# TMG Holding Nine Months and Third Quarter ending September 30, 2017 Earning Release



Cairo, November 1, 2017 TMG Holding has succeeded to achieve Gross Sales of EGP 10 BN till 31th of October 2017.

TMG holding reports EGP 5.6 BN consolidated revenues, EGP 1.05 BN consolidated net profit after minority and EGP 9.5 BN of new sales value for 9 Months 2017

TMG Holding (TMGH.CA), 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, 2017.

Key Operational and Financial Highlights for the consolidated results of January 1 to September 30, 2017

- TMG continued to deliver healthy revenue and profits. The following comparison is provided to shed the light on quarterly and yearly performance. During 3Q-17, total consolidated revenues reached EGP 2.4 BN, higher than EGP 1BN consolidated revenues for 3Q-16. The increase in recognized revenue is the combined effect of:
  - (i) a 182% increase in revenue recognized from real estate units. Deliveries from historical sales continued per schedule.
  - (ii) a 69% increase in the hotels revenue.
- Gross Profit for 3Q-17 of EGP 749 MN is higher than EGP 364 MN for 3Q-16.
- Net profit after tax and minority of EGP 386 MN for 3Q-17 is higher than EGP 182 MN for 3Q-16.
- Year on Year, total consolidated revenues for 9M-17 reached EGP 5.6 BN compared to EGP 3.9 BN consolidated revenues for 9M-16. The 43% increase in recognized revenue is the combined effect of:
  - (i) a 48% increase in the revenue recognized from real estate units.
  - (ii) a 51% increase in the hotels revenue.
- Gross Profit for 9M-17 is EGP 1.9 BN, 49% increase from EGP 1.3 BN in 9M-16. Due to the increase in revenues growth that over exceeded the increase in COGS.
- Net profit after tax and minority is EGP 1.06 BN for 9M-17, 72% higher than EGP 616 MN for 9M-16.
- At September 30, 2017, the Group's total assets reached EGP 72 BN. Cash, marketable securities and other liquid investments amounted to approximately EGP 6.7 BN, representing approximately 8% of total assets; and total debt amounted to EGP 5.7 BN. The debt to equity ratio is 1:5 times, reflecting the group's low gearing and prudent cash management.

### **Operating Performance**



EGP 10 BN in sales value achieved till 31<sup>th</sup> of October 2017, and EGP 9,52 MN in sales value achieved in nine months 2017

### 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 2.5% up to the end 9M-17. Value of cancelled units is EGP 703 MN compared to EGP 544 MN for the same period last year.

At September 30, 2017 the backlog of sold but unrecognized units is approximately EGP 28 BN to be recognized as per the units' delivery schedule over the next four years.

#### **Hotels & Resorts**

- On quarter basis, revenue from operating hotels has reached EGP 327 MN in 3Q-17 compared to EGP 193 MN in 3Q-16.
- On an operational basis, the hotels KPI's and operational results are summarized as follows:
  - Four Seasons Nile Plaza reported a GOP of 54% and NP of 43% in 3Q-17 compared to 46% GOP and 37% NP in 3Q-16. Average room rate is USD 224 in 3Q-17 compared to USD 273 in 3Q-16 at an average occupancy rate of 71% compared to 62% for 3Q-16.
  - Four Seasons Sharm El Sheikh reported a GOP of 23% and NP of 13% in 3Q-17 compared to 15% GOP and NP of 5.5% in 3Q-16. An average room rate is USD 256.5 in 3Q-17 compared to USD 319 in 3Q-16 at an average occupancy rate of 33% compared to 29% for 3Q-16.
  - Four Seasons San Stefano reported a GOP of 47% and a NP of 38% in 3Q-17 compared to a GOP of 47% and 39.5% respectively in 3Q-16. Average room rate is USD 247 in 3Q-17 compared to USD 310 in 3Q-16 at an average occupancy rate of 79% compared to 77% for 3Q-16.
  - Kempinski Nile Hotel, reported a GOP of 51% and NP of 38% in 3Q-17 compared a GOP of 46.5% and NP of 36% in 3Q-16. An average room rate is USD 122 in 3Q-17 compared to USD 136 in 3Q-16 at an average occupancy rate of 81% compared to 76% for 3Q-16.
- Year on Year, revenue from operating hotels has reached EGP 820 MN in 9M-17 compared to EGP 543 MN in 9M-16. The hotels KPI's and operational results are summarized as follows:
  - Four Seasons Nile Plaza reported GOP of 52% and NP of 42% in 9M-17 compared to 51% and 43% respectively in 9M-16. Average room rate is USD 224 in 9M-17 compared to USD 349 in 9M-16 and average occupancy rate of 63% compared to 55% for the same period last year.
  - Four Seasons Sharm El Sheikh reported GOP of 20% and NP of 9% in 9M-17 compared to 7% and 2% respectively in 9M-16. Average room rate is USD 242 in 9M-17 compared to USD 291 in 9M-16 and average occupancy rate of 27% compared to 26% for the same period last year.
  - Four Seasons San Stefano reported GOP of 37.5% and NP of 30% in 9M-17 compared to 39% and 32% respectively in 9M-16 Average room rate is USD 215 in 9M-17 compared to USD 273 in 9M-16 and average occupancy rate of 62% compared to 64% for the same period last year.
  - Kempinski Nile Hotel reported GOP of 50% and NP of 36% in 9M-17 compared to a 45% GOP and 37% NP in 9M-16. Average room rate is USD 115 in 9M-17 compared to USD 145 in 9M-16 and average occupancy rate of 73% compared to 64% for the same period last year.

