notes	30/9/2015	31/12/2014
	50 av	LE	LE
inanced as follows:			
Jwner's Equity		e	
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
egal Reserve	(22)	220,633,894	219,401,938
General Reserve	(23)	61.735.404	61,735,404
let unrealized gains on available for sale investments	(24)	11,735,024	8,653,772
ccumulative translation adjustment		413,790	312,343
etained earning		5.137.262.794	4,748,192,162
let profit for the period / year		531,404,594	681,804,117
OTAL MOTHER COMPANY SHAREHOLDERS EQUITY		26,598,808,360	26,355,722,596
Ainority Interest		867,062,217	898,537,461
TOTAL SHAREHOLDERS' EQUITY		27,465,870,577	27,254,260,057
Non-current Liabilities			
Non-current Loans	(25)	1,792,336,663	1,940,296,999
Non-current Liabilities	(26)	1,823,068,959	1,825,531,402
Deferred Tax Liability	(27)	64,779,957	74,195,145
fotal Non- Current Liabilities	(=-)		
Fotal Shareholders' Equity and Nun- Current liabilities		3,680,185,579 31,146,056,156	3,840,023,546 31,094,283,603
		31,140,030,130	51,094,283,003

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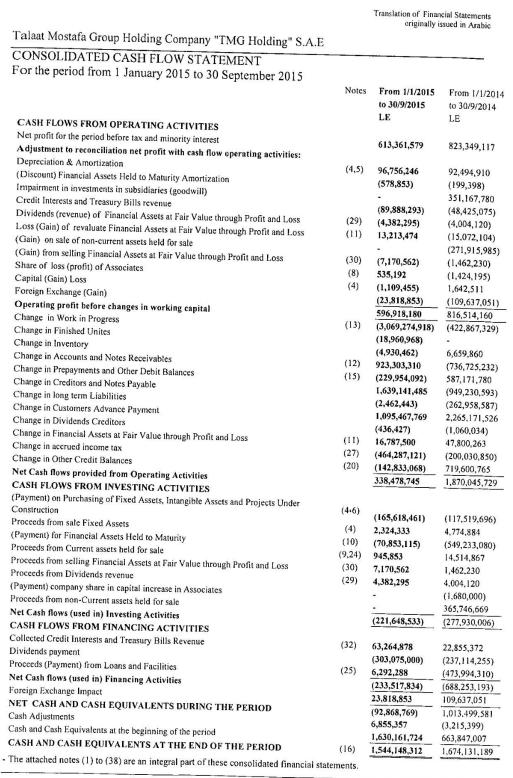
Financial Director Ghaleb Ahmed Fayed

Auditors 24 Emad H/Ragheb

Magdy Hashish

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

CONSOLIDATED CASH FLOW STATEMENT



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Sep. 30,

2015

TMG HOLDING

Summary of C&C projects in Operation and Development



	Madinaty	Al Rehab I (8)	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	2012	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



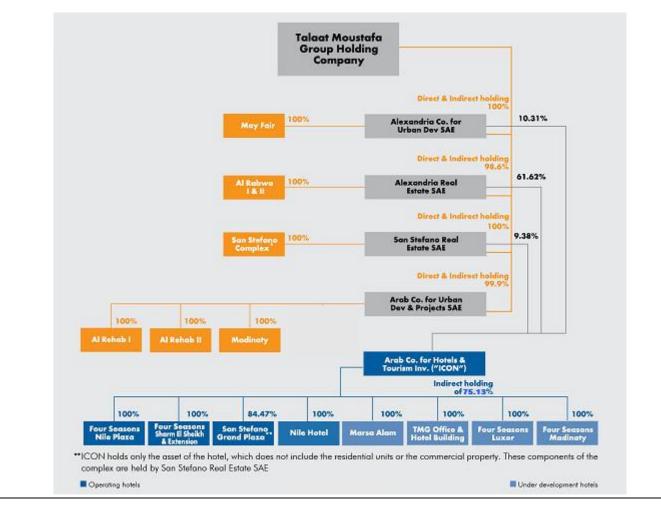
Summary of H&R Assets in Operation

	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 $\hfill 2.$ Commencement of operations

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

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

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:

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