### Key Operational Highlights for the nine months and third quarter ending September 30, 2017

48% 51% -10%
51%
51%
-10%
43%
46%
54%
-12%
40%
49%
35%
7%
117%
112%
-1564%
-330%
70%
57%
97%
37%
57%
-5%
79%
1152%
72%

### **Consolidated Financial Statements**

Translation of Financial Statements originally issued in Arabic

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

# CONSOLIDATED STATEMENT OF INTERIM FINANCIAL POSITION As of 30 September 2017

	Notes	30 September 2017 LE	31 December 2016 LE
Assets			
Non-Current Assets			
Property and Equipment	(4)	3,804,755,299	3,807,610,058
Real Estate Investments	(5)	113,213,993	114,471,374
ntangible Assets	(6)	2,509,817	682,199
Fixed Assets Under Constructions	(7)	2,149,453,756	1,991,985,784
Goodwill	(8)	14,101,482,464	14,101,482,464
investments in Associates	(9)	3,010,675	1,004,311
Available for Sale Investments	(10)	92,968,856	100,308,338
investments in Financial Assets Held to Maturity	(11)	2,282,820,777	1,978,924,530
Total Non-Current Assets		22,550,215,637	22,096,469,058
Current Assets		<u> </u>	-
Finished Unites		23,108,613	23,108,613
Development properties	(14)	24,442,208,911	19,896,624,611
inventory	(15)	64,107,306	28,031,155
Accounts and Notes Receivable	(13)	17,807,748,072	15,521,833,066
Prepaid expenses and Other Debit Balances	(16)	2,981,418,962	2,138,532,996
Available for Sale Investments	(10)	9,251,335	27491897
Financial Assets Held to Maturity	(11)	611,010,508	753,171,281
Financial assets at fair value through profit or loss	(12)	3,017,432	74,229,272
Cash on Hand and at Banks	(17)	3,425,131,675	3,257,758,634
Total Current Assets		49,367,002,814	41,720,781,525
l'otal Assets		71,917,218,451	63,817,250,583
Equity			
Authorized Capital	(22)	30,000,000,000	30,000,000,000
ssued and Paid up Capital	(22)	20,635,622,860	20,635,622,860
Legal Reserve	(23)	250,250,347	236,367,496
General Reserve	(24)	61,735,404	61,735,404
T. 11. 1			DENIE 10 200 F
Infeatized gain on available for sale investments	(25)	46,462,208	52,249,264
	(25)	46,462,208 2,560,951	52,249,264 2,268,492
Accumulative translation adjustment	(25)	5 253	
Accumulative translation adjustment Retained earning	(25)	2,560,951	2,268,492
Accumulative translation adjustment Retained earning Net profit for the period/ year	(25)	2,560,951 5,932,476,459	2,268,492 5,424,549,151
Accumulative translation adjustment Retained earning Net profit for the period/ year FOTAL PARENT COMPANY SHAREHOLDERS	(25)	2,560,951 5,932,476,459	2,268,492 5,424,549,151
Unrealized gain on available for sale investments Accumulative translation adjustment Retained earning Net profit for the period/ year FOTAL PARENT COMPANY SHAREHOLDERS EQUITY Non-Controlling Interest	(25)	2,560,951 5,932,476,459 1,058,929,520	2,268,492 5,424,549,151 826,545,440

Translation of Financial Statements originally issued in Arabic

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

### CONSOLIDATED STATEMENT OF INTERIM FINANCIAL POSITION (CONTINUE) As of 30 September 2017

Non-Current Liabilities			
Long-Term Loans	(26)	2,973,542,150	3,022,648,591
Non-current Liabilities	(27)	4,460,699,502	1,792,348,851
Deferred Tax Liability	(28)	101,337,894	81,062,572
Total Non- Current Liabilities		7,535,579,546	4,896,060,014
Current Liabilities			
Banks Overdraft		33,703,942	12,860,992
Bank Facilities	(26)	2,008,181,696	945,380,894
Short-Term Loans	(26)	645,507,245	766,140,133
Creditors and Notes Payable	(18)	3,095,644,579	3,371,670,388
Customers Advance Payment	(19)	23,200,904,424	20,357,845,672
Dividends Payable	(20)	160,224,851	70,168,630
Accrued income tax	(28)	229,917,425	379,831,696
Accrued Expenses and Other Credit Balances	(21)	6,077,539,142	4,878,750,373
Total Current Liabilities		35,451,623,304	30,782,648,778
Total Liabilities		42,987,202,850	35,678,708,792
Total Equity and Liabilities		71,917,218,451	63,817,250,583

Chairman

Chief Executive Officer

Hisham Talaat Moustafa

Financial Director

Auditors

<sup>-</sup>The attached notes (1) to (40) are an integral part of these consolidated financial statements. -Review report attached.

Translation of Financial Statements originally issued in Arabic

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

# CONSOLIDATED STATEMENT OF INTERIM INCOME (PROFIT OR LOSS) For the Nine Months Ended 30 September 2017

	Notes	For the Nine Months Ended 30 September 2017	For the Nine Months Ended 30 September 2016	For the Three Months Ended 30 September 2017	For the Three Months Ended 30 September 2016
	Hotes	LE	LE	LE	LE
Revenue	(29)	5,615,828,799	3,932,025,169	2,352,808,084	1,007,475,160
Cost of revenue	(29)	(3,685,927,899)	(2,632,673,459)	(1,603,732,595)	(643,634,676)
GROSS PROFIT		1,929,900,900	1,299,351,710	749,075,489	363,840,484
General and administrative expenses,					
marketing and sales expenses		(532,893,919)	(395,282,657)	(223,879,231)	(131,395,826)
Depreciation and amortization	(4,5,6)	(108,544,034)	(101,819,400)	(36,088,529)	(34,795,777)
Provisions		(442,794)	-	(442,794)	•
Credit interest	(34)	132,137,015	52,367,760	52,778,476	17,270,279
Interest on bonds	(34)	4,703,420	4,050,926	(4,499,372)	2,635,059
Bonds amortization	(11)	44,122	426,594	15,026	(520,817)
Income from treasury bills  Notes receivable factoring without	(34)	58,555,185	35,522,811	24,284,117	12,395,287
recourse expenses		(00 ( 100 100)	*********		
Finance cost		(236,102,125)	(120,118,646)	(131,648,948)	
(Loss) from available for sale investments	(20)	(100,208,137)	(46,186,248)	(34,818,655)	(15,567,704)
Dividends from financial assets at fair	(32)	(3,409,555)		-	-
value through profit or loss	(30)	1,422,514	2 112 101		4.5.00
Gain (Loss) from sale of financial assets at	(30)	1,422,514	2,113,101	-	45,001
fair value through profit or loss	(31)	28,989,882	(1,611,199)	17,259,871	700 (70
(Loss) Gain from revaluate financial	(31)	20,707,002	(1,011,199)	1/,239,0/1	799,672
assets at fair value through profit or loss	(12)	(17,152,225)	7,458,729	(18,496,242)	3,575,664
Share of gain (loss) of associates	(9)	826,976	(2,402,685)	826,976	146,210
Other income	(33)	87,029,650	51,148,991	47,924,358	10,521,116
Capital gain	(4)	853,515	543,824	643,671	47,298
Board of directors allowances	***	(433,400)	(402,250)	(145,700)	(102,450)
Foreign exchange gain		59,378,077	43,429,632	18,903,488	(9,544,504)
NET PROFIT FOR THE PERIOD					(2)2 ( 1)22 1)
BEFORE TAX		1,304,655,067	828,590,993	461,692,003	219,348,992
Income tax	(28)	(176,934,862)	(199,781,123)	(49,642,503)	(27,903,560)
Deferred tax	(28)	(20,275,322)	(8,537,390)	(1,153,469)	(3,307,943)
NET PROFIT FOR THE PERIOD		1,107,444,883	620,272,480	410,896,031	188,137,489
NET PROFIT FOR:					
Parent Company Shareholders		1,058,929,520	616,396,790	386,421,030	181,746,363
Non-Controlling Interest		48,515,363	3,875,690	24,475,001	6,391,126
		1,107,444,883	620,272,480	410,896,031	188,137,489

Chairman
Tarek Talaat Mostafa

Chief Executive Officer

Hisham Talant Mostafa

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Financial Director

Ghaleb Ahmed Faye

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<sup>-</sup>The attached notes (1) to (40) 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 STATEMENT OF INTERIM COMPREHENSIVE INCOME STATEMENT

For the Nine Months Ended 30 September 2017

	Notes	For the Nine Months Ended 30 September 2017	For the Nine Months Ended 30 September 2016	For the Three Months Ended 30 September 2017	For the Three Months Ended 30 September 2016
	Notes	LE	LE	LE	LE
Net profit for the period  Other Comprehensive Income		1,058,929,520	616,396,790	386,421,029	181,746,363
Forgien body translation		292,459	<b>=</b> )	292,459	_
Revaluation of available for Sale Investments	(10)	(5,787,056)	5,420,344	(5,115,966)	-
Income tax of other comprehensive income			(1,219,577)	= 10 20	
Comprehensive Income After Tax		(5,494,597)	4,200,767	(4,823,507)	, <del>-</del>
<b>Total Comprehensive Income For The Period</b>		1,053,434,923	620,597,557	381,597,523	181,746,363
Total Comprehensive Income For:					
Parent Company Shareholders		1,053,434,923	620,597,557	381,597,523	181,746,363
Non-Controlling Interest		48,515,363	3,875,690	24,475,001	6,391,126
		1,101,950,286	624,473,247	406,072,524	188,137,489

<sup>-</sup>The attached notes (1) to (40) 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 STATEMENT OF INTRERIM CASH FLOW For the Nine Months Ended 30 September 2017

	Notes	30 September 2017 LE	30 September 2016 LE
CASH FLOWS FROM OPERATING ACTIVITIES		LE	LE
Net profit for the period before tax and non-controlling interest		1,304,655,067	828,590,993
Adjustment to reconciliation net profit with cash flow operating		1,304,033,007	020,370,773
Depreciation & Amortization	(4,5,6)	108,544,034	101,819,400
Provisions	( , , , , , , ,	442,794	-
(Discount) Financial Assets Held to Maturity Amortization	(11)	(44,122)	(426,594)
Credit Interests and Treasury Bills	(34)	(195,395,618)	(91,941,497)
Dividends from Financial Assets at Fair Value through Profit or Loss	(30)	(1,422,514)	(2,113,101)
Loss from available for sale investments	(32)	3,409,555	-
(Gain) Loss from selling Financial Assets at Fair Value through Profit or	(31)	(28,989,882)	1,611,199
(Gain) from revaluate of Financial Assets at Fair Value through Profit or	(12)	17,152,225	(7,458,729)
Share of Loss of Associates	(9)	(826,978)	2402,685
Capital (Gain)	(4)	(853,515)	(543,824)
Foreign Exchange (Gain)		(59,378,077)	(43,429,632)
Operating profit before changes in working capital		1,147,292,969	788,510,900
Change in Development properties	(14)	(4,545,584,300)	(817,161,635)
Change in Inventory	(15)	(36,076,151)	8,192,861
Change in Accounts and Notes Receivables	(13)	(2,286,357,800)	95,383,260
Change in prepaid expenses and Other Debit Balances	(16)	(807,378,164)	(212,626,442)
Change in Creditors and Notes Payable		(276,025,809)	(645,559,761)
Change in long term Liabilities		2,668,350,651	(9,450,338)
Change in Customers Advance Payment		2,843,058,752	1,601,323,490
Change in Dividends Payable	(20)	90,056,221	(55,838,347)
Change in Financial Assets at Fair Value through Profit or Loss	(12,31)	83,049,497	12,747,571
Paid of accrued income tax	(28)	(326,849,133)	(450,627,580)
Change in Other Credit Balances	(21)	1,198,788,769	671,566,128
Net Cash flows (used in) provided from Operating Activities		(247,674,498)	986,460,107
CASH FLOWS FROM INVESTING ACTIVITIES			
(Payment) for Purchasing of Fixed Assets, Intangible Assets and Projects Under Construction	(4,5,6,7)	(269,178,201)	(229,371,425)
Proceeds from sale of Fixed Assets	(4)	6,419,689	1,063,629
(Payment) for Investments in Associates	(32)	(1,179,386)	:: ::::
Proceeds from sale available for sale investments		16,383,433	s=
(Payment) for Financial Assets Held to Maturity	(11)	(161,691,352)	(346,026,006)
Proceeds from Dividends	(30)	1,422,514	2,113,101
Net Cash flows (used in) Investing Activities		(407,982,883)	(572,220,701)
CASH FLOWS FROM FINANCING ACTIVITIES			
Collected Credit Interests and Treasury Bills Revenue	(34)	159,931,938	84,338,694
Cash Dividends		(303,075,000)	(303,075,000)
Proceeds from Loans and Facilities	(26)	893,061,473	21,046,577
Net Cash flows provided from (used in) Financing Activities		749,918,411	(197,689,729)
Foreign Exchange Impact		59,378,077	43,429,632
NET CASH AND CASH EQUIVALENTS DURING THE PERIOD		153,639,109	259,979,309
Cash Adjustments*		(7,109,018)	(4,821,562)
Cash and Cash Equivalents at the beginning of the period		3,244,897,642	1,531,003,613
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	(17)	3,391,427,733	1,786,161,360

<sup>\*</sup>The Cash Adjustments transaction represents the eliminations among subsidiaries and the foreign currency impacts for foreign bodies. The attached notes (1) to (40) are an integral part of these consolidated financial statements.

	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				

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

- 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

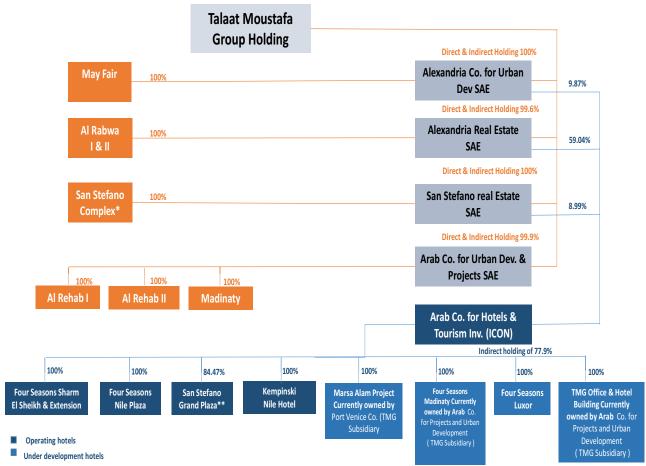
	Four Seasons Sharm El Sheikh	Four Seasons Nile Plaza	San Stefano Grand Plaza	Kempinski Nile Hotel
% owned(1)	100%	100%	84.47%	100%
Location	Sharm El Sheikh	Cairo	Alexandria	Cairo
Rooms/keys	200	366	118	191
Units	146	128	945	0
Sold	144	125	924	n/a
Ave. price	EGP 26,435 psm	EGP 38,775 psm	EGP 14,920 psm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

<sup>1. %</sup> owned by ICON, which is 81% indirectly owned by TMG

<sup>2.</sup> Commencement of operations

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

### **Group Structure**



<sup>\*</sup>ICON holds only the asset of the hotel, which doesn't include the residential units or the commercial property. These components of the complex are held by San Stefano Real Estate SAE

### **TMG Holding**



Sep. 30, 2017

### **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 & Others) 43.16%
- Free Float 56.84%

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

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